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Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

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Contents.

	PAGE
Text of the Decision that Holds Retailer Blameless for Harm Done by Sealed Food.....	8
Penick & Ford Molasses Seized by Government.....	9
Retailers do Not Understand Their Fire Insurance Policies.....	10
"Business Men's Association of Pennsylvania" Refused a Charter.....	10
Editorial.....	12
Unfairness.	
An Advance.	
Still Collecting Money.	
National Grocers' Association Suggests Form for Credit Application	12
Oleo Regulation Stands.....	13
Among the Trade.....	13
The New York Letter.....	14
Pennsylvania News Items.....	14
Eighteen Baltimore Packers Sued for Maintaining Price Combine.....	15
The Grocery Markets.....	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Market Notes.....	18
Saturday Half Holiday Movement in Northwest	18
Pennsylvania Food Commissioner Passes Sulphured Fruits.....	18
Association News.....	18
The Science of Advertising.....	19
How Rolled Oats have Advanced Since 1901	19
Selling Talks With Grocery Clerks.....	20
Carelessness the Cause of These Food Prosecutions.....	22
Two-Minute Sermons for the Retail Grocer	24
The Stroller's Column (Contributed).....	26
My First Premium.	
Philadelphia Association Tells Members How to Sell Coated Rice.....	27
Window Dressing for Grocers	27
Legal Department.....	28
Correspondence.....	29
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
"Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	11
Anker's Bouillon Capsules.....	30
American Can Co.....	15
American Slicing Machine Co.....	15
Arbuckle Bros.....	Cover 2
Armour & Co.....	6
Atsatt Bros.....	50
Barber & Perkins	10
Bell & Sons, Samuel.....	41
Bishop, R. W.	11
Borden Condensed Milk Co.....	36
Bower & Co., John.....	45
Brown & Co., P. F.....	24
Brown's Fly Coil Co., Ltd.....	37
Buckley, Elton J.....	8
Bucknam & Vanderpoel Co.....	37
Cauchois & Co., F. A.....	4
Ceylon Tea.....	11
Chipman & Willis Broom Co.....	24
Clicquot Club Co.....	40
Corn Products Mfg. Co.....	39
Croft & Allen Co.....	38
Daetwyler & Co., R.....	32
Dixon Crucible Co., Jos.....	50
Eagle Glass and Manufacturing Co.....	39
Egg-O-See Cereal Co.....	38
Electro-Silicon Co., The.....	22
Enterprise Mfg. Co. of Pa., The.....	43
Esterbrook Steel Pen Co., The.....	Cover 4
Fell Manufacturing Co., E. C.....	Cover 2
Fels & Co.....	22
Fischer & Co., B.	20

	PAGE
Fitch Coffee Co., The John H.....	6
Fleischmann's Yeast.....	31
Fly Ribbon Mfg. Co., The.....	32
Forbes, J. P.	16
Franklin Sugar Refining Co.....	Cover 4
Freihofer Vienna Baking Company.....	4
Fulton & Walker Co.....	48
Glenny Glass Co., The Wm.....	44
Gold Medal Flour.....	41
Great Western Cereal Co., The	13
Grocers' Printing Co.....	31
H - O Company, The.....	4
Hires Condensed Milk Co.....	Cover 3
I-V Washing Tablet Co.....	47
Indexed Coupon Books.....	16
Iroquois Canning Co.....	27
Johnson, A. W.....	26
Kirk, Foster & Co.....	28
Lamson Consolidated Store Service Co.,	5
Lautz Bros. & Co.	Cover 3
Libby, McNeill & Libby.....	21
Lindsley J. V., & Company.....	24
Lowney Co., The Walter M.....	41
Malta-Vita Pure Food Co.....	5
Manufacturers' Trade-Mark Association.	3
McCahan Sugar Refining Co., The W. J.,	Cover 3
McCray Refrigerator Co.....	16
Millbourne Mills.....	29
Miller & England	6
Moneyweight Scale Co., The.....	3
Moore & Co., E. B.....	36
Morgan & Cornell.....	46
National Cash Register Co.....	25

	PAGE
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	29
Ohio Match Sales Company.....	29
Oswego Malze Products Co.....	Cover 2
Philadelphia Electric Co., The.....	42
Piqua Bracket Co.....	Cover 2
Postum-Cereal Co., Ltd.....	9
Pressing & Orr Co., The.....	40
Quaker City Preserve Co.....	11
Ralston Purina Mills.....	42
Ritter Conserve Co., Phillip J.....	37
Royal Specialty Co.....	30
Sauer Co., C. F.....	Cover 4
Scott & Co., Inc., John.....	Cover 1
Shinn & Kirk.....	23
Shredded Wheat Company, The.....	13
Standard Cash Register Co.....	29
Strasbaugh, Silver & Co.....	19
Swift & Co.....	29
Swift & Co., Gloucester, Mass.....	19
Toledo Computing Scale Co.....	Cover 1
Troemner, Henry.....	49
Van Camp Packing Co.....	4
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	48
Washburn-Crosby Co.....	41
Welles & Davis Mfg. Co., The	45
Wells & Richardson Co.....	30
Wilde's Sons Co., Samuel.....	44
Williams Bros. Co., The	47
Young & Co., Chas. W.....	44
Young, P. D. F., W. F.....	31
Zahm Tobacco Company, J. F.....	50

Text of the Decision that Holds Retailers Blameless for Harm Done by Sealed Food

In the Important Case Just Decided by New Jersey Court of Errors and Appeals, Court Holds that the Packer, and Not Retailer, of Sealed Packages of Food is Responsible for Any Harm the Contents Do.

In a recent issue the "Grocery World and General Merchant" briefly reported a case just decided by the New Jersey Court of Errors and Appeals, establishing for the first time fairly and squarely that a retail grocer who sells goods in original sealed packages, such as canned tomatoes, canned meats, bottled goods, etc., is not responsible to the buyer in case the contents prove bad and cause injury. In the case referred to a Vineland (N. J.) woman was injured by eating a can of food and sued the packer for \$10,000. The County Court and the Supreme Court decided that the retailer and not the packer was responsible, but the Court of Errors and Appeals, the highest New Jersey appeal court, reverses these and decides that in all such cases the packer is responsible and no legal blame rests on the grocer.

As the decision establishes a valuable and important precedent, the "Grocery World and General Merchant" has secured a copy of it, and here presents sufficient extracts to show the reasoning of the judge:—

The plaintiff's declaration sets forth that the defendant was engaged in the business of putting up in tin cans or vessels, and vending, meats or ham for food and domestic use, and did put up in a certain can of ham for food and domestic use which was sold by the defendant to a retail dealer, to be sold to customers and patrons; that plaintiff purchased said can of ham from said retailer for food and domestic use; that the defendant "so carelessly, negligently, recklessly and improperly put up in said can of ham, diseased, unfit and unwholesome pork or ham which was deleterious and poisonous to the human body and health; that the plaintiff after purchasing said can of ham and without fault of negligence on her part ate a piece of ham taken from said can and in consequence thereof became poisoned and sick, without ptomaine poisoning."

The only question properly raised by the demurrer is whether upon the facts stated in the declaration and in the absence of knowledge, there is a liability on the part of the defendant (the packer). The Supreme Court held there was none and this upon the ground that at common law, upon a sale of food or provisions by a manufacturer to a dealer, there is no implied war-

ranty of unwholesomeness; and that assuming a different rule exists in the case of a sale by such dealer to a consumer, yet the consumer, in the absence of a statute, cannot hold the manufacturer or original vender to a higher degree of duty than that cast upon him at common law with respect to his own vendee.

In our opinion the Supreme Court erred in making the question of defendant's liability turn upon the existence or non-existence of a warranty. Whether a warranty be express or implied, is a matter of contract, rendering the maker liable in case of breach, notwithstanding he used all care to prevent a breach; but rendering him liable in ordinary circumstances only to the party with whom he contracted or to others for whose benefit the contract was made.

Assuming (without deciding) that there is no implied warranty on the part of the manufacturer of canned goods that the goods shall be wholesome and fit to be eaten, it by no means follows from this that there is no duty resting on the manufacturer to exercise care that the contents of the cans which he puts upon the market should be sold for food and domestic use, are in fact, food, rather than poison.

In this case we have repeatedly held that where a duty arises solely out of a contract, no one can bring an action for its breach unless he be a party to the contract or one for whose benefit it was made.

But in those cases liability was denied upon the ground that aside from the contract there was no duty incumbent upon the defendant.

In *Stiles vs. Long Co.*, 41 Vr., at p. 302, Mr. Justice Swayze speaking for this court, cited some distinguishable cases where the existence of the contract creates a situation that subjects the parties to duties that are independent of the obligation to perform the contract, instancing the duties of carriers of passengers (*Marshall vs. Winchester*, 6 N. Y., 397), the duties of the vender of a gun to a person for whom it was bought (*Langridge vs. Levy*, 2 M. & W. 519, 4 M. & W., 337); the duty of a person who participates in the management of a highly dangerous agency (*Van Winkle vs. American Steam Boiler Co.*, 23 Vr. 340); the duty of a county clerk under the statute in cancelling a mortgage (*Appleby vs. State*, 16 Vr. 161), as cases where the duty was held to be a positive duty independent of the contract, although arising out of a state of facts created by the contract.

Coming then to consider the facts of the present case as averred in the declaration, and dealing with them irrespective of the presence or absence of contractual obligations arising out of the dealings between manufacturer and retailer and between retailer and consumer, the question is whether the manufacturer is under a duty to whom who, in the ordinary course of trade, becomes the ultimate consumer, to exercise care

that the goods which he puts into cans and sells to retail dealers, to the end that such dealer may sell same to customers and patrons as food, are wholesome and fit for food and not tainted with poison.

Canned goods are at the present day in such common use that we may judicially recognize that the contents are sealed up, not open to the inspection or test either of the retailer or of the consumer until they are opened for use; and not then susceptible to practical tests, except the test of eating. When the manufacturer puts the goods upon the market in this form for sale and consumption, he in effect represents to each purchaser that the contents of the can are suited to the purpose for which it is sold, the same as if an express representation to that effect was imprinted upon the label. Under the circumstances the fundamental conditions upon which the common law doctrine—that the buyer should "look out for himself"—is conspicuously absent, for he has no opportunity to look out for himself, and when he thus buys and eats the contents of the package, relying upon the assurance of the manufacturer that they are fit to be eaten, it seems to us to result from general and fundamental principles that he has a right to insist that the manufacturer shall at least exercise care that they are so fit and not unwholesome and poisonous.

Among the most fundamental of personal rights, without which man could not live in a state of society, is the right of personal security, including the "preservation of a man's health from such practices as may prejudice or annoy it" (1 Black Com., 129-134), a right recognized needlessly to say in almost the first words of our written Constitution (Const., Art. I, Par. 1). To assert, therefore, that one living in a state of society organized as ours is, according to the principles of the common law, need not be careful that his acts do not endanger the life or impair the health of his neighbor seems to offend against the fundamentals.

Upon what other fundamental principle does the rule rest that one who uses a highway must be careful not to collide with his neighbor? Upon what other fundamental principle does the law of libel and slander rest? Or the rule recently laid down by this court in *Brennan vs. United Hatters*, 44 Vr. 729, 744, that any act is wrongful which, in the ordinary course will infringe upon the rights of another to his damage, except it be done in the exercise of an equal or superior right?

In *George vs. Skivington*, L. R. 5, Exch 1, where the declaration alleged that the defendant carried on the business of a chemist and in the course of his business professed to sell a chemical compound, made of ingredients known only to him, and by him represented to be fit for a hair wash, and the plaintiff, J. G., thereupon bought of the defendant a bottle of this hair wash to be used by his wife, the plaintiff, E. G., as the defendant then knew, and averred that the defendant had negligently and unskillfully prepared the hair wash, so that by reason thereof it was unfit to be used for washing the hair, whereby the female plaintiff, who used it for that purpose, was injured; it was held by the Court of Exchequer on demurrer that a good cause of action was disclosed. This decision was based upon the authority of *Landridge vs. Levy*, it being held that the duty was of a similar character.

The leading American case is *Thomas vs. Winchester* (1852), 6 N. Y. 397. This is a well con-

sidered case and holds that a dealer in drugs and medicines who carelessly labels a deadly poison as a harmless medicine and sends it so labeled into the market is liable to all persons, who, without fault on their part, are injured by using it, as such medicine in consequence of the false label; that such liability arises not out of any contract between the dealer and person injured, but out of the duty which the law imposes upon the former to avoid acts in their nature dangerous to the lives of others.

The doctrine of *Thomas vs. Winchester* has been recognized and approved in Massachusetts. See *Norton vs. Sewell*, 106 Mass., 143, 144, and in *Bishop vs. Weber* (1885), 139 Mass., 411, an action of tort was sustained against a caterer for improperly and negligently furnishing unwholesome and poisonous food. Allen, J., said, "This liability does not rest so much upon an implied contract as upon a violated or neglected duty voluntarily assumed. Indeed where the guests are entertained without pay, it would be hard to establish an implied contract with each individual, the duty, however, arises from the relation of the caterer to the guests. The latter have a right to assume that he will furnish for their consumption provisions which are not unwholesome and injurious through any neglect on his part. The furnishing of provisions which endanger human life or health stands upon the same ground as the administering of improper medicines, from which a liability springs, irrespective of any question of privity of contract between the persons."

In *Blood Balm Co. vs. Cooper* (1889), 83 Ga., 457, 5 L. P., 612, it was held upon the authority of *Thomas vs. Winchester* that the proprietor of a patent medicine who puts upon the bottle containing it a prescription that it is to be taken in certain quantities and sells it to a druggist for re-sale to any who may wish it, is liable for an injury sustained on account of its poisonous effect by one who buys it of the druggist and uses it according to the prescription.

In 219 Ill., 76 N. E., 573, the declaration alleged in substance that the defendant prepared, put up in a package and sold to the trade, certain mincemeat, which in the due course of business passed through the hands of a wholesale dealer, a retail dealer, and finally was made into a pie which plaintiff's testator ate; that the defendant negligently and improperly prepared and manufactured the mincemeat in question, that as a result the same became unfit for food and poisonous and destructive to human life when used as food; and that plaintiff's testator lawfully partaking of the same was poisoned and lost his life in consequence thereof. The Supreme Court of Illinois held, that the declaration set forth a good cause of action, under a statute permitting a recovery for the death of a person

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**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

caused by the wrongful act or omission of another.

Upon both reason and authority we are clearly of the opinion that the declaration before us sets up a good cause of action. The fact that the defendant was the manufacturer, presumably having knowledge or opportunity for knowledge of the contents of the cans and of the process of manufacture; that it puts the goods upon the market for sale by dealers to consumers under circumstances such that neither dealer nor consumer had opportunity for knowledge of the contents; the fact that the goods were thus manufactured and marketed under circumstances that imported a representation to intending purchasers that they were fit for food and beneficial to the human body; that in the ordinary course of business there was a probability (it being indeed the very purpose of the defendant) that the goods should be purchased and used by parties purchasing in reliance upon the representation and that the defendant negligently prepared the food so that it was unwholesome and unfit to be eaten and poisonous to the human body, whereby the plaintiff was injured; made a case that renders the defendant liable for the damages sustained by the plaintiff thereby.

Ever Try Tin Fruit Cans?

Do you know that you can build up a nice trade on tin fruit cans, particularly is this true when glass jars are high in price, as they are this year. James M. Vance & Co., of Philadelphia, who are always abreast of the times, can supply orders for tin fruit cans if they are sent in early; they have just received a carload, but they will not last long, so it would pay to get your order in at once.

Penick & Ford Molasses Seized by Government

Charged by Department of Agriculture with Being Adulterated with Glucose and Misbranded. Owners Admit Charge and File Bond to Sell According to Law.

The United States Department of Agriculture has sent the "Grocery World and General Merchant" the details of the second confiscation case brought under the Federal Food and Drug Act. In this case the subject of the confiscation was twenty-six barrels of molasses, the property of Penick & Ford, molasses dealers of New Orleans, La. The goods were seized in Tennessee on the charge of adulteration and misbranding. The owners admitted the charge and on filing a bond with the Government to rebrand them legally they were released.

The following is a statement of the facts upon which the case is based:—

On April 7, 1908, an inspector of the Department of Agriculture located on the premises of the John H. Poston Warehouse, Memphis, Tenn., a consignment of goods and

purchased a sample thereof, which was labeled as follows: "Penick & Ford Re-Boiled Open Kettle Molasses, New Orleans, La."

The sample purchased was one of a consignment of about 26 barrels of molasses shipped from New Orleans to Penick & Ford, Memphis, Tenn., and held by the said John H. Poston Warehouse subject to the order of Penick & Ford. An analysis of the sample was duly made by the Bureau of Chemistry, Department of Agriculture, and the following results obtained and stated:

	Degrees V.
Polarization, direct at 28 degrees C	+102.3
Polarization, invert at 28 degrees C	+75.0
Polarization, invert at 87 degrees C	+81.2
	Per Cent.
Sucrose (by 142.66)	21.22
Glucose (average polarization 175 degrees V.)....	49.82
Ash	3.055

The analysis showed that the product was adulterated within the meaning of Section 7 of the act, in that glucose had been substituted in part for the molasses, thereby reducing its quality and strength; and that it was misbranded under Section 8, in that the label declared the article to be molasses, when it was in fact a mixture of molasses and glucose.

On April 19, 1908, the facts were reported by the Secretary of Agriculture to the district attorney at Memphis, Tenn. Libel for seizure and condemnation of 18 of the barrels of molasses was duly filed in the district court of the United States for the western division of the western district of Tennessee, under Section 10 of the act, upon which seizure was forthwith made, but before publication of the motion, the claimant, Penick & Ford, appeared, waived the formality, and agreed that the consignment of molasses seized was subject to seizure and confiscation by the United States for the causes stated in the libel. Whereupon the court adjudged the molasses misbranded, and upon the filing of a good and sufficient bond in accordance with

Through You—

Not To You—

We Sell

Post (Formerly called Elijah's Manna) Toasties

In reaching the consumer we make it very much to your advantage to stock and help push the sale. Continuous, liberal advertising, and guarantee of the sale of Retailers' stock, eliminates all risk on your part—and the profit is pleasing!

Post Toasties are Distinctly Different—

The Delightful Crispness, and Delicious,

Toasty Flavour Win and Hold Customers—

"The Taste Lingers"

Made by Postum Cereal Co., Ltd., Battle Creek, Mich.

Section 10 of the act, and under the provisions of the decree hereinbefore set forth, the goods were duly surrendered to the claimant.

It appeared that Penick & Ford had actually sold 8 of the 26 barrels in violation of the law.

"Business Men's Association of Pennsylvania" Refused a Charter.

The "Business Men's Association of Pennsylvania," which was organized to secure the repeal of the mercantile tax law, and which has been viewed with suspicion in many quarters, was refused a charter by the Dauphin County Court on Thursday last. The court said:—

We must refuse to approve this application of incorporation. Aside from the questionable policy of incorporating a body of persons for the purposes set forth in the certificate, we can find no authority in law for so doing. The purpose is not among those enumerated in the act of April 29, 1874, and its supplements.

This leaves the concern an unincorporated association, and makes every member liable as a partner for its debts.

Retailers do Not Understand Their Fire Insurance Policies

The National Credit Men's Association Will Ask Insurance Companies to Make Their Policies Clearer. Summarized Answers to Ten Requests for Data Along this Line.

The National Credit Men's Association, which held its annual convention in Denver, Col., last week, devoted considerable time to the discussion of the retail merchant's understanding of his insurance policies. The credit men seemed to agree that the average insurance policy was so clumsily and technically worded that the retailer usually had a very poor idea of what it meant, and what he had to do under its terms before he could collect his insurance.

The above opinion was strengthened by a collection of data received from local credit associations all over the country. To all these organizations a series of ten questions had been sent. A composite summary of the answers, with the questions, appears below:—

Question No. 1.—In your opinion does the retail merchant of average

ability understand the requirements made of him under the standard form of fire insurance policy?

Answer.—No!

Question No. 2.—Has it been your experience that the average merchant carries adequate insurance?

Answer.—Opinion divided. Majority say No.

Question No. 3.—In your opinion does the average merchant devote the same care to keeping account of expirations and to increasing or decreasing his insurance according to the amount of merchandise in stock as he does to other items of his business of relative importance?

Answer.—No!

Question No. 4.—Can the country insurance agent be depended upon to keep the insured informed in regard to expirations?

Answer.—Generally, yes!

Question No. 5.—Have you known of frequent cases where a solvent merchant met with a fire loss and was without proper and sufficient insurance and in consequence became unable to meet his obligations?

Answer.—Such cases rare, but many cases of serious embarrassment were cited.

Question No. 6.—What would be the most effective measure that could be taken by the insured to-

ward reducing rates in small country town without fire department apparatus or adequate protection from fire?

Answer.—Better buildings; greater care taken to keep premises in clean and safe condition; protection by hand extinguishers and barrels or buckets of water at front or rear of buildings; elimination of the usual small frame shack, generally used as a warehouse for merchandise of a highly combustible character, or the placing of such warehouses at safe distances from main buildings to prevent the spread of fire; better construction of buildings, chiefly as to flues.

Question No. 7.—Would it, in your opinion, be possible for fire insurance companies to write a form of policy in which all wording describing the liability of the company and its obligation to the insured after loss and the requirements made by the company of the insured would be so plain and easy of understanding that a merchant of ordinary business sense could know absolutely the obligation the insurance company took on itself and that imposed on him?

Answer.—There has been a great division of opinion on this question and justly so; the New York form of policy is an accepted standard in many States and it is generally conceded that the wording in this form is sufficiently plain to admit of its being understood if sufficiently close study were given. Many correspondents believe, however, that a much simpler form could be used and the insuring company given every necessary protection.

Question No. 8.—Do you believe that legislation looking toward the establishment of a National form of insurance policy would be feasible?

Jack Up Your Business With C A S H Buying

You will be surprised to learn how badly it may have needed it, when you have actually taken the matter in hand.

New Irish Mackerel, good quality fish, good color,
350 to 380 fish, barrels per bbl., \$11.90
½ barrels per ½ bbl., 6.55
50-lb. blue-painted tubs per tub, 3.43
10-lb. pails per pail, .78
8-lb. pails per pail, .66

This is the greatest bargain in small Mackerel to sell at 5c. per fish, or even six fish for 25c., that you have seen or heard of for many a day.

Borneo Brand Singapore Pineapple, extra sliced, eyeless and coreless, No. 2 cans, 4 dozen . . . per doz., 1.00

This Pineapple is in heavy syrup, solidly packed cans and evenly sliced. The greatest bargain in fine quality eyeless and coreless Pineapple we have ever offered. 40 to 50c. per dozen below domestic Pineapple of the same quality and size cans.

C. & C. Oleine Soap, 60 cakes in a box, single boxes, per box, 1.07½
5 or 10-box lots per box, 1.05

F. O. B. cars Philadelphia; no free delivery in any quantity. This is a good quality piece of soap and as heavy as most of the higher priced Oleine Soaps on the market.

Maryland Leader Table Peaches, Yellow, No. 3 cans, 2 dozen per doz., 1.25

Maryland Leader Table Peaches, White, No. 3 cans, 2 dozen per doz., 1.20

Babbitt's 1776 Powder, 100 6-oz. packs, single bxs., per box, \$2.15
5 or 10-box lots per box, 2.10
F. O. B. cars Philadelphia; no free delivery in any quantity.

St. Croix Brand New Domestic ¼s Oil Sardines, 100 cans in case per case, 3.27½
5 or 10-case lots per case, 3.25

Best Quality No. 3 Barley, 100-lb. bags, single bags, per bag, 2.50
5 or 10-bag lots per bag, 2.47½

Kingan's No. 2 Corn Beef, 1 dozen per doz., 2.35

Fairbank's No. 2 Corn Beef, 1 dozen per doz., 2.20

Fairbank's No. 1 Lunch Tongue, 2 dozen per doz., 2.15

Armour's Lard Compound, 50-lb. hardwood tubs, with handle, single tubs per lb., .08½
5 or 10-tub lots per lb., .08

Pontius Sealing Wax, 72 5-lb. cartons in case . . . per case, 1.85

Tulip Jar Rubbers, 1 dozen in carton, 1 dozen cartons in box per box, .77½

Swatara Brand Baby Refugee Stringless Beans, very fine quality goods, No. 2 cans per doz., 1.32½

Booth's Oval Brand Sour Krout, No. 3 cans, 2 doz., per doz., .62½

Just Oats, 20 25c. packs in case per case, 2.15
(A regular 25c. package to retail at 15c.)

These are a very large package of Oats, made by the Great Western Cereal Company, containing almost five pounds, at the lowest price you have heard on an article of this kind for many a day. They are first class in every particular and a great bargain, fully \$1.50 per case under regular price. Not over five cases to any one buyer.

Quaker Oats, 18 2s per case, 1.35

These Prices for This Week Only—July 6th to July 11th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

Answer.—Opinion divided, but largely favoring. [Many of the best posted authorities in answering this question have called attention to the fact that recent Supreme Court decisions have held that insurance is not commerce and is subject to individual State regulation only.]

Question No. 9.—What in your opinion would be the most practical benefit resulting from the successful outcome of such an effort as affecting, first, the insured; second, the insurance company, and third, in relation to litigation where an adjustment was disputed and the matter taken into the courts?

Answer.—It seems to be the general opinion that in time the most benefit would be derived through lessening of litigation and a better understanding of the requirements made by the insurer and the fact that fixed precedents would be established.

Question No. 10.—Would fire insurance companies oppose or approve a proper bill—for instance, one written and recommended by a joint committee chosen by the fire insurance companies and the National Association of Credit Men to establish a universal form of policy?

Answer.—Approve!

Question No. 11.—Is it within the scope of the National Association of Credit Men to attempt to establish a universal form of policy?

Answer.—Yes!

The committee in charge of the matter offered some suggestions which will be presented to the large fire insurance companies, the object of which is to make the typical insurance policy—most companies use the same form—clearer to the retail merchant, so that he will know better how to protect his own interests. Some of these suggestions are as follows:—

We believe it would be practical and entirely within reason for the insurance companies to print on the back fold of each policy issued (where now commonly appears the company's advertisement or business card, as it may be termed) the salient points in the policy pertaining to the requirements made of the insured, to read somewhat as follows: Unconditional and sole ownership; the necessity of obtaining permission to carry other insurance on the same property, whether written prior or after issue of the particular policy; illuminating permit; mention that the policy does not cover fixtures unless specifically mentioned; vacancy clause; non-liability on books of account, notes, etc.; obligation to protect and preserve the property insured at and after fire, or when property is endangered by fire in neighboring buildings; the removed property covered for five days only; caution as to yearly invoice and proper protection of books; plain instructions as to notice to company and agent after fire; instructions as to care and disposition of salvage; necessity of proof of loss to company within sixty days after date of fire.

If these or similar points were printed on the policy and a notice were printed in large type across the front face of the policy calling attention thereto it is not improbable that many merchants would gain a much better understanding of what was required of them under the policy.

It is suggested that the association issue through its committee

pamphlets or leaflets on insurance matters, worded in plain and simple language, to be distributed to retail merchants. This literature to be of an educational nature and prepared with the idea of instructing the merchant as to the requirements made of him under his policy, the obligations on the company and the importance of his complying strictly with the provisions of his contract and the danger of insuring in any but first-class companies, the responsibility and standing of which is unquestioned.

Another Consumers' Co-operative Buying Concern.

The Wage Earners' Co-operative Furnishing Co., Ltd., has been incorporated at New Orleans, La., with a capital of \$150,000, representing 150,000 shares, par value \$1 per share, payable 10 per cent. cash and 10 per cent. weekly until paid. The following have been elected officers: Morris Braun, president; T. L. Ross, first vice-president; O. B. Delord, second vice-president; F. J. Cerisse, treasurer; Jules Durand, secretary; W. G. McNulty, Morris Braun, O. B. Delord, Chas. O. Weber, F. J. Cerisse, Thomas L. Ross, Jules Durand and D. T. Weil, board of directors. The objects are to operate stores, such as dry goods, groceries, wood and coal, hardware, furniture, etc., and manufacture the principal product as is used for the maintenance of life, and do a general mercantile business. In neighborhoods where the stockholders are most thickly populated they will erect Wage Earners' Co-operative Stores.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

To the Trade:

Of Course YOU Know
that

CEYLON TEA

Makes the

Best Iced Tea;

But Do You Impress That
Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather
Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impair-
ing Its Tonic Values.

Grocery World AND General Merchant

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FRANK D. WARNER,
Manager "Prices-Current."

Monday, July 6, 1908.

To witness some incidents in business is to make one wonder whether a sense of honest fairness has totally disappeared from business men's minds. Take a class of concerns of which the Kellogg's Toasted Corn Flakes Co. is a good type. In its advertising and in every other way open to it, the Kellogg concern is accusing other toasted corn flakes of being imitations of Kellogg's and the manufacturers thereof of being rank imitators and charlatans. Just those words may not be used, but that is their unmistakable sense—that there is only one brand of genuine toasted corn flakes, which is Kellogg's, and all others are cheats and frauds, which they must be if as Kellogg says they are imitations.

The truth of the matter is that Kellogg's Toasted Corn Flakes are no more genuine than any of the others, and no better. This is not a bare assertion—the "Grocery World and General Merchant" can prove it out of the mouths of the Kellogg Co.'s own representatives. When in the "Grocery World and General Merchant" office a few weeks ago E. W. Murphy, Eastern sales agent, was asked before a witness whether his company had the exclusive right to make toasted corn

flakes, he replied that they did not. That frank admission gives the lie to every one of the concern's claims of exclusive genuineness.

The Kellogg Co. is not alone in this position—it is a conventional thing to accuse one's competitors of imitating, of infringing, of faking. In all decency, it ought to stop. Ninety-nine times out of one hundred such claims are pure lies.

The "Grocery World and General Merchant" is interested to note that the Pillsbury Washburn Milling Co. has arranged to protect wholesale grocers in the matter of profit on the Pillsbury Washburn flour brands. As has been repeatedly pointed out, flour is in many markets nothing more than a football. In Philadelphia nearly all the jobbers would throw out the advertised brands if they could, because they make no money on them, and in some cases net a loss.

In New York the Pillsbury Washburn Co. will in future guarantee jobbers a profit of 50 cents per barrel, which is nearly twice what they have made before without a guarantee.

The "Grocery World and General Merchant" has before pointed out that the most direct way to the elimination of the private brands which so many manufacturers assail, is giving dealers a sufficient profit on the advertised brands. In other words, limiting the price, which only a few manufacturers have seen fit to do. It seems quite obvious that if the main need of private brands be removed the number of them will be at least reduced.

The "Business Association of Pennsylvania," organized according to its own story for the sole purpose of repealing the mercantile tax law, is still busily collecting money from the retail merchants of Pennsylvania, as witness the following letter, sent a Minersville grocer under date of June 26:—

Philadelphia, June 26, 1908.

Dear Sir:—Our representative will call upon you in a few days and request you to sign a petition for the repeal of the Mercantile Tax Law. He will explain to you the great progress this association has made towards this end, and present to you a membership card, for which a fee of \$1 will be asked. This money will be used for the legitimate expenses incurred, and

this sum will be the total amount that you will be asked to contribute.

Inclosed please find fac-simile letter containing valuable information and a prospectus describing our manner of procedure; also a clipping from the "Public Ledger" of Philadelphia.

Thanking you in advance for any courtesy you may extend to him, we are,

Yours truly,
A. J. LIMEBURNER,
President.

The "Grocery World and General Merchant's" position on the mercantile tax matter should not be misunderstood. We believe in the repeal of the law. It is unnecessary and extortionate. But we do not believe in the "Business Men's Association of Pennsylvania" as an instrument to secure the repeal. This organization might have come into existence in either of two ways. It might have been born of the sincere belief on the part of a group of retailers that the tax was an iniquity, or it might have been simply a shrewd scheme, hatched by those who were not retailers at all, to build up a fund from those who were.

So far as the "Grocery World and General Merchant" knows, not a single one of the original promoters is either a retail or wholesale merchant.

National Grocers' Association Suggests Form for Credit Application.

Endorses a Plan Originated by Illinois.
National Secretary Feels Safe on
Parcels Post Toward Republican Plat-
form. Gleeful Over Defeat of Parcels
Post Congressmen.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio, July 3, 1908.

The following form of application for credit has been arranged by the Illinois Retail Merchants' Association and indorsed by the National Retail Grocers' Association:

APPLICATION FOR CREDIT.

In order to establish credit with us, you are requested to answer fully the following questions.

Fill out blanks and return to us; we will keep the information confidential. If responsibility is established, application will receive favorable consideration:—

Name in full.....
Married or single.....
Wife's name in full.....
Address No. Street.....
Occupation or profession.....
By whom employed.....
Business Address.....
How long in present employment?..
Who was your previous employer?..
Business Address.....
Do you own your own home?.....
If tenant, give name of present and former landlord.....
What rent do you pay?.....

Give names of two or more parties with whom you had credit dealings.....
What salary do you receive?.....
What will be the maximum amount of credit you will need?.....
State length of time required to make settlement in full.....
Signed.....

This application blank may become universal. It can be kept for reference by anyone giving credit and a national credit rating system in time established. Several of the States have already organized State secretaries' associations, so that the State secretary is in direct communication with every local secretary in his State. It can be well imagined that great benefit will be derived from a system such as this, where each State secretary, through his neighbor State secretary, can come in direct communication with the local secretaries in any part of the State.

Carefully examining the platform lately adopted at Chicago by the Republican party, we fail to see anything of a serious nature in regard to the extension of the rural free delivery system. While the platform provided for the extension of this system to all parts of the country it does not in any way indicate its purpose to increase the service to the extent of a parcels carrying system.

One of the most encouraging bits of news received at this office comes through the "Southern Merchant" of Georgia, to the effect that two Congressmen seeking election and particularly favoring the parcels post extension were recently defeated.

Let us follow the example of our Georgia brethren, and see to it at this time that we control the situation along these lines.

JOHN A. GREEN,
National Secretary.

Grocery Stores as Sub Post Office Stations.

A writer in "Brains" suggests that it would be a good business move for grocers in the fair-sized cities to have their stores made sub post-office stations. The compensation is only \$100 per year, but the incidental benefits, through people coming to the store, are large. The writer gives one grocer's experience as follows:—

"Why, I'd make a fight before I'd give it up," he declared vigorously. "I spoke for it when it was first mentioned that we were to have one up here, but Blank across the way had the largest store, and it was offered to him. He refused it; why, I

don't know. I got it, and I've had it for a year and a half now. From the very first day we've kept account of every sale that was made through the influence of the postal service alone. You see, I keep my place and goods clean and I keep all my stuff where it can be seen. In the first year I sold over \$500 worth of goods to people who came for postal service only and then purchased something that looked good to them. In the last half year I have sold nearly \$400 worth in the same way, and besides I have made many steady patrons of those to whom I first sold goods in this manner. I've got two wagons out now; I had only one when I took the sub-station. You saw how it was when you came in. To-day is the first time I've ever seen that woman to whom I sold those apples. She lives over the river and is visiting near here. She told me that she had forgotten to register her letter at the post-office and was so glad when she learned that there was a sub-station near her friend's home. I sold her a bushel of apples. You bet a sub-station pays, and if Uncle Sam cut off that \$100 a year I'd hang on to the station anyway."

AMONG THE TRADE.

A syndicate has been formed of Noble Hill, Sr., and M. C. Hill, of Philadelphia; E. E. Mizer, of Newark, N. J.; W. A. Hague, of Pittsburgh, Pa., and Chas. Clifton, of Washington, D. C., to incorporate the old firm of William Hill & Sons, now going through bankruptcy courts. The entire organization of the old firm has been kept intact for this purpose. William J. Hill and Noble G. Hill are to be retained in their former positions, and the old plant at 210-12 Dickinson street, is to be abandoned. An option has been secured on a property on South Front street, in the wholesale district. The new style of the firm is to be William Hill & Sons, Inc. Capital \$50,000, under a charter from Pennsylvania.

The International Match Co. is in a bad way. The Real Estate Trust Co., trustee of a \$500,000 mortgage given by it in 1901 to secure certain bonds, started foreclosure proceedings in local courts on Thursday, bond interest having been defaulted upon.

The Murgatroyd Grocery Co., a Philadelphia wholesale grocery concern, is in financial difficulties, though its officers deny insolvency. On the petition of several of the largest creditors, John W. Murgatroyd and Samuel T. Harkness were appointed receivers and will attempt to wind the concern up without causing any more loss than is inevitable. The company is incorporated and claims its assets to

be \$76,000, against liabilities of \$73,000. It has been interested in a number of retail stores.

A number of the leading men of Wildwood, N. J., tendered a complimentary dinner to Thomas Martindale, the widely known Philadelphia merchant, last Wednesday evening. Mr. Martindale has probably done more than any other single man to bring Wildwood to public attention. He has memorialized it in various literary ways with great effect, and last week's dinner was simply a spontaneous little out-break of appreciation.

Oleo Regulation Stands.

Butter and Oleo Men have Hearing Before Department of Agriculture Over Regulation Requiring Small Packages to be Stamped with Word Oleomargarine. Department Upholds Butter Men.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

July 3, 1908.

Representatives of the butter and oleo industries were granted a hearing before the Department of Agriculture here during the week on a complaint which the oleo men had raised against the department's regulation requiring the word oleomargarine to be stamped on small retail packages of oleo. This regulation was to become operative July 1st, and the oleo interests wished to have it set aside. They presented as reasons for setting it aside that the regulations were unnecessary; that the department had no right to make such a ruling; that the matter was fully covered by the regulations of the Internal Revenue Bureau and that its enforcement would subject them to useless expense.

The dairy representatives contended that the regulation was necessary in order to prevent fraud. The oleo men's rejoinder was that the various oleomargarine laws covered the way oleo packages should be marked.

Later in the week the Secretary announced that the regulation would stand.

HOLT.

The first New Jersey eggplants are in market and average \$2 per basket. The quality is good. Southern average \$2.50 per crate, or \$1.50 per basket. The demand is slow.

THE GROCER'S EAR-

We want it for a few moments to tell him how much easier it is to sell

Shredded Wheat Biscuit

than it is to sell any other breakfast cereal. Here are a few of the "selling arguments" for Shredded Wheat:

1. Shredded Wheat is the whole wheat—nothing added, nothing taken away—cleaned, steam-cooked, shredded and baked.
2. The porous shreds are quickly penetrated by the digestive juices, making it more easily digested than mushy porridges or other breakfast foods.
3. Pound for pound, it contains more muscle-making, brain-building material than beef-steak or eggs, and costs much less.
4. Being in biscuit form, it has many more culinary uses than the ordinary breakfast cereal, forming delicious combinations with fruits, creamed vegetables or creamed meats.
5. It is the cleanest, purest cereal food in the world, and is made in the cleanest, finest, most hygienic food factory in this country or in any other country.

Cut this out, commit it to memory, and be "ready" for the next customer who asks you anything about breakfast cereals.

Shredded Wheat Makes Satisfied Customers

THE SHREDDED WHEAT COMPANY

Niagara Falls, N. Y.

Can you afford to handle goods
advertised to the consumer at
profitless prices?



No Price Printed on
the Package
No Price Advertised
to the Consumer



is the Mother's Oats policy, and it means bigger profits to you.

This policy was endorsed by the National Conventions of Retail and Wholesale Grocers at Boston and Atlantic City.

Increasing your sales of Mother's Oats means increasing your earnings.

The Great Western Cereal Co.
CHICAGO, ILLINOIS

The New York Letter

Food Law Campaign on in New York City. Bogus Lard About. Agitation Over Liquor Branding Rules. Oil Trust Meets Cuts but Never Initiates Them. Small News of New York Trade.

Special Correspondence of "Grocery World and General Merchant."

New York, July 3, 1908.

Retail grocers who sell compounds as lard are likely to meet with trouble, and Deputy Commissioner Kracke, of the State Department of Agriculture has sent out inspectors to obtain samples of products sold as lard in various parts of the city.

Mr. Kracke told your correspondent several days ago that compounds of cottonseed oil and beef stearin are being sold as lard, or as lard compounds. He said that under the State law the compounds certainly cannot be sold as lard, and he also believes that they cannot properly be designated as lard compounds, because they contain no hog products.

The only objection that is raised is to the names under which the compounds are sold. If they are sold as cooking compounds or under any designation that does not mislead or convey the impression that they are lard, then no fault can be found, the deputy commissioner said, since it is admitted that the articles are wholesome and healthful.

Inquiries showed that the wholesale dealers, including the packers, sell the compounds merely for what they are, not using the word "lard" at all. Mr. Kracke said if the responsibility for misbranding can be put on the wholesaler in any case, he will be ready to go for the man higher up, but in the instances thus far reported, the retailers seem to have been the offenders.

The suggestion is accordingly made to retailers that they obtain suitable guarantees of quality from the wholesaler as to the lard that they sell. Then if a question is raised there will be no difficulty in placing the responsibility

The Internal Revenue officials in this district have received copies of the new branding rules and will begin their enforcement without delay. It is said that some of the distillers are likely to invite test cases in order to test

the constitutionality of certain rules to which they object. One of the rules over which there is likely to be a legal struggle is that requiring that the word "imitation" precede the name of the spirits when there has been manipulation with the aid of artificial flavors, colors or extracts in order to bring about a resemblance to some potable kind of spirits.

The Standard Oil Co. sometimes meets cuts in prices made by independent concerns, but never inaugurates a price-cutting war, according to the testimony given one day this week by William R. King, the company's sales agent for New York and New England, in the case brought by the Government for the dissolution of the company's charter as a New Jersey corporation.

Mr. King was called by the company in its defense. He and other witnesses denied that the big company cut prices for the purpose of driving competitors from the field. Mr. King said that the company does not sell to consumers, except to large factories and certain lines of trade, such as the one-gallon sales from wagons in large cities.

About 75 per cent. of the company's business, the witness said, is the general tank trade to retailers. From 9 to 11 per cent. is barrel trade, from 8 to 9 per cent. bulk trade, and from 4 to 5 per cent. can trade, that is oil sold in one-gallon cans.

The National Wholesale Grocers' Association sent out notices this week that the Columbia Chemical Co., Brooklyn, will after this give 1 per cent. off for cash, instead of selling on terms of net cash. The association's Discount Committee obtained the concession, which is declared to be another illustration of the benefits derived by the jobbers from working together.

June was the largest import month for raw sugar in the history of the New York Customs

House. The total valuation was \$10,548,680. The nearest approach to this record was made in May, 1905, when an allowance of 20 per cent. was made in the duties and the valuation of the raw sugar imported in that month went up to \$10,200,000. The Government's fiscal year ended June 30th, and the customs officials in their report showed that the total valuation of sugar, chocolate and confectionery imported in the twelve months was about \$65,000,000, about the same as in the preceding fiscal year. Heavy shipments are now being received from the Philippines, also much beet sugar from Germany. The falling off in the Cuban crop is given as one of the causes for buyers getting beet sugar in large quantities from Europe.

The Arnold soap factory at Bayonne, N. J., was destroyed by fire Wednesday, the loss being about \$60,000.

The Kotab Manufacturing Co., New York, which was incorporated Tuesday with \$250,000 capital stock, is to make soap as one of its lines, the main business being in paints and oils. Among the incorporators are J. J. Schmist, 20 Broad street; Joseph Cohen, 26 Eldridge street; A. S. Stiefel, Norwalk, Conn.

Bluing and washing fluid, as well as blacking, are to be made by the Gus C. F. Witt, which was incorporated this week with a capital stock of \$2,500. Mr. Witt is at 440 W. Fortieth street.

The capital of the new Corn Products Refining Co., incorporated Tuesday at Trenton, N. J., is \$80,000,000, and the company takes over the business of the old company of the same name and that of the Corn Products Co. The president of the new company is E. T. Bedford, Westport, Conn.; vice-president, William J. Matheson, Huntington, L. I.; treasurer, Frederick T. Bedford, Westport, Conn.; secretary, Frederick T. Fisher.

Grocers who may think that they have been paying too much money in late years for their wrapping paper will note with interest that twenty-two members of the Ma-

nila and Fibre Paper Manufacturers' Association paid \$2,000 each on Tuesday as a fine which was imposed by the United States Circuit Court in this city. The various concerns were fined for operating a combination in restraint of trade.

The Murdoch Starch Co., of Oswego, N. Y., was incorporated Wednesday with a capital stock of \$3,500. Augustus P. Murdoch, Oswego, is the president of the company.

FRED. A. MCGILL.

Fish Concern Confesses to Accepting Rebates.

A. Booth & Co., one of the largest concerns dealing in fish and oysters in the West, pleaded guilty in the Federal District Court on Tuesday to having accepted rebates from railroad companies. The charge to which the company pleaded guilty was accepting \$469 from the Lehigh Valley and Nickel Plate Railroads. Judge Landis will announce his sentence later. The maximum penalty for the offense is a \$20,000 fine. Booth & Co. acquired 500 refrigerator cars and organized the Overland Refrigerator Express Co. By an agreement with the railroads the firm was allowed a commission of 12½ per cent. on all shipments procured for these cars. Then it began shipping its own business in the private refrigerator cars and received in effect a rebate of 12½ cents on the regular freight rates.

Pennsylvania News Items.

John F. Howe, of Freedom, president of the Hardware Dealers Association of Pennsylvania, and an active member of the Freedom Business Men's Association, and a well known face at our State conventions, is agitating for free post office boxes, particularly in towns not having free delivery. An article published in the Beaver County papers has since been copied by some of the trade journals of national circulation and has met universal approval. Mr. Howe is supported in his contention by several postmasters and an ex-assistant Postmaster-General. There is a growing feeling among patrons of post-office boxes that the custom of charging box rent is unfair, particularly in towns without carrier delivery, and should be abolished.

Eighteen Baltimore Packers Sued for Maintaining Price Combine

Long List of Produce Men Bring Suit on Ground that Packers Named Illegally Depress Prices of Green Fruits and Vegetables. Injunction Granted Against Them All.

Special Correspondence of "Grocery World and General Merchant."

Baltimore, Md., July 2, 1908.

An extremely important legal action has been begun here by a number of large produce commission houses against a number of equally well-known packers of fruits and vegetables. The plaintiffs and defendants are as follows:

PLAINTIFFS.

John R. Cromwell, John A. Watts, I. B. Downs & Bro., J. C. Armiger & Bro., Richard B. Phelps, James M. Hawkins, J. Walter Pumphrey, Thomas W. Pumphrey, Oden C. Pumphrey, Williams & Stone, John O. Koppleman, Thomas Bond & Son, Disney, Turner & Co., John A. Weing, William T. Greives, C. P. Tatem & Co., Charles C. Rittenhouse, Kirwan-Schall Fruit Co., C. N. Merritt & Bro., W. D. Disney & Bro., Rufus J. Phelps, Benson & Linthicum, J. Clinton Mewshaw, G. Thomas Edwards, Miller & Burton, James T. Henry, George Strong, George A. Algaugh, J. C. Knight & Co., the Snyder & Blankford Co.

DEFENDANTS.

H. J. McGrath Co., Schall Packing Co., Martin Wagner Co., Louis Grebb, W. W. Boyer & Co., Gibbs Preserving Co., J. Langrall & Bro., R. E. Foote & Co., Booth Packing Co., Miller Bros. & Co., the John Boyle Co., J. S. Farren & Co., Lord Mott Co., W. F. Assau Canning Co., H. F. Hemingway & Co., the Torsch Packing Co., William Numsen & Sons, William Crecht Co.

The suit is based on the allegation that the packers above named have a combination to depress the prices of fruits and vegetables bought for canning purposes. It is alleged that a committee of the canning houses meets each day and fixes the price, always low, that they will pay the following day. The produce commission merchants believe that this is a violation of law.

Armed with this complaint, the produce men went into court during the week and obtained an injunction against the packers, commanding

them to desist from any effort to fix the price of either fruits or vegetables.

The complaint states that the commission merchants have for a long time been in the business of disposing of the fruits and vegetables sent them by the farmers and that before the packers made this alleged unlawful combination fair profits were made. It is further stated that the commission men are in the habit of advancing \$500,000 to \$600,000 a year to farmers in order to help them grow good crops. This, it is said, cannot be continued if there are no profits. Formerly the packers had buyers on the market each day buying in competition with each other, and in this way prices were regulated by supply and demand, but with the packers fixing prices each day supply and demand have nothing to do with it and business prospects and profits are threatened.

It is alleged the packers have recently entered into a plan to unlawfully depress, control and fix the prices of the commodities used by them and to control their distribution so as to stifle and destroy all competition. The packers, it is declared, have agreed not to bid against or compete with one another in the purchase of their commodities, but to adhere to the prices fixed by the combination and to buy only in the quantities fixed by the combination. The bill declares that a committee is appointed by the combination to represent the combination in the market and on the wharves and all places where the desired commodities are for sale.

A. P. ROBERTS.

New apples are in market from Virginia and Maryland. They average \$1 per hamper and are good for the kind. The demand is only fair.

Strawberries are still coming from New York State, but the season is about over. The price ranges from 10 to 18 cents and the demand is light.

The American Sanitary Jar Cap

FOR MASON FRUIT JARS

Attractive :: Inexpensive



¶ This cap is treated with a Sanitary Enamel which perfectly resists the action of fruit acids. Less than half the

price of zinc and glass caps and no danger from poisonous oxides.

¶ Write for samples and prices.

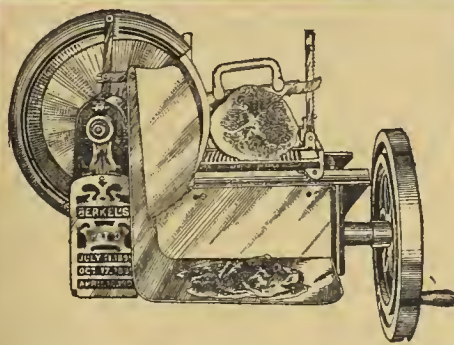
AMERICAN CAN COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO

Offices in All Large Cities



More Profit— More Trade Do You Want Them?

The merchant who is without an American Slicing Machine is turning away trade just as surely as though he stood in his doorway and directed customers to his competitors.

He is losing money that might be in his cash-drawer just as surely as though he handed it to the man across the street.

He is missing one of the best advertising and trade-making opportunities of his life right now, with fresh meats so high, if he is failing to make known the relative cheapness and healthfulness of dried and smoked meats properly sliced on the machine.

This ought to interest you, Mr. Progressive Merchant, and we should like to tell you more about it.

MAIL
THE
COUPON
TO-DAY

COUPON

American Slicing Machine Co.

54 FIFTH AVE., CHICAGO

Gentlemen:—I should be glad to have you send me more information about your machine—of course, without obligation on my part.

Name.....

Address.....

GLASS JARS ARE HIGH THIS YEAR BUY TIN FRUIT CANS

We have just received a carload and are prepared to fill all orders that reach us early.

OURS HAVE THE LETTERED TOPS



JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia

They Are Worth Having and nearly every merchant knows it. Simplest way of keeping accounts. FORBES INDEXED COUPON BOOKS

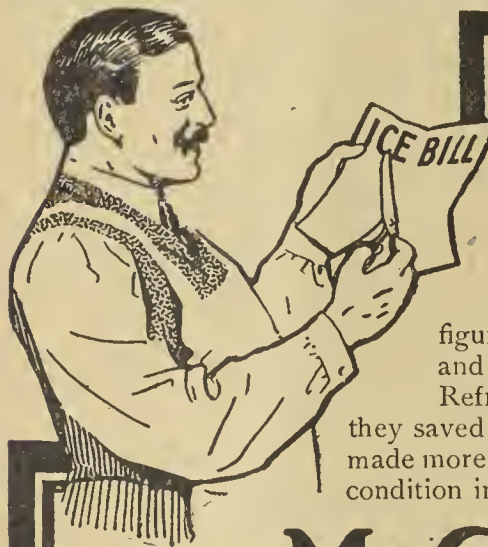


Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES

FORBES BUILDING

COSHOCKTON, OHIO



Cut Down Your Ice Bill

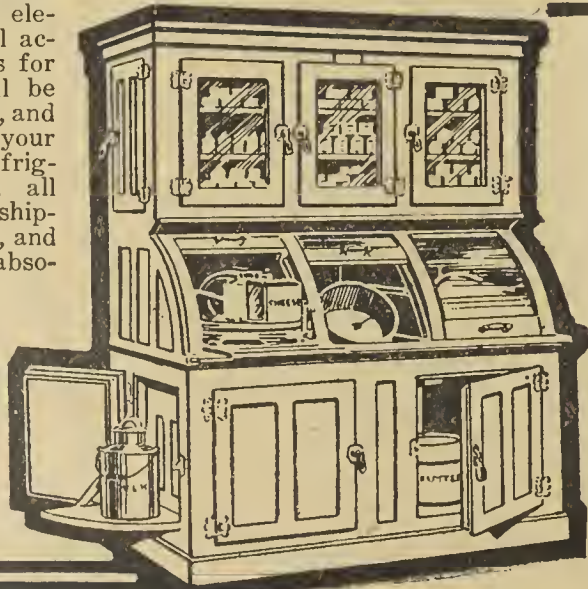
When you buy a McCray Refrigerator you use less ice—and it actually pays for itself. Many grocers have figured it up in dollars and cents, and have found that their McCray Refrigerators cost them nothing—they saved the money on the ice bill and made more money on account of the perfect condition in which their goods were kept.

McCray Grocer's Refrigerators

have the best system of circulation. They keep everything sweet, free from taint, and absolutely dry. A McCray Refrigerator in your store will attract attention because of its elegant finish, and it will actually sell more goods for you because they will be kept in better condition, and be more tempting to your customers. McCray Refrigerators are made in all sizes for immediate shipment, or built to order, and every refrigerator is absolutely guaranteed.

Write your name and address on a postal—ask for catalog No. 65 for grocers, or No. 58 for meat markets. Don't delay a minute. Do this now before you forget. Every moment's delay means the loss of real money and trade to you.

McCray Refrigerator Co.
714 Mill Street,
Kendallville, Indiana.



THE GROCERY MARKETS

Tea.

The tea market is about unchanged. Buying is from hand to mouth only. When the trade want good tea they will pay full prices, but there are some odds and ends of grades which are closing their season in the buyers' favor. No actual change has occurred in market prices during the week.

Coffee.

The market on Rio and Santos options has been stronger during the week, though actual coffee has not been affected. A rumor has gained some currency that the Government of one of the principal Brazilian coffee growing States had decided to cure the over-supply of coffee by destroying considerable low grade stock. Mild coffees are steady and unchanged, Java and Mocha unchanged and moderately active. The general demand for coffee is fair.

Sugar.

The raw sugar market is firmer. Droughts in Europe and a series of various unfavorable conditions in other producing sections have stiffened the market more than 1/8 cent from the lowest point. Refined sugar is unchanged and shows no indication of any change in the near future. The market is in a very healthy condition, and the demand is large.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is quiet and unchanged. Sugar syrup is wanted and sells at full prices. Molasses is dull at unchanged prices.

Fish.

The demand for mackerel is good. New shore fish are wanted at unchanged prices. New Irish are also in good demand, at prices that show no change from last week. The comparatively low prices of new mackerel have knocked the ground from under old Norways, which have declined several dollars per barrel. Salmon is unchanged and in fair demand. No future prices on future sockeye or Alaska salmon have as yet been made. Sockeye prices are expected to open about on a basis of last year. Red Alaska may open a little above last year, as spot salmon is at present selling on a little higher basis. Domestic sardines are unchanged in price and in fair demand. Deliveries are a little delayed. The run of French sardines has been

fair of late and prices on the new pack are below last year. This has reduced the market on spot sardines. Norwegian sardines are unchanged in price and in fair demand.

Canned Goods.

Tomatoes are in good demand both spot and futures, at unchanged prices. If the drought is not broken tomatoes will probably be higher. Corn is unchanged in price and in light demand. Peas are unchanged in price, but there is some reason to expect an advance. The pack in most of the packing sections has been from 25 to 50 per cent. short, a fact which will obviously have an effect on the market unless the demand is very light, or the available stock proves much larger than any body has any idea of. Peaches are unchanged and in light demand. Futures are unchanged and not particularly active. Prospects still point to a good pack. The packing of string beans and various berries is now going on in Baltimore. Strawberries are short and seem likely to be worth more money after the buying season begins. The general line of small Baltimore canned goods is unchanged and in light demand. Practically all the California packers have reduced their prices from 5 to 20 cents per dozen below the opening, which, as reported at the time, were already low. The packers are no longer on a parity, and the gentleman's agreement seems to be off.

Dried Fruits.

Prunes are in very light demand at prices which are unchanged, both spot and future, and both in primary and secondary markets. Peaches are unchanged in price and in light demand. Apricots are unchanged as to futures and weak as to spot fruit; demand for both light. Currants are unchanged and very dull. Raisins are unchanged in price and in light demand. The packers seem to have decided on 6 3/4 cents coast for fancy seeded and 6 1/4 cents for choice. Citron, dates and figs are unchanged and in slow demand.

Beans and Peas.

Pea beans are dull at about the same prices charged last week. This applies to domestic; imported beans are lower. Marrows are unchanged and in light demand. California limas are unchanged and in light demand. Split peas have advanced by reason of scarcity to \$7.25 in a large way. Green dried peas are so scarce as to be about

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

out of the market. The price is \$2.50 in a large way. Other grades firm and unchanged.

Butter.

The butter market shows a decline of 1 cent on all grades during the week. The bulk of the receipts show heat and have to be shaded from 1 to 2 cents under the price of the best. Stocks in storage are about the same as a year ago, and the make is normal. If the present hot spell continues the percentage of extras will likely grow lighter each week. The market, generally speaking, is in a healthy condition, and no important change will likely occur in the near future.

Eggs.

Strictly fresh eggs are very scarce. The bulk of the receipts are showing heat and have to be sold at concessions from the market price. The receipts of eggs clean up on arrival, and the market is in a healthy condition. If there is any change in the near future it will probably be an advance.

Cheese.

The cheese market has declined about $\frac{1}{4}$ to $\frac{1}{2}$ cent on all grades during the week. The make of cheese is as large as it will be and the quality is running very fine. The trade believe the market is as low as it will be. The consumptive as well as the speculative demand is very good and absorbs everything on arrival.

Provisions.

Everything in smoked meats, including all grades of hams, bellies and bacon, is firm at the recent advance. There is the usual holiday demand, which has absorbed all arrivals. The present high price is likely to continue, owing to the fact that hogs are scarce and bringing

high prices. Pure and compound lard are firm and unchanged. There will likely be an advance in both grades. Barrel pork, dried beef and canned meats are all firm and unchanged.

Produce.

Potatoes, new, 60 to 65 cents per basket, demand good; turnips, 35 cents per basket, demand poor; Jersey onions, 40 to 50 cents per basket; Eastern Shore, 35 cents per basket; Bermudas, 65 cents per crate; Texas, 65 to 75 cents per crate, demand fair; red radishes, \$1.50 to \$2 per 100 bunches, demand good; scullions, 80 to 90 cents per 100, demand fair; beets, \$1.50 per 100 bunches, demand good; rhubarb, \$1.50 per 100 bunches, demand fair; peas, 80 cents to \$1 per basket, demand good; salad, York State, 65 cents per hamper, demand fair; cabbage, 65 to 75 cents per barrel, demand good; cauliflower, No. 1, 12 to 15 cents per head; No. 2, 3 to 4 cents per head, demand good; string beans, green, 25 to 35 cents per basket; wax, 25 to 30 cents per basket, demand fair; squash, 50 cents per basket, demand good; green peppers, 75 cents per basket, demand fair; spinach, \$1.25 per barrel, demand good.

Green Fruit.

Bananas, jumbo, \$2 to \$2.25 per bunch; firsts, \$1.50 to \$1.75 per bunch; 8-hands, \$1 to \$1.40 per bunch; 7-hands, 75 to 90 cents per bunch; 6-hands, 60 to 75 cents per bunch; red, \$1.50 to \$2.50 per bunch, demand fair; grapefruit, \$5 to \$6 per box, demand fair; limes, 80 cents per 100, demand good; lemons, \$2.50 to \$3.50 per box, demand fair to good; California

oranges, \$3.25 to \$4 per box, demand good; pineapples, \$2 to \$3 per box, demand good.

Nuts.

Peanuts, green, choice, $4\frac{1}{2}$ cents per pound; fancy, $6\frac{1}{2}$ cents per pound; jumbo, $7\frac{1}{2}$ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.65 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 10 cents per pound; filberts, $10\frac{1}{4}$ cents per pound; pecans, 10 cents per pound; walnuts, $11\frac{1}{2}$ to $12\frac{1}{2}$ cents per pound; mixed, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Developments in the canned goods market during this week were of much interest to the canners and jobbers, and in any ordinary times the market would respond promptly with a stiff advance in values. In nearly four weeks there has been but one rainy day, and then it was not general throughout this section. During last week there was an unusual spell of extremely hot weather for the month of June, the temperature on the first four days rising to the nineties, with a maximum on Wednesday of 98 degrees in the shade which means, of course, a higher range out in the sun, in the fields where the maturing crops of early fruits and vegetables are being gathered for canning purposes. Raspberries and gooseberries now coming in show the result of the torrid temperature and the lack of rain, and there are unfavorable reports about blackberries and blueberries now maturing. Strawberries are over and cherries about done. The outlook is for a firmer market for fruits of all kinds, including future peaches, the demand for which is steadily increasing from nearly all points.

The tomato growers are as firm as heretofore with the canners as to the price per ton to be paid for this season's crop. The canner must make his contracts in advance or take a long chance of not getting sufficient supplies to keep his factory going when the canning season is on. Time was when the growers were absolutely dependent upon the canners. It is not so now. In recent years the express business and the numerous fast-freight lines, with special facilities for quickly distributing perishable stuff, have enabled the shipper to reach every small town with the fresh fruits and vegetables, and he is now more of a factor in the business than the canner. Some of the larger shippers buy the growing crops as they

stand and take all the chances, and the canner must take to the open market for his supplies if he has not already made his contracts. This is why we say the conditions this season must be nearly 100 per cent. perfect to enable the canners to make a fair profit on future No. 3 tomatoes of strictly standard quality sold at 75 cents a dozen f. o. b., with Baltimore freight. During this week the market continued active for both spot and future tomatoes, and they are worth attention on the part of intending buyers.

Peas are firmer at last week's prices. New string beans are offered at attractive prices, and they look like a good purchase. Spot corn is strong and future corn is stronger, with a fair demand for both deliveries.

THOS. J. MEEHAN & Co.

Baltimore, Md.

No. 2.

The weather for the past week has been exceedingly hot and dry, unusually so for the month of June. Tomato plants are not thriving to best advantage on this account. It is necessary to have frequent rains during the early resetting season so as to give the plants the proper start. As a result considerable complaint can be reported for tomatoes, as well as unusual exception to weather conditions as far as corn is concerned. Cut worms have damaged the corn crop considerably. One grower reports as having had to replant one hundred and twenty acres. It is impossible to determine just why corn has not germinated as it should this season, but the principal reason seems to be on account of the weather conditions when this seed was being saved last fall.

It is hardly possible to report business as one of activity. At the same time at the latter end the volume of orders and inquiries are almost up to normal, and as packers continue to hold firmly their few remaining lots there is every indication of prevailing prices continuing until the packing season. Full standard 3's are going out on the basis of 75 cents, f. o. b., with scattering lots of off standards and lacquered goods at $72\frac{1}{2}$ cents. Offerings of the latter are exceedingly small, and it is difficult to supply all inquiries with sufficient quantity to meet their wants. Two's occupy same conditions as previous, with but few standard lots obtainable at any price. Off standards on the basis of $47\frac{1}{2}$ to 50 cents, depending upon the quality and condition. Gallons continue dull on the basis of \$2, generally delivered f. o. b. factory.

Future tomatoes continue to sell in a small way on the basis of $77\frac{1}{2}$ to 80 cents, depending upon reputation of brand and re-

liability of packer. The absence of rain for more than a week is encouraging to packers to hold off, and offerings of any magnitude are few and far between. Most packers show an inclination to book carload orders, but to figure with them on a block of 5,000 cases causes them to hesitate and generally decline propositions of this kind. Two's are offered in a small way on the basis of 57½ to 60 cents, to be shipped as soon as packed.

Standard early June peas remain in about the same position as previously quoted on the basis of 72½ cents, f. o. b. factory, with seconds at 70 cents. Packers seem content to "rest on their oars" for the time being, and show no disposition to force business, but prefer to wait until the trade becomes more interested.

Spot corn continues to be in demand, although packers are not inclined to accept orders of any magnitude, fearing that they will need some of their spot stock to off-set future sales, having only a carload or a part carload remaining unsold. Standard shoepeg corn can be quoted on the basis of 65 cents, f. o. b., with fancy grades at 75 to 80 cents, depending upon brand and quality. Southern packed Maine style continues in light demand on the basis of 55 cents, f. o. b.

It is exceedingly difficult to get a packer to accept an order on future corn, owing to the probable late pack and indefinite yield on account of excessive replanting which has had to be done. An early fall would materially affect the pack of corn, and it would be well for those who are not supplied to give this condition more serious consideration.

STRASBAUGH, SILVER & Co.
Aberdeen, Md.

Fish.

We are very pleased to be able to report a further improvement in business.

Herring.—Both Holland and Scotch are neglected and prices are very much in buyer's favor.

Mackrel.—There has been quite a good demand for Irish mackerel, as well as Norways, and prices are hardening.

Imported Oil Sardines.—There has been just a little catch of French Sardines at some isolated fishing stations, but taking it altogether the catch so far is practically disastrous. There is hardly anything offering and the little that is offered is taken up rapidly, as there are no stocks whatever of French sardines in America.

In Portugal there is no catch of sardines at present and nothing can be packed. Stocks here are being reduced rapidly and prices are very firm.

Norwegian Smoked Sardines.—Catch so far is poor and the packers are overbidding each other in secur-

ing the few lots which the fishermen bring in so as to be able to fill some of the most important orders.

Sprats.—The next catch will not take place until the end of the year. Stocks are very small and prices hardening.

STROHMEYER & ARPE Co.
New York, N. Y.

MARKET NOTES.

Blackberries range from 5 to 8 cents per quart, and the quality is good. The shipments are all from near-by points. Huckleberries range from 8 to 10 cents and the demand is fair. Raspberries range from 2½ to 5 cents per pint and are selling well. All these berries are from near-by points.

California cantaloupes range from \$1.50 to \$2 per crate and are in excellent demand. The quality is good. Southern cantaloupes range from \$1 to \$1.50.

Watermelons from Florida are about done. Most of the supply is from Georgia and ranges from 25 to 30 cents each. North Carolina begins to ship next.

Corn is slow. New Jersey is now shipping early varieties, which range from 50 to 75 cents per basket of about 60 ears.

Lima beans from North Carolina range from \$2 to \$3 per crate and are in light demand. The quality is good.

New Jersey tomatoes got a little lower early in the week and ranged from \$1.50 to \$2. Later the receipts fell off and the price advanced to \$2.50. The crop looks large.

New Jersey new potatoes average 60 cents per basket, Maryland and Virginia \$3 per barrel. The demand is active.

ASSOCIATION NEWS.

Cleveland, Ohio.

The energetic crusade against open grocery stores on Sunday, which is on in various Ohio cities, will have a striking test in a few days, when warrants charging Justice John Murphy, of Cleveland, with extortion will be taken out through Assistant Police Prosecutor Feniger.

The fight against Justice Murphy is made by members of the Independent Grocers' Association, which

is fighting against the efforts of the Cleveland Grocers' Association to keep all of the grocery stores of that city closed on Sunday.

Before Justice Murphy almost 90 cases of violations of the Sunday closing law by grocers have been tried and fines assessed. In most of the cases the defendants pleaded guilty. They were merely assessed the costs and further punishment omitted.

Several weeks ago the question was raised as to whether Justice Murphy had the right to try cases against Cleveland grocers as police justice of Cleveland Heights. This question was decided in his favor and no attempt was made to appeal the cases in which he had imposed a fine till now.

Pennsylvania Food Commissioner Passes Sulphured Fruits.

Dairy and Food Commissioner Foust Issues New Ruling Adopting Federal Attitude on Dried Fruits Bleached with Sulphur.

On Friday last Dairy and Food Commissioner Foust, of Pennsylvania, announced the following new ruling authorizing the sale of dried fruits which have been bleached with sulphur:—

RULE 14, DRIED OR EVAPORATED FRUITS. SUPERSEDING RULE NO. 11.

Whereas, It is provided in Section 3 of the Pure Food Act of June 1, 1907 (P. L., 386), that:—

"The Dairy and Food Commissioner shall make uniform rules and regulations under and subject to which the provisions of this act shall be enforced, and such rules and regulations shall, where practicable, conform to and be the same as the rules and regulations adopted from time to time for the enforcement of the Act of Congress, approved June 30, 1906, and known as the Food and Drugs Act. Such rules and regulations to be published from time to time in bulletins to be issued by the Department," and

Whereas, It is provided in Section 5 of said act "that no action shall be brought or sustained for violation of the provisions of this section when the article alleged to be adulterated is not adulterated within the meaning of the provisions of the Foods and Drugs Act of June 30, 1906, enacted by the Senate and House of Representatives of the United States of America in Congress assembled, and the rules and regulations promulgated from time to time for the enforcement of the same," and

Whereas, The United States Department of Agriculture on March 5, 1908, promulgated Decision No. 89 providing, substantially, inter alia, that pending determination by the Referee Board of the wholesomeness or unwholesomeness of the use of sulphur dioxide as an addition to food in minute quantities its use will be allowed under certain restrictions, viz.:—

No objection will be made to foods which contain the ordinary quantity of sulphur dioxide if the fact that such foods have been so prepared is plainly stated upon the label of each package. An abnormal quantity of sulphur dioxide placed in food for the purpose of marketing an excessive moisture content will be regarded as fraudulent adulteration * * * and will be proceeded against accordingly."

Now, therefore, in compliance with said Section 3, the following rule is hereby promulgated:—

Pending said determination by said Referee Board no prosecutions will be instituted for selling, offering for sale or having in possession with intent to sell, dried or evaporated fruits which contain ordinary quantities of sulphur dioxide, if the fact that such foods have been so prepared is plainly stated upon the label of each package.

An abnormal quantity of sulphur dioxide placed in food for the purpose of marketing an excessive moisture content will be regarded as fraudulent adulteration and will be proceeded against accordingly.

This rule is made to conform with the rules and regulations of the United States Department of Agriculture, and if occasion for its rescission shall arise, notice of such rescission will be published in a bulletin issued by this Department.

JAMES FOUST,

Dairy and Food Commissioner.
N. B.—The above rule supersedes Rule No. 11, heretofore promulgated.

July 2, 1908.

Saturday Half Holiday Movement in Northwest.

Spokane, Washington, Clergyman Starts Campaign for Saturday Half Holiday in All Retail Stores.

Special Correspondence of "Grocery World and General Merchant."

Spokane, Wash.,

June 29, 1908.

Rev. Dean Alfred Lockwood, of All Saints' Cathedral in Spokane, announces that he will launch a movement to urge the stores, offices and as many places of business as possible to close Saturday afternoons during the summer months. In this he has the support of the press, the clergy and many of the merchants. He said: "I have long been in favor of such a move and will gladly start a campaign to put it in effect. There is just so much trading to be done and if this could not be done on Saturday afternoons it would be done on Friday or Monday. Such things adjust themselves. At present Saturday is the best day for business in all the stores, but this is only the result of the present conditions, and if the stores closed some other day would do a proportionately greater business, so that at the end of the week the sales would amount to as much as they do now."

AUGUST WOLF.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Geneva, N. Y., June 4, 1908.

Editor "Science of Advertising."

Dear Sir:—I make and sell a health bread in Geneva and every one that has used it recommends it very highly. I want to advertise to sell the recipe in some ladies' journal or city paper, or send out letters. What is your idea and advice as to advertising? I sent out the inclosed letter in Auburn, 500 of them, but did not get very good returns. I want to advertise to sell the recipe for 25 cents. Write me as soon as possible and what your charge for getting up the advertisement would be.

Yours truly,

C. W. McDougall,
138 Castle street, Geneva, N. Y.

The letter inclosed was in facsimile of typewriting and had a blank line at the top, in which the name of the recipient is written. Here it is reproduced:—

inclosed in paper and then in a carton. In either of these forms it could be easily sent through the mails or by express. My main descriptive advertising would be a brief booklet, telling briefly what the bread will do, and what it has done, using testimonials and giving the names and addresses in every case where possible. This should be circulated as widely as possible. For the main advertising, that is, the advertising which is destined to get direct orders, I should put a small advertisement in one or more good monthly magazines, preferably those which circulate among women. It is not necessary to use a large space—an inch could be made quite effective, though naturally a larger space is better, if it can be afforded. Don't try to put too much in the advertisement; as a matter of fact, there is too much in the above letter. Isn't the following better?—

Dear Madam:—I make what I call McDougall's Health Bread, a bread which besides being wholesome and delicious, will positively cure constipation, even cases of thirty years' standing.

I guarantee this bread to cure constipation in ten days, if no other bread is used; not promise, but absolutely guarantee. If you doubt

Mrs. Osborne

Geneva, N. Y., May 25, 1908

Dear Madam:

I make and sell a health bread for constipation and it is called "McDougall's Health Bread". I have a great many recommends from people here who have used it with satisfactory results. I can mention a great many cases of ladies that had to take a cathartic every night, that now are using my bread, and have laid aside all cathartics. I have satisfactory guarantees from doctors and people, old and young, of the great results of eating this bread. The recipe is very simple, any one can make it, and I will send it to you for twenty-five cents in postage stamps, with a guarantee that it will cure any case of constipation, from one to thirty years standing, in ten days, where no other Bread is used.

It is pure wholesome and sweet and you will like to eat it. P. S. You know the law on Pure Food is very stringent and if the recipe is not as I recommend it, I am liable.

Yours respectfully,

Mrs. C. W. McDougall,
138 Castle St.
Geneva, N. Y.

If this correspondent has a bread that accomplishes this result she has something on which a large trade could unquestionably be built up, because constipation is an extremely general disorder, and anything that promises relief from it is immediately wanted. I should never let the recipe go out of my possession, however, under any condition. That is where the real value of the thing lies, and it should be kept absolutely secret. My advice is to sell the bread, not the recipe. It could either be made into cakes or crackers, convenient for packing, or into small oblong loaves

that I can do this, please read the testimonials I inclose herewith.

Price, —

Yours respectfully,

There is one other way in which to get this bread introduced, and that is to get it in the stores. Usually this takes money and work, probably beyond this correspondent's present capacity. A start could be made in a small way, however—I should go personally or send some good representative to such stores as Park & Tilford, Acker, Merrill & Condit, of New York, and Callanan, of New York, or Martindale, Acker, Hanscom,

Showell & Fryer and several others in Philadelphia. Some one or more of these could probably be induced to put the bread in and push it, and from this the business could be gradually extended, provided if the bread supports the claims made for it. My advice to this correspondent is to make very sure that she is not overstating her proposition.

How Rolled Oats have Advanced Since 1901.

Both Raw and Rolled Oats have Nearly Doubled in Price in a Few Years. Farmers Prefer to Raise Wheat.

The great advance in the price of oats, both raw and rolled, in the last few years justifies the expectations that it will probably be a long while, if ever, before rolled oats get back to the basis ruling a few years ago.

Before the writer is a schedule showing that cash oats were quoted in July, 1901, at 28½ to 29½ cents per bushel. At this writing the quotation is 52 cents. During the same month of the intervening years the prices have ranged as follows: 1902, 54 cents 1903, 39½ cents; 1904, 38 to 38½ cents; 1905, 33 to 33¼ cents; 1906, 39 to 39½ cents; 1907, 42 to 43 cents. Thus the price has steadily advanced since 1901. As a matter of fact, before 1901 the price was even lower, as about eight years ago oats were delivered to the Western mills at 18 to 20 cents per bushel.

In those days of low-priced raw oats the rolled product sold as low as \$3 per barrel. The present quotation is \$5.70, and it has been much higher.

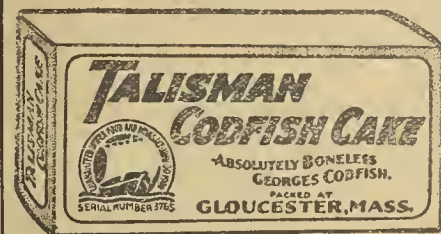
The reason for the advance in oat prices seems to be that the farmers prefer to raise wheat.

New Whisky Labeling Regulations.

Dr. H. W. Wiley, Government chemist, issued the following statement during the week regarding the new whisky labeling regulations which became effective July 1, 1908:—

There is no possibility of escaping the intent of the law—namely, that every bottle of whisky must be labeled true. There is no insistence that every bottle of whisky must contain absolutely pure whisky, but its contents must correspond to the label on the bottle in every case. That is the whole test, and whether it is sold one way or another, in sealed packages or across the bar, the ruling of the department holds good—that it must be as represented.

The official ruling makes four classes of the liquid substance known broadly as whisky. These four classes are:—



No Better Swims

¶ Nine-tenths of the codfish lovers among your customers will become steady consumers of **Talisman Codfish Cake** if you will put it where they can see it and get to know about it.

¶ Genuine Georges Codfish, medium size and tender, packed in one-pound cartons, first wrapped in waxed paper and sealed in a heavy wrapper. Packed in hinged display box which makes a real counter ornament.

¶ Nobody can possibly sell or get any better codfish than this, because there is none.

SWIFT & COMPANY

Not the Quality but the Quantity

Nobody has ever been able to find reasonable fault with Maryland canned goods—the only trouble has been that when you bought Maryland futures you were never sure how many you were going to get. The packers delivered what they pleased, as they could do under the extremely loose contract which most of them used.

Blue Bell and Clover Farm canned goods are sold on a 100 per cent. delivery contract, and all you buy you get, or else the equivalent in money.

Strasbaugh, Silver & Co.
ABERDEEN, MD.



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-

out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

Whisky—with no other distinguishing or limiting title—is under the name straight whisky, 100 proof.

Imitation—which contains no whisky at all, but is made up of alcohol, water, coloring matter and flavoring, usually prune juice.

Blended—which is a blend of two or more straight whiskies, put together to obtain a particular shade or flavor to suit certain tastes.

Compound—a mixture of whisky and anything else, such as neutral spirits.

The reason the dealers allege they are puzzled regarding the exact interpretation of the law is because they still set up the claim that ethyl alcohol is the principal constituent of whisky, and that a mixture of these two must be marked "blend." That is all there is to that difficulty, which was considered at length before the ruling was made, and now stands legally upset. If the department's circular is followed there is no reason why there should be any difficulty in understanding just what the regulations actually mean.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

ODDS AND ENDS OF SOAP.

We have an enormous stock of soap, both toilet and laundry, and they're brands that used to be fair sellers, but recently have been superseded by the advertised kinds. We're going to clean them up this way. We will put a 5-cent straight price on them, and with every ten cakes we will give a coupon that will be good for 10 cents' worth of goods.

Now then, don't go at this thing in a half-hearted way. Be enthusiastic about it—nothing worth while is accomplished without enthusiasm. Make a lot of this scheme. Get rid of the soap. That's the idea.

POPULAR POTATO SALAD.

In addition to the fancy potato salad sold on the delicatessen counter, we will have from now on the German kind, without dressing. The price will be 12 cents a pound. Many people prefer this. We will use white malt vinegar and American oil. Ask everybody to sample it. A little dish will be on every counter. It will be weighed up in parafine lined paper boxes. The success of this will depend upon the number of people you get to sample it. It is one of those things that "tastes like more," same as Saratoga chips, for instance.

FRESH BUTTER.

There is a demand for fresh butter. Butter, you understand, that does not contain a particle of salt. We have made arrangements to

have it Tuesday and Friday in pound and half-pound prints—price, 40 cents per pound. This is the natural thing itself. Salting butter detracts from its delicacy. All your nice trade must know about it and for a couple of weeks we'll demonstrate it, and you must assist the demonstrator in every way. She has been fully instructed regarding its virtue and regarding the avoidance of insisting on people buying it. The goods will do the selling. The important thing is to have the right people sample it.

NEIGHBORHOOD TRADE.

Again we want to bring before you this neighborhood trade matter. Two additional boys will be put to work Monday for the sole purpose of carrying out near-by orders. They will be in uniform. People living within five minutes' walk from the store can have their orders delivered at least within 20 minutes from the time the order is given—oftener 10 minutes. Make this well known.

THOUGHTFUL SELLING.

Some of the orders taken recently would indicate that little thought and less effort is made in selling. This was not apparent, however, on the order slips of salesmen Nos. 14, 10 and 16. Sell the profitable goods. Back of every sale you make that represents Our Own Brand goes our positive guarantee or money back. You have everything in your favor, price, freshness, quality and full weight.

Liberal Advertising All The Time Makes Libby's—the Dealers' Line BRINGS TRADE TO YOUR STORE



How we do it!

Where we do it!

Why not help us do it?

A Package of Libby's
sold to-day means an-
other sold to-morrow.

Mr. Dealer:—

Libby's business is world-wide because we please the consumer and co-operate with the dealer.

Libby's **Food Products** are so extensively advertised to the consumer and our "FIRST-AID-TO-THE-DEALER" selling plan is so strongly co-operative, that every purchase of a bill of **Libby's Products** means quick sales and sure profits to you without risk.

The dealer's only obligation is to carry the goods and give them to people when they ask for them.

We Make Them Ask—Here's How We Do It

First:—Libby's full page advertisements occupy the third-cover page of popular monthly magazines having a total circulation of 10,000,000 copies a month.

Second:—Libby's special item newspaper advertisements occupy large space and the best positions in over 15,000 leading daily and weekly newspapers; many of which go into the homes and are read by the people of your community.

Third:—A large stock of high-grade advertising matter for the dealer's use is constantly on hand at

Libby's Advertising Headquarters. This stock embraces the very best special literature, booklets, signs for window and wall display. All of it is of such character that the dealer can use it with profit.

Fourth:—Libby constantly employs a large and polite corps of experienced demonstrators who travel from home to home and stimulate an active demand by giving home demonstrations of the real food value of Libby's Products, and how to use them.

*Canned Meats, Pickles, Condensed Milk,
Preserves, California Fruits and Asparagus*

Libby, McNeill & Libby

Carelessness the Cause of These Food Prosecutions

Pennsylvania Dairy and Food Commissioner Foust Points Out Why Several Allegheny County Grocers Found Themselves in Food Law Trouble. To Save a Trifle they Left Themselves Unprotected.

The current number of the Pennsylvania Dairy and Food Bulletin calls attention to several prosecutions for selling adulterated vinegar which were brought about wholly through the grocer's carelessness. Here is the statement:—

Even when the Commonwealth is anxious to refrain from prosecutions and takes special pains to instruct dealers concerning their rights and privileges, somebody is always certain to pay no attention or to believe that a little irregularity of one sort or another is not likely to be noticed.

Between thirty and forty prosecutions were recently brought by the agents of the Dairy and Food Division against dealers in Allegheny County who are charged with selling so-called cider vinegar which is not cider vinegar at all, but an artificial preparation that never saw any apple juice. Investigation and analysis show that it is made from chemicals and artificially colored. That is to say, the "pure cider vinegar" which the dealers in question

have been selling to their confiding patrons is a compound, the nature of which the dealers know nothing about, much less its probable effect upon the stomachs of consumers.

These prosecutions would be wholly unnecessary had the dealers exercised just a little foresight and taken pains to purchase their vinegar from any of the numerous manufacturers of pure cider vinegar in Allegheny County. The manufacturers would have gladly given the dealers a bond certifying to the purity of their goods. But in order to save \$1 to \$2 on a barrel the dealers went into other States and bought their vinegar. Then they became amenable to law. The Supreme Court of Pennsylvania has decided in the case of Commonwealth vs. Weiss that the dealer is bound to know and must exercise proper care in the purchase of his goods and indemnify himself. If he does not do this and sells, he sells at his peril.

The vinegar law does not protect the retail dealer by any guarantee feature. It is therefore highly important that retail dealers, in the purchase of vinegar, should buy from reliable houses, even if they

are compelled to pay a little more. If they do this they will give their customers the pure cider vinegar for which they pay and to which they are entitled and by so doing keep out of trouble. Why should any dealer who is anxious to keep present customers and enlarge his trade deliberately buy and sell counterfeit vinegar and run the risk of falling into the clutches of the law, not only suffering the consequent humiliation and expense, but also creating a bad impression concerning his business reputation among those whose patronage he is anxious to have? Isn't it a foolish and expensive thing?

Following is a summary of the month's work:—

REPORTS OF ANALYSES.

Butter Samples, 155.

Colored oleomargarine 11
Pure 144

Total 155

Lard Samples, 1.

Pure 1

Oleomargarine Samples, 1.

Pure Food Samples, 149.

Complying with law 135
Misbranded 9
Not correctly labeled 4
Preserved 1

Total 149

Vinegar Samples, 14.

Adulterated 1
Misbranded 2
Pure 11

Total 14

SUITS AND PROSECUTIONS.

Oleomargarine Cases, 15.

Terminated 15

Pure Food Cases, 14.
Terminated 14

Vinegar Cases, 3.

Terminated 3

LICENSES ISSUED FROM JANUARY 1 TO JUNE 15, 1908.

Oleomargarine Licenses, 291.

Boarding house 6
Restaurant 3
Retail 273
Wholesale 9

Total 291

Renovated Butter Licenses, 11.

Retail 10
Wholesale 1

Total 11

Total amount of money received from said licenses for 1908 is \$32,549.29, and this sum has, in accordance with law, been deposited in the State Treasury.

The following extracts are taken from the adverse reports of State chemists for the month:—

Sample bought of W. H. Dennis, Philadelphia. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Restaurant, Christian Falkenstein, McKeesport. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. John Bevan, Upper William Penn. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. Patrick Malloy, Upper William Penn. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. David Wall, Mahanoy City. Sold for butter. Chemist's report—Colored oleomargarine.

Why Is It

so many different classes of consumers demand Fels-Naptha, a laundry soap sold by grocers? Because **Fels-Naptha** soap is "just right" for so many different special uses, in addition to general wash.

Keep it well stocked and well displayed.



The Biggest Reason of All

There are many reasons why grocers should sell **Electro-Silicon** in preference to other less known and less praised silver polishes, but we admit that all those reasons would be overborne in the grocer's mind if **Electro-Silicon** paid too little profit.

No matter how good a thing is you can't expect the dealer to sell it unless he is paid to.

But **Electro-Silicon** does pay a profit that, so far as we know, no grocer has ever objected to. From top to bottom it is a splendid selling proposition—a perfect polish at a generous profit.

The yellow box with the red lady on the lid.

ELECTRO-SILICON COMPANY, Proprietors, NEW YORK, N. Y.

Be Sure About RENNET Above All Things

The utmost sureness about Liquid Rennet isn't too much protection. Rennet is a very delicate product. If made improperly it will quickly spoil, angering the housewife and laying up trouble for you.

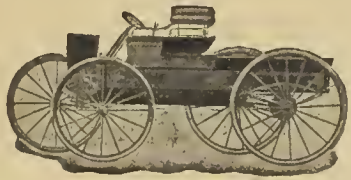
James T. Shinn's Liquid Rennet is guaranteed against spoilage, and it is guaranteed to coagulate within a few minutes. These are the two main things about Rennet, remember.

If you handle this brand that is guaranteed at both the crucial points, you will be perfectly protected in your sales of Rennet, but not the least bit better protected—remember this—than you ought to be if you are to safely sell this delicate and perishable product.

James T. Shinn's Liquid Rennet pays you 100 per cent. profit, too.

SHINN & KIRK
1400 Spruce Street
PHILADELPHIA, PA.

Where's the Team that will Do It?



The coming method of delivering goods is unquestionably by automobile. The success of the little **Lindsley Delivery Car** makes this absolutely certain. It does more work than a team and does it quicker, and it costs much less to do it than a team costs.

Do you know a team that will carry 1500 pounds thirty miles over rough roads, on fifteen cents, the cost of a gallon of gasoline?

J. V. Lindsley & Co.
Suite 1112 Monadnock Building, Chicago



The Broom the Housekeeper Swears By

Have you ever noticed how your customers pick over your brooms, ask questions, and then pick out one and tell you they will try it—to come back later and tell you the corn broke, that it didn't last, and that they don't want any more of the same kind?

If you sell these people a **CHIPMAN BROOM** you will never have a complaint again, you will never be able to sell them any other kind, and you won't want to, because the profit on the **CHIPMAN BROOM** is so big.

Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.



Special Things to Advertise

Did you ever think what a fine thing it was for any business to have special things to advertise—things to kindle interest—to take the store out of the tiresome commonplace where it appears like any other grocery store?

Gurnse Butter is one of these. It is a fancy dairy print butter, made in our own dairies, watched and tended and rigidly inspected until it is wrapped in brine-dipped paper and packed in ornamental cartons.

You can ring the changes on **Gurnse Butter** as a leader in a way never possible with ordinary butter.

And it will always stand up for every claim you make for it; that's the best part of it.

Packed in 30 and 50-pound boxes—pound and half pounds—28 cents
Prices subject to market change.

P. F. BROWN & CO.
39 S. Front St., Philadelphia, Pa.

Sample bought of Mrs. Frank Eckler, Mahanoy City. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Wm. Rickenberg, Mahanoy City. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. Fred Hoffman, Shenandoah. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Hotel, Mrs. Harvey Heilner, Shenandoah. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. Norah Murphy, Shenandoah. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Mrs. Mary Kinney, Shenandoah. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of C. N. Gerhart, Altoona. Sold for catsup. Chemist's report—Preserved with large amount of benzoic acid.

Sample bought of Gable & Co., Altoona. Sold for health food. Chemist's report—Misbranded.

Sample bought of M. Long, Wilkes-Barre. Sold for Apitezo. Chemist's report—Misbranded.

Sample bought of W. H. Moyer, Reading. Sold for health food. Chemist's report—Misbranded.

Sample bought of C. H. Walley & Bro., Reading. Sold for wheat biscuit. Chemist's report—Misbranded.

Sample bought of G. W. Leiss & Co., Reading. Sold for cream flakes. Chemist's report—Misbranded.

Sample bought of G. W. Leiss & Co., Reading. Sold for wheat flake celery food. Chemist's report—Misbranded.

Sample bought of C. Studebaker, Harrisburg. Sold for wheatena. Chemist's report—Misbranded.

Sample bought of Philip Meehan, Thirteenth and Pine streets, Philadelphia. Sold for buckwheat flour. Chemist's report—Misbranded.

Sample bought of Jacob Fritz, Erie. Sold for hardy food. Chemist's report—Misbranded.

Sample bought of L. G. Houser, Reading. Sold for tomato catsup. Marks on package—The Bell Tomato Catsup. Chemist's report—Not correctly labeled.

Sample bought of John A. Hefelfinger, Reading. Sold for tomato catsup. Marks on package—The Bell Tomato Catsup. Chemist's report—Not correctly labeled.

Sample bought of H. B. Bausman, Reading. Sold for tomato catsup. Marks on package—Crown Brand. Chemist's report—Not correctly labeled.

Sample bought of H. C. Breiner, Reading. Sold for tomato catsup. Marks on package—The Bell Tomato Catsup. Chemist's report—Not correctly labeled.

Sample bought of John G. Emert, Somerset. Sold for apple vinegar. Marks on package—Nov. 19, 1907. Chemist's report—A distilled vinegar, low in acetic acid and colored with caramel.

Sample bought of P. W. Garrett, Thirty-seventh and Walnut streets, Philadelphia. Sold for white wine vinegar. Marks on package—Nov. 11, 1907. Chemist's report—A distilled vinegar.

Sample bought of A. H. Myers & Co., 726 N. Second street, Philadelphia. Sold for vinegar. Marks on package—Nov. 12, 1907. Chemist's report—Not correctly labeled.

Big Glucose Merger.

The Corn Products Refining Co., a merger of the concern of that name and the Corn Products Co., was chartered at Trenton, N. J., on June 29th, with a capitalization of \$80,000,000. The liabilities of both companies are assumed by the new concern.

Two-Minute Sermons for the Retail Grocer

XLIV.—The Faithful Employee.

The faithful employee should never be forgotten.

Comparatively few of the men who are working for others are interested enough in the business of their employers to neglect their own pleasures to help advance that business. Most of them are careful to only put in the exact hours of work paid for, and a good many are inclined to even shirk work during those hours. They cannot be blamed for such action, in a good many instances, either, for the average employer does very little to encourage his men to work for him as they would for themselves.

Young men may be slow to learn many things, but they are usually quick to see whether special efforts on their part are appreciated, and lack of proper appreciation, or failure to show the appreciation which may be felt, will take more vim and

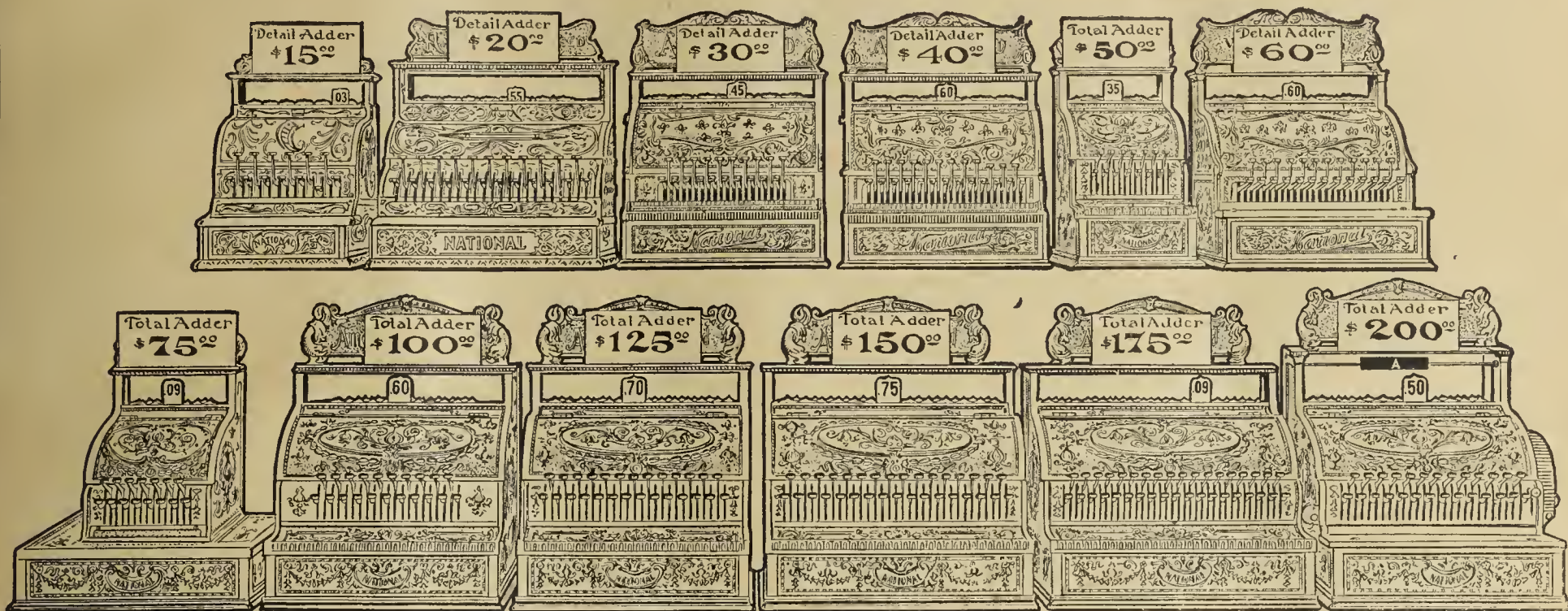
energy out of the average employee than a spell of sickness.

The employer who does not give every man in his employ an opportunity to show himself fitted for better work and better wages is neglecting a very important matter. No telling when that man can be used to good advantage if his ability is already tested, while it may cost dearly to neglect the test and still be compelled by force of circumstances to place him in the untried position.

A good business man must be like a good general. He must know the capacity of his subordinates, and he cannot gain this knowledge without testing them in various ways and then always showing his appreciation of work which is well done. A few well chosen words at the right time will make any worthy employee more valuable to the business.

F. A. P.

National Cash Registers as Low as \$15



A National Cash Register Earns You Money Every Day

The profits from any business will be greater from the day a National Cash Register is installed.

More than 625,000 merchants are now using National Cash Registers because it pays them. These storekeepers agree unanimously that a National Cash Register is a necessity.

For Large or Small Stores

That these Registers are adapted for stores of all kinds is proved by the fact that so many are in use in all kinds and sizes of stores.

We have a Register which is exactly suited to your particular business.

Knowing Is Better Than Guessing

With your present system you cannot possibly be sure how much money you have in your cash drawer at this minute.

You don't know how much you have lost through mistakes.

You don't know how much money you have lost through forgotten charge sales.

A National Cash Register will tell you all these things, and give you a total of all transactions which occur in your store. It will also give you a detailed record of every single transaction during the day.

Pays for Itself

A National Cash Register costs you absolutely nothing. It saves you in a short time all the money you invest in it and then continues to earn you a big interest on your investment as long as you use it.

One of these Registers gives you more knowledge for the money than anything you could buy.

Costs Nothing to Investigate

It will cost you absolutely nothing to investigate our new line of Registers and find out in what ways, and to what extent, you will be benefited by installing a National Cash Register.

We assure you that it will be time well spent for you to look over our latest machines.

Mail attached coupon, and we will come to your store and tell you about these Registers, or you can come to our show rooms, as you prefer.

Let us tell you what a National Cash Register will do for you, and if we can't prove to your satisfaction that you will have more money in the bank at the end of the year we don't want you to spend any more time with us.

New Registers, Low Prices—Terms as Low as \$5 Cash and \$5 per Month

The National Cash Register Co.

Executive Office

28th Street and Broadway

NEW YORK, N. Y.

The
National
Cash
Register Co.

Executive Offices,
28th St. and Broad-
way, New York, N. Y.

I would like to
know how a National
Cash Register can in-
crease my profits and do the
other things you say it will.

Tear Out and Mail To-day

Name.....

Business.....

Street.....

City..... State.....

No. of Clerks.....



My First Premium.

What a poor old forlorn fellow the man or woman is who never got a premium!

I never realized it before I caught my first the other day.

I've been buying cigars from the same place for years. That is when I'm in Philadelphia. Every time I bought they handed out a blue ticket—you only get 'em with the best cigars. I didn't pay much attention to the things, but my wife fished 'em out and saved 'em. The other day she brought a great bundle of 'em to me, and showed me in a catalogue she'd gotten somewhere that I could get a safety razor for the lot.

Of course I never shave myself, and couldn't do it any better with a safety razor than I could with a hatchet. But getting it for nothing, think of it! So I lugged the tickets down one day and got the razor, and now it's the greatest thing I own.

I wouldn't sell it—why, it's like finding money! Do you understand that I got it *for nothing*? Do I use it? No, I don't use it—I think too much of it to use it.

I have a friend who never cares for anything that he don't get as a premium. He's in the wholesale grocery business and more pre-

miums come his way than you can shake a stick at.

I asked him the time the other day.

He pulled out a gold open-face watch and told me.

"That's a good-looking watch," I observed.

"St. Charles condensed cream," he said proudly, as he patted it tenderly. "Came with fifty cases four years ago. It's the best timekeeper in the world!"

Just think of that! Think of getting the best timekeeper in the world with milk!

"Gee whiz, you're gettin' swell!" I said to this same man not long before, when he came out to meet me one day with an English leather grip.

"Mother's oats," he said, running his hand affectionately over the leather. "One hundred cases. Great, ain't it?"

Another time I was in his house. Up on the wall of his dining room I noticed a new mission clock.

"Hey, that's new, ain't it?" I said.

"Yep, Wrigley's soap. Five cases," he replied.

He wouldn't have sold either the watch, or the bag, or the clock for anything. *He got 'em for nothing*, and to him they had a value way beyond their money worth.

Everybody's the same way. Once in a while, just after a bath and a shave, I'm allowed to call with my wife on a wealthy friend of hers. I feel like taking off my shoes in the vestibule and the kind lady always looks as if she'd like me to. Her house is furnished up in

great shape. Money's no object. I know a good thing when I see it, chiefly because it always looks so unlike anything I ever had, so one day I noticed on her piano a measly little cheap vase.

It looked like 30 cents—not like the rest of the outfit at all.

I intended to ask the lady where she picked up such a footy little fake, but something restrained me, and when we had gone I asked my wife about it.

"I saw it," she answered, "Mrs. ——— got it for green trading stamps. She thinks it's lovely because she got it for nothing."

See? We're all tarred with the same stick.

My wife has another friend who has all the money she can eat. Her mother left her the income from a big wad and she can take anything she wants. I wish she'd take me. If I had my time to go over I'd marry a cow if she had money.

Oh, we have the rich friends, we have.

This amiable female almost worried herself sick over saving up stamps for an iron bed. Did she need the bed? She did not. Did she have any place to put the bed? One, the cellar, and that's exactly where she did put it when she got it. She said "it would come in handy some time."

She tells everybody about it and how she got it for nothing.

Did she get it for nothing? She did not. Did she pay twice as much for it, in cash, as she could have gone to a store and bought it for? She did.

Is she a fool? No more so than everybody else that does the same.

Mostly, the man or woman who gets stamps pays big for 'em. There is one condition, though, where I'm willing to admit that the stamps cost the getter nothing.

Take a brand of soap. It's been selling in a town at 5 cents a cake for years and there isn't the slightest reason to expect that it will ever sell for less. A grocer starts to give trading stamps on everything he sells, and of course they go with the soap, too. If Mrs. Jones buys nothing at that store but that soap at 5 cents, getting her trading stamps with each cake, her premium, when she gets it, will have cost her nothing, because she paid for the soap the same price she always paid and would have paid without the stamps.

But of course she wouldn't buy nothing but soap. She'd buy butter and prunes and things like that, and she'd pay for her premiums every time.

THE STROLLER.

Georgia peaches have advanced, and now command \$1.50 to \$2.50 per crate. The demand is good.

Horse Book Free.

W. F. Young, P. D. F., 9 Monmouth street, Springfield, Mass., has recently issued a larger and more complete edition of his handy reference book, "How to Remove Blemishes," which will be sent postpaid to any address upon request. This little book will be appreciated by any horse owner, as it is full of "horsey" pointers and information that can be used to advantage. Send a postal to-day addressed plainly as above and the book will be sent you by return mail, free of all cost and postpaid.

TO SEE YOUR TRADE GROW

and Prestige and Profit Come
Easy and Quick Just Order a

Johnson "Eversharp" Slicing Machine

on trial and approval for one month.

We guarantee it to be the best slicing machine in the whole wide world. If it don't make good, send it back by express.

Our machines sell for \$40 and are their own best advertisement.

A. W. JOHNSON, Manufacturer
New Brunswick, N. J.

AFTER TWO YEARS' USE JOHNSON'S "EVERSHARP" KEEPS SHARP AND SLICES VERY THIN AND SMOOTH. The best machine he ever used, advertises the store and brings in new trade.

KEYPORT, N. J., May 25, 1908.

MR. A. W. JOHNSON,
New Brunswick, N. J.:

DEAR SIR:

I have been using your "Eversharp" Dried Beef Slicing Machine for nearly two years, and I would not know what to do without it. It is the best slicing machine I have ever used.

My sale on sliced beef has increased very much since I began using the slicer.

I believe the machine is an advertisement for the store, as the beef sliced is very thin and smooth and cannot help but bring in new trade.

Yours respectfully,

PHELPS CHERRY,

An "EVERSHARP" Slicer costs \$40. Order one. It will come right along; use it a month; if it don't make good send it back to the manufacturer, A. W. JOHNSON, NEW BRUNSWICK, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A "Sunny Monday" Display.

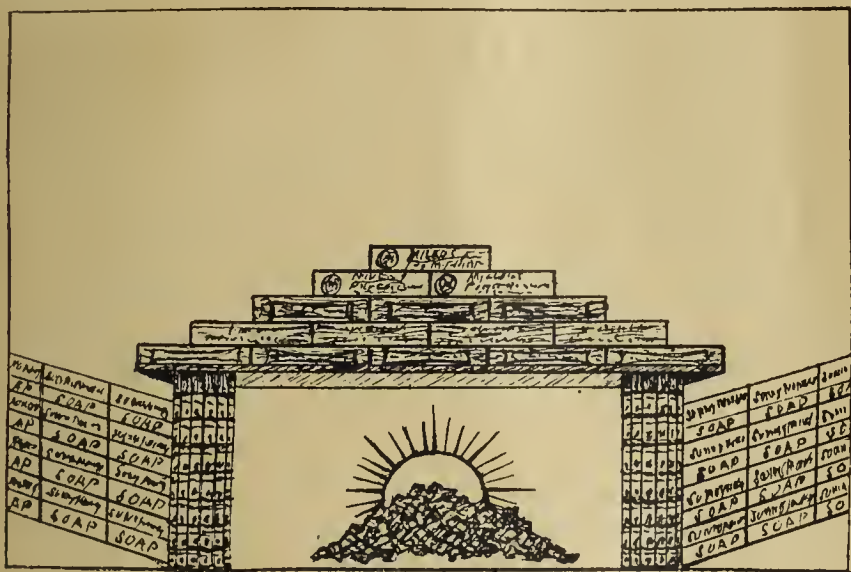
The pillars of this arch are made by forming cans of "Old Dutch Cleanser" in a cylindrical shape, about eight or ten cans high.

The top is made of soap cartons, such as Fel's Naphtha, Roever's Blue Naphtha, Miller's Naphtha, Miller's Pomerine, etc., upheld by a board resting on the pillars.

On both sides of the arch place Sunny Monday soap cartons at

clean, too." For no matter how attractive the display may be, with the pavement littered with dirt and an unpleasant odor rising from the gutter, no woman would stop to look at it.

Keep in touch with your competitors and the manufacturer by forming a habit to look at all advertisements. Then should your competitor have Ivory soap advertised at 3 cents, and you have it displayed



angles from the pillars. In the rear of the window heap a number of bars of Sunny Monday soap.

Back of this have a background, on which paste the sun, cut from gold paper, or paint it on with gold bronze.

The display will need no description to make known to the public what is meant by it. There may be other laundry goods placed wherever there is ample room.

G. A. STROBECK.

Red Lion, Pa.

Window Dressing at a Profit.

In my estimation it is always the best policy for the grocer to dress his store windows with as little goods as possible, and especially so at this season of the year, for goods so displayed not only become dusty or shopworn, but in many cases ruined by flies and the heat. Aside from having the glass and floor of your windows spotlessly clean, and the back of the window so arranged that but a few flies can find entrance, it is also important that your pavement and gutters are "kept

in your window at 4 cents, jump in the window and take it out at once. On the contrary should you see for the first time an "ad" in your home paper like this: "Quaker Wheat Berries, 7 cents a package," make a large display of them in the window and attach this sign: Our Price 7 cents, Regular Price 10 cents.

Merchants who show and sell their green goods from the sidewalk, or make an outside display at all, should have the general window display much higher than otherwise required. Where there are but two windows I should keep one for the display of advertised specials and the other for seasonable goods.

Now, for the week of July 6th I would dress my special window with the goods in peach baskets, say 24 of them, equal number in a row and each row slightly higher than the bottom row, with a background in pyramid shape of some cereal, and on each basket or pile I should attach a card like this: Our Price 8½ cents, Regular Price 12 cents. And, too, I would have in the background of this window two signs

like these or similar ones, viz.: "All Potted Meats for Picnics or Luncheons Sold From the Ice Box." "Highest Cash Price Paid For Eggs."

For the other window I should build a pyramid by placing 16 tomato cases on end in the form of a solid square, on top of which I would place 9 corn cases, and on top of this I would place 4 corn cases, and on top of this I would place 1 corn case, then cover all with white paper. Now, in the bottom of window I would throw here and there a 10-cent bag of ice cream salt. On the first shelf or ledge of the pyramid I would place a few packages of ice cream custard. On the next ledge have extract vanilla, on the next ledge place Jello ice cream powder, and on the very top place a few bottles of ginger ale. Have a price ticket on each ledge. And in the background of this window I would have these signs: "Our Delivery Department is Sure and Prompt." "For Iced Tea Use Our Own Brand."

W. CLYDE MILBY.

112 Chestnut avenue, Trenton, N. J.

Philadelphia Association Tells Members How to Sell Coated Rice.

Tells Them that They Must Advise Customers that Rice is Coated, or Probably Encounter Trouble as Violators of Food Laws.

Immediately following the publication in the last issue of the "Grocery World and General Merchant" of the article touching the retail grocer's obligation to advise his customer that the rice he was selling her was coated, the Philadelphia Retail Grocers' Association sent the following to all of its members:—

SPECIAL NOTICE.

Philadelphia, July 1, 1908.

Until further notice we would suggest that when you sell rice which is coated and polished that you so notify your customers, in order that you will not be held liable for violation of the Pure Food Law.

The original package containing coated rice is labeled as follows:—

Rice coated with glucose and talc. Wash before using.

When so labeled the wholesaler has done his part and is not liable under his guarantee, responsibility for violation being on the retailer.

Yours truly,

WM. SMEDLEY,
Secretary.

Thousands are using Forbes' indexed coupon books. Many have used them five, ten and as long as fourteen years. This demonstrates their worth. Send for free samples. See advertisement.



Why Was It Brown?

The writer opened a can of New York State corn the other day to see what he could find. It was a good brand, sold at a good price, and ought to have turned out well.

It was all brown around the edges. Why? Because it was cooked in the old-fashioned corn cooker which very often burned and always overcooked the outside in order to get the centre done.

Onarga Country Gentleman Corn is cooked in the new automatic cooker, which cooks the extreme outside not one bit more than the centre. The result is a can of delicious, tender corn, evenly cooked in every grain, succulent and fresh beyond anything your customers ever tasted.

Iroquois Canning Co.
ONARGA, ILLINOIS



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: H. Zimmerman, Reading, Pa.—I bought from an Allentown concern 400 decorated china plates, for which action I hold a signed order, saying $33\frac{1}{3}$ dozen plates without advertising. I bought this plate to give to my trade as a souvenir. After we had about 275 plates given out my clerk came back from delivering an order and told me that one of my customers asked him whether I bought this plate second-handed. I examined this plate close and found that there was an advertisement printed on it one time, but was taken out in such a way that you could only see it if you held the plate in a certain position. I, of course, stopped giving any more of these plates out and wrote to this concern that they would have to take back all the plates I had on hand yet, and that I wouldn't pay them the full price for the plates I had given out already, as they were second-handed and not what we ordered. They, however, refused to take back the plates or accept the other offer, saying that they held a signed order which says $33\frac{1}{3}$ dozen plates like sample, and that if the plates were good enough to be given out they are good enough to be paid for, and that they will prosecute me if I don't pay.

But I have my wife to witness that I bought the plates to be new and without an advertisement on, and, as said before, held an order which clearly says $33\frac{1}{3}$ dozen plates like sample without advertisement. I still have about 125 of these plates on hand yet and I would sooner lose a hundred dollars than to give out plates with somebody else's advertisement on. What would you advise me to do?

Answer.—If this was a sale by sample, which it seems to have been, the seller has fulfilled his part of the agreement and can collect his money if he delivers goods which substantially conform to the sample. But at the same time, the sample must not contain any latent defect which would make it unsuitable for the purpose for which it is sold, and which is known to the seller and not to the buyer. If it does the buyer can rescind his contract after he discovers it. My advice to this correspondent is to resist all efforts to collect the balance of this claim, on the ground that the goods were not up to sample. If they had not already been used he could refuse to accept them on the same ground.

Question: Allentown, Pa.—Kindly publish your opinion of the following case in the next week's issue: A, a good customer of ours for about five years, met with hard luck in November, 1907, and between the dates of November 18 and December 28, 1907, contracted a grocery and meat bill with us to the amount of \$33.75.

On November 16 and 18, 1907, we cashed two of A's personal checks for \$10 each on a local bank.

On November 20, 1907, we received notice from the bank that the checks were "N. G."

We called A's attention to the matter, who stated that he would "fix it up later," and at the same time stating that the branch house in Philadelphia of some Chicago firm owed him some \$200 for services rendered, and that our bill would be straightened out as soon as this amount was forthcoming.

On December 30, 1907, he gave us a thirty-day note for \$53.75 on a local bank, but the bank authorities refused to discount it.

Some time in January he moved to Chicago, and about three weeks ago we were informed that he had moved to Cincinnati, Ohio.

Under the circumstances, is it possible for us to attach his wages?

Answer.—If this correspondent means to ask if he can attach his debtor's wages in any way in Pennsylvania, he can of course not do that, as attachment of wages is not legal in this State. He can attach them in Ohio, however, provided he first obtains judgment. I should send the claim to some attorney in Cincinnati, Ohio. He will obtain judgment on it and can then attach the debtor's wages provided same are due by some concern in Ohio. The attachment of wages in Ohio is subject to certain restrictions which I need not go into here.

Question: R. B. Dunkelberger, Reading, Pa.—I have a customer whose wife had been buying groceries of me on credit until the bill was fairly well advanced. The husband came in the store and told me not to run the bill any higher. The wife started paying off the bill until all was paid. But in the meantime she always complained that her

husband did not give her enough money so she could pay this off and still pay what they needed for immediate use, so I allowed her to run another bill. And until the first was paid another was created a little higher than the first. Remember, all she bought were necessities of life, which her husband and family needed and helped to consume. Now, the husband refuses to pay the second bill, on the ground that he told me some time ago that I should not run the bill any higher. Is this bill collectible?

Answer.—On the facts here submitted the bill is clearly collectible from the husband, and a suit against him will certainly result in a verdict for the full amount. It is fundamental that a husband is responsible for necessities supplied the wife, either for her own use or the use of the family. There is only one way in which the husband can avoid liability, and that is by proving that he had already provided the wife with necessities, or the wherewithal to get them. If he can do that, his notice to a grocer not to supply the wife with goods will be binding, and if the goods are supplied in defiance of it, the grocer can sue the wife and recover, but not the husband.

In other words, suppose a husband gives his wife \$50 a week to pay table expenses, etc. At the same time he serves notice on the grocer not to trust the wife, his reason being that he has given her the cash to pay and needs no credit. If in spite of the notice the grocer sells the wife, he has no action against the husband, because the husband has already fulfilled his legal obligation.



A FEW ITEMS FOR IMMEDIATE SALE

Goods that are being called for every day.
Prices are right and quality guaranteed.



SYRUPS—Our Specialty, and our trade on the increase; have you handled any of our goods? **Royal Table Syrup, Gilt Edge Table Syrup, Extra Amber Drips, Quaker City Syrup, King B Drips, White Clover Syrup, Cruiser Syrup, New Century Sugar Syrup, etc.**

CANNED PEAS.—The pack of Southern Peas is over, and the pack is short of expectations, prices should be higher but conditions are different from last year and we are able to offer you a **Standard Early June Pea** at **80c.** a doz., and in lots of 10 cases upwards at **75c.** a doz. This can be retailed at **10c.** a can, a popular price; a bargain.

FLY PAPER—The season is here and the flies are with us; now for their extermination. "Tanglefoot" Fly Paper, 250 sheets, per case, \$2.70; "Sticky" Fly Paper, 250 sheets, per case, \$2.30; "Sticktite," 5 sheets on a plate, 25 plates in carton, per carton, 80c.; "I. X. L." Poison Fly Paper, 50 5c envelopes in a carton at 75c. Fly Ribbon, $\frac{1}{4}$ and $\frac{1}{2}$ -gross boxes, per gross, at \$4.80.

LAUNDRY STARCH.—This is the big time of the year for Starch, and we have a special bargain in **Rex Brand Lump Starch**, 50 lb. boxes, per lb., $3\frac{1}{4}$ c., and in lots of 5 boxes 3 1-5c. **Ivory Starch**, in packages, for all laundry purposes, no cooking required; a fine Starch for the best work. Cases, 64 packages, at \$4.00, and $\frac{1}{2}$ cases, 32 packages, at \$2.10 (profitable to handle).

KIRK, FOSTER & CO.

WHOLESALE
GROCERS **209**

NORTH WATER STREET
PHILADELPHIA - PENNSYLVANIA



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

As to Obtaining a Sign.

Vermontville, N. Y.,

June 29, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Replying to S. M. Zook's inquiry, will say I think he will find the letters suitable for a sign by addressing D. C. Humphry's, 913 Arch street, Philadelphia, Pa.

Yours truly,
N. H. BRECKENRIDGE.

Selling Compound Syrup.

Milton, Pa., June 30, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—We read with much interest the article in the last issue of the "Grocery World and General Merchant" on the matter of informing the retail trade that rice is coated with glucose and talc. This causes a similar question to arise before us on syrup. All syrups with the exception of pure sugar goods are marked on the barrel "compound." Is it necessary for retailers to inform their customers when filling a jar or bucket that the syrup is a compound? If so, will a plain gummed sticker with the word "compound" printed and pasted on outside of each package filled be sufficient? If such action is necessary on syrup should not the same be done on baking molasses grades, such as jobbers of this State sell?

We have noticed at various times reports made by Pure Food Department on vinegar. We sell exclusively cider vinegar made in the old-fashioned way of fermentation by our local farmers, nothing put into it only the juice from the apple left stand until it gets sour. Is there any ruling made on such product?

Any discussion made on above questions in your columns will be appreciated as information to many grocers we are sure.

Yours truly,
SCHREYER STORE CO.,
Per F. V.

The same suggestions made last week regarding the sale of coated rice by a retailer apply to the sale of any food product requiring special labeling which the retailer buys in bulk and sells in broken packages. In the case of compound syrup, no retailer obeys the law im-

less he informs the consumer that the syrup is mixed or compound. The safest way to do this is by stickers on every package. The same applies to baking or compound molasses.

Vinegar made straight from apples, in the old-fashioned way, is necessarily pure vinegar, and is therefore not subject to food laws. No ruling has ever been made covering the addition of more sour apple juice after the vinegar is made, but in the writer's judgment that would not in the least affect its purity.

Scheme Agent Gone.

Berwick, Pa., June 26, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—As to the cost price grocery club selling granulated sugar 100 pounds for \$1.75, reported in the "Grocery World and General Merchant" some time ago, whose agent was located here, the agent has just left for parts unknown with about \$500 in cash. He left a list of unpaid bills behind with no delivery orders to those who took his alluring bait. He cut membership to \$1 here. He is hunting another town to catch suckers in. The United States is full of suckers.

Yours truly,
R. S. SWAYZE & Co.

OBITUARY

M. R. H. LEVIN.

Morris R. H. Levin died Thursday at his residence in Beverly, N. J., in his sixty-second year. Mr. Levin was for nearly forty years a member of the Philadelphia firm of S. H. Levin's Sons, established by his father more than half a century ago. He retired from mercantile life four years ago, and later organized the First National Bank of Beverly, N. J., the presidency of which he held until his death. For many years he was president of Councils in Beverly and treasurer of the Beverly Presbyterian Church. He is survived by a widow, three sons and three daughters.

Mr. Levin had the respect of every one with whom he ever came in contact. He was a man whose death will leave a void in every sphere in which he was active.

String beans average 35 cents per basket and are coming plentifully from New Jersey. The demand is fair.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS

Sixty-Third and Market Streets
Philadelphia, Pa.

The "Standard"

Is the ONLY
Cash Register

that can be depended upon to prevent errors and give details of each transaction. Do not be misled by offers of cheap registers. We can meet all competition. Write us.

STANDARD
Cash Register Co.

Wabash, Indiana.



Use a Box Yourself

Before you decide positively to stock Ohio Blue Tip Safety Matches get a box and use it yourself. We're perfectly willing to rest our case on that box. Write us for it if you can't get it anywhere else.

You'll find every match perfect, every one instantly ready for business. Just as safe as any safety match and better because you can strike the tip anywhere.

Much safer than any parlor match.

OHIO MATCH SALES CO.

NEW YORK, N. Y.

Philadelphia Office and Warehouse
411 Marshall Street.

Oakdale Pretzels

Are What You Want

☞ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

☞ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale
Steam Pretzels

☞ Write for samples and prices.

Oakdale Baking Co.

Oakdale Building

10th & Susquehanna Ave.
Philadelphia, Pa.



How to be
Sure of
Good Ham

Just see that it is SWIFT'S PREMIUM HAM. That is all you need to watch. We guarantee every ham that bears SWIFT'S PREMIUM brand.

That is mighty important to you, BECAUSE if a woman gets a good ham from you one time, and a poor one next time, she thinks you don't know your business, or you don't care whether you please her or not.

We get good hogs, selecting them carefully, cure our hams, so as to make them uniformly satisfactory, and then advertise them to make people's mouths water for them. You can be sure a PREMIUM HAM is tender, delicious and appetizing.

Swift & Company, U. S. A.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued March 17, 1908:—
881,929. Renovating butter, etc. W. F. Jensen, Lincoln, Neb.

882,006. Process of making crackers. F. A. Johnson, Salisbury, Mass., assignor to Johnson Educator Food Co., Boston, Mass.

882,032. Ice cream freezer. T. L. Valerius, Fort Atkinson, Wis., assignor to the Creamery Package Mfg. Co., Chicago, Ill.

882,040. Chocolate warming table. J. R. Winsor, Des Moines, Iowa.

882,049. Filler for egg crates. J. H. Carter, Chicago, Ill.

882,065. Can opener. C. J. Johnson, Sunrise, Wyo.

882,080. Percolator pot. G. E. Savage, Meriden, Conn., assignor to Manning, Bowman & Co., same place.

882,094. Baking pan. Thomas Boyd, Cleveland, Ohio.

882,173. Method of making leguminous food. W. A. Schwalbe, Mosinee, Wis.

882,183. Coffee pot. H. L. Wells, New Haven, Conn.

882,244 and 882,245. Twine holders. F. W. Gibson, West Roxbury, Mass., assignor to the H. D. Beach Co., Coshocton, Ohio.

882,438. Preserving jar. Alfred Wilkin, New York, N. Y.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For fig yeast. Frank Wedehase, Sebastopol, Cal. The words "Fig Yeast."

For soap. Michigan Soap Works, Detroit, Mich. The words "Sunrays Soap" and a conventional representation of the sun.

For hams and bacon. Street & Cochran Co., Baltimore, Md. The words

"Orange Brand" and a representation of an orange.

For canned vegetables, canned and dried fruits and spices. Crocker Grocery Co., Wilkes-Barre, Pa. The word "Idlewild."

For maple syrup, canned salmon, canned fruits and vegetables, spices, extracts, mince meats, jelly powder, chocolate and cocoa. George Liss & Co., New York, N. Y. The word "Highwood."

For washing powder. H. F. Foster, Toledo, Ohio. The word "Wunder."

For tea. Delano, Potter & Co., Boston, Mass. The word "Jungle Chop." The words "Flag Chop" and a representation of a flying flag.

For soap powder. Dickinson Distributing Co., Providence, R. I. The words "Sopo Sanitary Soap."

For canned salmon. Griffith-Durney Co., San Francisco, Cal. The word "Rubicon."

For chocolates and candies. Marquise Chocolate Co., New York, N. Y. A representation of a head of a young woman.

For roasted cereals. Eduard Meyer, Friedrichswerth, Germany. The word "Otwor."

For peanut butter. Alexander Mac-Willie, Detroit, Mich. The word "Eagle" and a representation of an eagle.

For coffee. C. H. Conrad, Chicago, Ill. The words "Blue Ribbon" and "Mokana."

For chocolate. H. O. Wilbur & Sons, Philadelphia, Pa. A representation of a cupid and the head of a cow. A representation of a cupid stirring the contents of a cup.

For chocolates. The Brenner Candy Co., Green Bay, Wis. A representation of the head of a young girl.

For sardines, salmon and herrings. Edwin Shivell, Boston, Mass. The words "Crystal Sea."

For chocolates. The Imperial Chocolates Co., Cambridge, Mass. A representation of a shield surmounted by a crown

and inclosed within a wreath, three birds being shown on the shield. A representation of a shield, in the upper end of which is a representation of a smaller shield within a wreath and surmounted by a crown.

For candies. Nardie Bros. & Co., Pittsburg, Pa. The word "Highland" and a representation of a man dressed in Highland costume.

For canned fruits and vegetables. Griffith-Durney Co., San Francisco, Cal. The words "San Bernardo."

For flavoring extracts. E. M. Chase & Co., Nebraska City, Neb. The words "The Chase" and a representation of a hunting scene.

For flour. Bowersock Mills and Power Co., Lawrence, Kan. The word "Zephyr."

For tea. The Great Atlantic and Pacific Tea Co., New York, N. Y. The words "Golden Key" and a representation of a key.

For a cereal breakfast food. Lafayette Coltrin, Omaha, Neb. The words "Uncle Sam."

For coffee. Meyer Bros. Coffee and Spice Co., St. Louis, Mo. The words "Day Break," "Verdict," "Cascade" and "Ja-San-Mo."

For cottonseed oil. Aspegren & Co., New York, N. Y. The words "Cracker Jack."

For soap. Swift & Co., Chicago, Ill. A circular border inclosing a letter "S," having its ends connected by an arrow.

For candy. Blanke-Wenneker Candy Co., St. Louis, Mo. The words "Pin Money."

For soap. D. R. Bradley & Son, Pleasantville and New York, N. Y. The word "Bradley's."

For canned tomatoes. Ragon Bros., Evansville, Ind. The words "Bright Red."

For jams, marmalades, jellies, flavoring extracts and preserved fruits. H. P. D. Kingsbury, Redlands, Cal. The words "Crown Brand" and a diamond-

shaped figure containing a representation of a crown and the letter "K."

For lunch biscuits and crackers. New England Biscuit Co., Worcester, Mass. The words "Little Brothers."

For baking powder. R. B. Davis Co., Hoboken, N. J., and New York, N. Y. The words "Dry Yeast" and the letters "O. K."

For chocolate and cocoa. H. O. Wilbur & Sons, Philadelphia, Pa. A representation of a keystone with a monogram "N. W." thereon.

**DANDELION
VEGETABLE BUTTER COLOR**

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.



Anker's
Bouillon
Capsules

Sole Manufacturers

ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—By Sept. 1st, to rent good general country store with post office, without buying stock. Prefer south central Pennsylvania. Box 96, Malaga, N. J. 3

WANTED.—Salesman covering counties of Lackawanna, Columbia and Luzerne, calling on every grocer and general store-keeper in that section, desires to connect himself with a wholesale house, either on a commission or salary basis. Can give best references. Address G. W. R., "Grocery World and General Merchant," Philadelphia, Pa. 3

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 1f

FOR SALE.

FOR SALE.—Grocery store will sell stock and fixtures for \$650 cash. 2300 N. 12th St., Philadelphia, Pa. 2

FOR SALE.—Wholesale tea and coffee business in Philadelphia. Profits average \$60 a week. Seller will remain with purchaser two weeks or two months, to get thoroughly acquainted with business and trade. Stock, good will and fixtures complete will cost \$3,000. If you cannot raise above amount, don't waste your time. Address G. W., "Grocery World" Office, Philadelphia, Pa. 1

FOR SALE.—Orangeade fountain; one computing cheese cutter. Will sell at a bargain. H. H. Mosemann, 103 Howard Ave., Lancaster, Pa. 2

FOR SALE.—Grocery and bakery. Building, 20 by 50 feet, two stories. Located at Kentworth, N. J., beautiful suburban town of New York. Last year's cash sales, \$15,000. For further information address John Hiller, Jr., 185 Market St., Newark, N. J. 2

FOR SALE.—Fine black driving horse. Also, falling top buggy with rubber tires, almost new. Andrew Thompson, 1337 Sellers St., Frankford, Phila. 2

FOR SALE.—Stock and fixtures of store located in good business section in Kensington, doing \$150 weekly, half cash. Can be bought reasonable. Size of store, 20 x 17 feet. Reasons for selling: on account of living too far from store. Address M. O. C., "Grocery World," Philadelphia, Pa. 2

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. 1f

FOR SALE.—In Bellefonte, Centre Co., Pa. Population 5,000. Surrounded by large and prosperous farming community. Stock, \$1,842.32; fixtures, \$1,000. Will sell at inventory. Volume of business last year, \$19,815.72—one-half of this cash, balance 15 and 30 days. Steady trade the year through. No annoyance from strikes, etc. Good reasons for selling. E. T. Roan, Bellefonte, Pa. 3

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 326.—In West Philadelphia, store 17x32 feet. Does \$350 to \$450 weekly, two-thirds cash, balance weekly. Stock \$400 to \$500. One team. Good house connected.

Net profits 15 per cent. Owner retiring from grocery business, and will sell at inventory. This store has been established 20 years, and is solidly prosperous.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about \$4,000 per month, 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 336.—On best business street of West Philadelphia. Store 16x27 feet. Does \$150 to \$200 weekly, all cash. Stock about \$700. No team delivery. Clears 20 per cent. as expenses are low. Good dwelling connected for sale or rent. Good reasons which will be fully explained. Price inventory.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about \$11,000, three-fourths cash. Mostly sells meats, so stock only averages \$250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around \$800. Dwelling.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does \$500 weekly, all cash. Stock \$300 to \$350. One team. Clear net profits 15 per cent. Rent, \$30 monthly. Pay roll, \$21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about \$1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$14,000 yearly, two-thirds cash. Dwelling connected. Stock, \$1,000 to \$1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of \$1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18x36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does \$425 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,500 for the property. Full investigation.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18x30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything. Stock about \$900. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at \$550 and stock at inventory. Will take all told about \$1,400. Full investigation. In order to guarantee a business of \$300 per week, seller will deposit \$100 as a forfeit for the buyer's protection.

No. 366.—In North Philadelphia. Groceries, meats and provisions. Size, 20x50 feet. Does \$400 weekly, all good trade. Stock about \$800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around \$1,500.

No. 367.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 369.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18x25 feet. Does \$250 weekly, two-thirds cash. Stock \$700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 372.—In South Philadelphia. Groceries, meats and provisions. Store, 16x30 feet, with back room 16x12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$685. Stock at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

oooooooooooooooooooooooooooooooo

DO YOU WANT TO SELL
YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

oooooooooooooooooooooooooooooooo

ONE OF THE BEST STORES IN
WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24x60. Does \$45,000 yearly, three-quarters cash. Carries a stock of \$2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of \$3,800. Fixtures worth \$1,200 to \$1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FIXTURES FOR SALE AT BARGAIN

The owner of two Chester, Pa., stores has consolidated them and finds a full set of fixtures on his hands. Cost about \$1200 and in perfect condition. Include Walker bins, McCaskey register, computing scales, Ridgway butter box, National cash register, self-measuring oil tank, etc. Will sell entire assortment for \$700 and prepay freight anywhere within 15 miles from Chester. Chester is thirteen miles from Philadelphia.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON
COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does \$30,000 yearly, two-thirds cash. Located in heart of city. Stock \$3,000 to \$3,500. Uses two teams. Good dwelling attached. Present owner took \$3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY
FAVORABLE TERMS.

Serious illness in Trenton, N. J., family leaves their fine tea and coffee store in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain. These people will sell the store entire if desired. Rent can be reduced to \$60 per month. Store established only three months ago, but is already doing \$150 weekly, all cash. Stock now about \$200. The business is susceptible of

steady increase, and a buyer can go in now on very favorable terms.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN
GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

WANTED—A man 41 years old, well acquainted with wholesale and retail grocery trade of Philadelphia, would like to represent a reliable house. Fully competent to manage branch office. Address H., "Grocery World," Philadelphia. 1f

EVERY GROCER NEEDS THESE
CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. \$1 for 100; with 100 price cards, assorted, \$1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle, delivered. Book 10-B free. Absorbine, Jr.,

for mankind, \$1.00 bottle. Removes Soft Bunches, Cures Varicose Veins. Allays Pain. Genuine, mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS
already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY

108 North Front Street, Philadelphia.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. July 6, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.75 per bunch
Selected, 9 hands, packed 2 in crate.....	1.60 per bunch
Selected, 8 hands, packed 1 in crate.....	1.35 per bunch
Selected, 8 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 3 in crate.....	1.20 per bunch
Selected, 7 hands, packed 1 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.90 per bunch
Selected, 7 hands, packed 3 in crate.....	.85 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.35 per bunch
Selected, 8 hands.....	1.00 per bunch
Selected, 7 hands .....	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller.....	\$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s.....	\$3.00
Fancy Red Spanish, 30s.....	2.85
Fancy Red Spanish, 36s.....	2.50
Fancy Red Spanish, 42s.....	2.25
Fancy Red Spanish, 48s.....	2.00

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.00
Extra Fancy Messina, 360 size, per box.....	3.50
Choice Messina, 300 size, per box.....	3.50
Choice Messina, 360 size, per box.....	3.25
Extra Fancy Large, 150 size, per per half box.....	

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.00
Fancy quality, 126 to box	3.75
Fancy quality, 150-176 to box	4.25
Fancy quality, 200-216 to box	4.25
Fancy quality, 250-288 to box.....	3.75
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.50
Extra choice, 150-176 to box	4.00
Extra choice, 200-216 to box	3.75
Extra choice, 250 to box.....	3.60

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-111 to a box.....	\$2.50
Fancy quality, 126 to a box.....	3.00
Fancy quality, 150-176 to a box.....	3.50
Fancy quality, 200-216 to a box.....	3.50
Fancy quality, 250 to a box.....	3.00

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box.....	\$2.35
Fancy Quality, 126 to box.....	2.50
Fancy Quality, 150-176-200 to box.....	3.00
Fancy Quality, 216-250 to box.....	3.00
Fancy Quality, 288-360 to box.....	2.50

CALIFORNIA LEMONS.

Fancy quality, 300 to box	\$3.00
Fancy quality, 360 to box	3.00
Fancy quality, extra large, 270 to box.....	3.00
Choice quality, 240 to box.....	2.75
Choice quality, 300 to box	
Choice quality, 360 to box	

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN::: ECONOMICAL::: SANITARY
Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, \$4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributors for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

[illegible]

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1-

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels.....	42@.45
Choice, barrels.....	40
Good, barrels.....	26@.30
Fancy, quart jars.....	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle.....	41@.43
Prime.....	37
Good.....	35
Ordinary.....	22
Blended, fancy.....	36
Blended, choice.....	33
Blended, good.....	30
2-lb tins, 3 dozen.....	per case, 2.90
Quarts, 2 dozen.....	per case, 2.90
Sugar Syrup—	
Pure, extra fancy.....	35@.38
Pure, choice.....	24
Blended, fancy.....	32
Choice.....	29
Vanilla Drips.....	29@.80
Tins, 2-lb., 2 dozen.....	per case, 1.95
Tins, 2½-lb., 2 dozen.....	per case, 2.80
Tins, 3-lb., 2 dozen.....	per case, 2.50
Tins, 5-lb., 1 dozen.....	per case, 2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95.....	32.00
Georges count 110@115.....	25.00
Shore 2s, count 225@250.....	30.00
Medium Irish 2s, thin, count 300@400.....	18.00
Norway, count 400@450.....	22.00
Norway, count 300@350.....	26.00
Norway, count 240@270.....	
Norway, count 170@185.....	
Norway, count 125@140.....	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes.....	10½
Fancy bricks, 40-lb. boxes.....	.09
Fancy middles, 40-lb. boxes.....	.12
Choice strips, 40-lb. boxes.....	.08½
Choice middles, 40-lb. boxes.....	.08½
Hake, bricks, 40-lb. boxes.....	.06
Fancy, whole, quintals.....	.08
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy chunks, Iceland, 20 lbs.....	
Bloaters, Cromarty, 100s.....	

TEAS.

Gunpowder—	Per lb.
Common to fair.....	15@.18
Superior to fine.....	20@.25
Extra fine to finest.....	28@.35
Choicest.....	45@.65
Imperial—	
Common to fair.....	22@.25
Superior to fine.....	30@.35
Extra fine to finest.....	40@.45
Choicest.....	50@.55
Young Hyson—	
Common to fair.....	16@.18
Superior to fine.....	22@.30
Extra fine to finest.....	35@.40
Choicest.....	45@.60
Hyson—	
Common to fair.....	@.14
Superior to fine.....	@.18
Extra fine to finest.....	@.25
Japan—	
Common to fair.....	23@.25
Superior to fine.....	28@.30
Extra fine to finest.....	32@.38
Choicest.....	32@.38
Basket-fired—Common to fair.....	22@.25
Basket-fired—Superior to fine.....	28@.30
Basket-fired—Extra fine to finest.....	32@.38
Basket-fired—Choicest.....	@.45
Dust.....	@.12½
Oolong—	
Common to fair.....	@.17
Superior to fine.....	17@.22
Extra fine to finest.....	25@.35
Choicest.....	40@.65
ouchong—	
Common to fair.....	17@.18
Superior to fine.....	20@.25
Extra fine to finest.....	30@.35
Choicest.....	40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown...	.86
Old Government—Best.....	.29
Old Government—Choice.....	.27
Old Government—Prime.....	.25
Old Government—Good.....	.23
Mocha—	
Genuine Arabian.....	.28
Maracaibo—	
Cucuta—Best.....	16½
Cucuta—Choice.....	16
Cucuta—Prime.....	15
Cucuta—Good.....	14
Laguayra—	
Caracas—Finest.....	20
Caracas—Choice.....	17

-2-

Peaberry—	
Santos—Fancy.....	17½
Santos—Choice.....	17
Santos—Fine.....	16
Rio—Fancy.....	17
Rio—Choice.....	16½
Rio—Fine.....	16
Santos—	
Best.....	16
Choice.....	15
Prime.....	14½
Good.....	13½
Fair.....	12½
Rio—	
No. 1—Golden.....	15½
No. 2.....	15
No. 3.....	14½
No. 4.....	14
No. 5.....	13½
No. 6.....	13
No. 7.....	12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice.....	.07
Cassia buds.....	.35
Cinnamon, Mats.....	.10
Cinnamon, Twalo.....	.20
Cinnamon, Ceylon.....	23@.27
Cinnamon, Batavia.....	25@.80
Cinnamon, Saigon.....	.75
Cloves, Zanzibar.....	17@.20
Cloves, Amboyna.....	.25
Cloves, Penang.....	35@.88
Ginger, African.....	.08
Ginger, Jamaica, bleached.....	21@.22
Ginger, Jamaica, unbleached.....	20@.21
Ginger, Calcutta.....	.08
Nutmegs, 75-80s.....	22@.25
Nutmegs, 105-110s.....	18@.20
Nutmegs, 130-140s.....	
Black Pepper, Singapore.....	10½@.12
Black Pepper, Shot.....	.14
White Pepper, Singapore.....	15@.17
White Pepper, fancy.....	25@.30
Red Peppers.....	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice.....	15½@
Cinnamon, extra.....	26½@
Cinnamon, Saigon.....	73½@
Cloves.....	26½@
Ginger.....	14
Nutmeg.....	39½@
Black Pepper.....	18
White Pepper.....	25
Cayenne Pepper.....	22½@
Paprika.....	41
Mace, Straight Penang.....	87½@
Mustard.....	24½@
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
Cinnamon, Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
Ginger, Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Pepper, black.....	.95
Pepper, cayenne.....	.98
Pepper, white.....	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif..	5.75
Medium green 2½s, Calif.....	5.25
Tips, green, 1s.....	4.10
Tips, white, California, 1s.....	4.40
Beans, Baked—	
Standard, plain 1s.....	.55
Standard, plain or sauce, 2s.....	.75@.80
Standard, plain or sauce, 3s.....	1.00@1.05
Fancy, plain or sauce, 2s.....	1.15@1.25
Fancy, plain or sauce, 3s.....	1.55@1.65
Beans, Lima—	
Fancy 1s.....	1.50
Fancy 2s.....	1.15@1.25
Extra standard 2s.....	1.10@1.15
Standard.....	75@.85
Soaked.....	
Beans, Stringless—	
Fancy 2s.....	2.00@2.10
Fancy 1s.....	1.10@1.20
Extra 2s.....	1.40@1.75
Extra standard 2s.....	1.10@1.15
Standard 2s.....	90
Standard, not stringless, 2s.....	80
Beans—	
Yellow Wax 2s, fancy.....	1.20@1.25
Yellow Wax, standard cnt.....	1.00@1.10
Red Kidney 2s.....	.85@1.00
Corn—	
Fancy Maine 2s.....	1.20@1.25
Fancy New York 2s.....	1.00@1.10
Standard New York 2s.....	.90@1.00
Maryland 2s, Maine Style.....	.75@.80
Other standard grades 2s.....	
Peas—	
Smallest Sifted 2s.....	2.10
Extra Sifted 2s.....	1.60@1.75
Sifted 2s.....	1.15@1.85

-3-

Telephone 2s.....	1.25
Sweet Wrinkled 2s.....	1.40@1.60
Standard E. J. 2s.....	1.00@1.10
Soaked 2s.....	.75@.80
Succotash—	
Extra fancy Maine 2s.....	1.40
Fancy Maine 2s.....	1.10@1.25
Extra standard 2s.....	.95@1.00
Pumpkin—	
Fancy, 3s.....	1.10@1.20
Fancy, gallons.....	
Squash—	
Fancy 3s.....	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey.....	1.60
5½-in. cans, ex. stand. N. Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95@1.00
2-lb. cans.....	.75@.80
Gallons, standard New Jersey.....	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars.....	2.90
Beets—	
Fancy Strawberry 2s.....	1.40@1.60
Cut 3s.....	1.10@1.15
Sweet Potatoes 3s.....	1.15
Sauer Krant 3s.....	.95@1.10
Spinach—	
Standard Maryland 3s.....	1.25@1.40
Fancy New Jersey 3s.....	1.40@1.65
Gallons.....	4.75@5.00

FRUITS.
CALIFORNIA.

Apricots—	Per doz.
Fancy 3s.....	3.80
Extra 2½s.....	3.20
Extra standard 2½s.....	2.65
Standard 2½s.....	8.25@8.65
Gallons.....	
Cherries—	
Extra White 3s.....	4.40
Extra White 2½s.....	3.75
Extra standard White 2½s.....	3.50
Standard White 2½s.....	9.75
Extra Standard gallons.....	
Bartlett Pears—	
Extra 3s.....	3.80
Extra 2½s.....	3.10
Extra standard 2½s.....	2.75
Standard 2½s.....	2.40
Plums, Egg or Gage—	
Fancy 3s.....	3.00
Extra standard 2½s.....	
Standard 2½s.....	
Gallons.....	
Peaches, L. C.—	
Extra 3s.....	3.80
Extra 2½s.....	3.25
Peaches, Crawford—	
Fancy 3s.....	3.25
Extra standard 2½s.....	

EASTERN.

Pears—	
Fancy New York 2s.....	1.75
Fancy New York State 2½s.....	2.90
Standard 2s.....	1.50
Pineapples—	
Sliced or grated 2s.....	2.25@2.40
Sliced or grated 1s.....	1.10@1.20
Pie, grated, gallons.....	4.00
Singapore 1½s.....	1.15@1.25
Plums, egg, 3s.....	
Plums, gage, 3s.....	
Apples—	
Gallons.....	3.50
Strawberries—	
2s, fancy.....	8.00
2s, extra.....	
Raspberries—	
Red, fancy, 2s.....	2.75
Standard 2s.....	
FISH.	
Lobster—	
Flat 1s.....	5.00
Flat ½s.....	2.50@2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink 1s.....	1.10
Medium Red.....	1.25@1.30
Choice Red 1s.....	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s.....	1.25@1.30
Tall 1s.....	2.00
Flat 1s.....	2.20
Oval 1s (steaks).....	2.90
Sardines—	
Domestic ½s, oil, 100 tins.....	2.15@6.00
Domestic ¾s, mustard, 50 tins.....	2.35@4.25

DRIED AND EVAPORATED
FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09½
Smyrna Sult., fancy, 6 cr., 30 lbs.....	.15
Smyrna Sult., choice, 4 cr., 30 lbs.....	
Cleaned Sultanias—	
Smyrna fancy, 1-lb. cartons.....	.16
Smyrna choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	

-4-

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs.....	.07
California, 4 cr., 50 lbs.....	.08
California, 3 cr., 50 lbs.....	.07
California, 2 cr., 50 lbs.....	.06½
Figs—	
Baskets, 1 lb. and 2 lb.....	15 @.18
Layers, 2½-in., 10 lbs.....	10
2½-in., 12 lbs.....	
2½-in., 12 lbs.....	.09
2-in., 12 lbs.....	.08½
Currents—	
Fancy, 1-lb. cartons.....	.11
Cleaned, 1-lb. cartons, choice.....	.09
Bulk, choice, 50 lbs.....	.08½
Natural, choice.....	.06½
Citron—	
According to quality.....	19½@.21
Lemon Peel—	
According to quality.....	11½@.13
Orange Peel—	
According to quality.....	11½@.13
Fard Dates—	
60 lbs., bulk.....	.10
1-lb. pkgs., 30-lb. case.....	
Persian Dates—	
60 lbs.....	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30.....	.14
80x40, choice.....	.07½
40x50, choice.....	.06½
50x60, choice.....	.06
60x70, choice.....	.05½
70x80, choice.....	.05
Choice, 50-lb. box—	
60x70, 80x 90.....	
70x80, 90x100.....	
Prunes in 25-lb boxes.	
Fancy 40x 50.....	11½@
50x 60.....	10½@
60x 70.....	10
70x 80.....	
Prunes, Oregon, 25-lb boxes.	
80x40.....	.07½
40x50.....	.07
Apples—	
Fancy, 50 lbs.....	.12
Fancy, 1-lb cartons.....	.10
Prime, 50 lbs.....	.11
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	.12
Unpeeled, fancy, 25 lbs.....	.12
Extra Choice Mnir.....	.11½
Apricots—	
Royal, extra fancy, 25 lbs.....	.27½
Moorpark, fancy, 25 lbs.....	.23
Royal, fancy, 25 lbs.....	.23
Royal, choice, 25 lbs.....	.20
NUTS.	
Almonds—	
Jordan, shelled, large, 28 lbs.....	.40 @.46
Valencia, 28 lbs.....	.33 @.40
Flot, shelled.....	
In shells.....	
California P. S., 80 lbs.....	.20
French Princess.....	.20
Tarragona, 120 lbs.....	.15½
Hard Shell, 100 lbs.....	
Brazil—	
New, large, 180 lbs.....	.11
Filberts—	
Turkish.....	.12
Sicily, 130 lbs.....	
Jumbo Naples, 110 lbs.....	.14
Long Naples, 110 lbs.....	
Pecans—	
Polished, 80 lbs.....	.10 @.12
Louisiana Paper Shell.....	
Walnuts—	
Chilli, 1907 crop.....	
Grenoble, 220 lbs.....	.15
Marbols, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs.....	.18½
Extra choice, boxes, 25 lbs.....	.14½
Choice, bags, 125 lbs.....	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless.....	8.00@22.00
Reduced quarters, with bones.....	
French quarters, boneless.....	17.00@22.00
French quarters, with bones.....	24.50@27.00
High quarters, boneless.....	15.00@40.00
Halves, boneless.....	
French Vegetables, 100 in case.	
Peas, according to quality.....	11.00@20.00
Mushrooms, ½s, accord'g to qual. 19.00@35.00	
Mushrooms, ¼s, accord'g to qual. 15.00@20.00	
String Beans, according to qual. 12.00@17.00	
Lima Beans, according to quality 18.00@20.00	
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.....	.08 @.09½

CORRECTED WEEKLY.

any reporter to the "GROCERY WORLD" who is unable to purchase at the following prices, will confer a favor upon this Journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.		Colums.	DECLINES.		Colums.	ADDITIONS.		Colums.	WEIGHT AND MEASURE EVERYTHING YOU BUY.		
									Standard Weights per Bushel.		
Eggs.....	27	Dressed Sheep and Lambs.....	44	Ink.....	37	Nuts.....	59	Sago.....	30	Tacks.....	59
Hams.....	43-44	Poultry, Philadelphia Broilers.....	45	Insect Powder.....	48	Oat Meal.....	30	Salad Dressing.....	52	Taploca.....	30
Pure Lard.....	44	Butter Disbes.....	62	Ironing Wax.....	59	Oils.....	39	Sal Soda.....	52	Tar.....	49
				Jams.....	46	Oil, American.....	40	Salt.....	52	Teas.....	51
				Jars and Jar Rubbers.....	7	Olive Oil.....	40	Sapolo.....	55	Tobacco, Chewing.....	64
				Jellies.....	46	Olives.....	39	Sardines.....	53	Smoking.....	64
				Junket Tablets.....	50			Sauce and Condiments.....	52	Tobacco Cutters.....	33
				Ketchup.....	26			Sauer Kraut.....	46	Tubs.....	64
				Lamp Goods.....	37			Scales.....	32	Twine Holder.....	33
				Lard.....	44			Scoops, Grocers'.....	33	Twine.....	59
				Lemons and Oranges.....	39			Scouring Soap.....	55		
				Lentils.....	30			Seeds.....	53	Vermicelli.....	32
				Licorice.....	42			Shoe Dressing.....	4	Vinegar.....	43
				Lime.....	37			Shot.....	6		
				Live Poultry.....	45			Smoked Fish.....	35	Washboards.....	62
				Lye, Concentrated.....	37			Soap, all kinds.....	54	Wax, Fruit Jar.....	59
				Macaroni.....	32			Soda, Bicarb.....	53	Wheat, Cracked.....	30
				Mackerel.....	34			Soft Drinks.....	53	Wheat Flour.....	30
				Maple Sugar and Syrup.....	60			Soups.....	25	Wrapping Paper.....	41
				Matches.....	37			Specialties.....	56	Wringers, Clothes.....	58
				Measures.....	33			Spices.....	56	Woodenware.....	62
				Meat.....	44			Whole.....	57	Witch Hazel.....	48
				Mince Meat.....	38			Starch.....	58		
				Molasses.....	60			Stove Polish.....	58	Yeast Cakes.....	62
				Mucilage.....	59			Soap Powders.....	55		
				Mustard.....	57			Segars.....	64		
				Mustard, Prepared.....	57						
				Marmalade.....	46						
				Noodles, Egg.....	30						

COL.	COL.	COL.	COL.	COL.	COL.	COL.	COL.
Alarm Cash Drawer.....	33	Sardines.....	12	Dressed Meats.....	44	Ink.....	37
Alum.....	47	Meats.....	13	Drugs, Grocers'.....	47	Insect Powder.....	48
Ammonia.....	3	Soups.....	15			Ironing Wax.....	59
Ammunition.....	6	Can Openers.....	33	Eggs.....	27	Jams.....	46
Axle Grease.....	3	Capers.....	27	Essence of Coffee.....	6	Jars and Jar Rubbers.....	7
		Caps, Gun.....	6	Extracts.....	49	Jellies.....	46
		Catsup.....	16			Junket Tablets.....	50
Bags, Paper.....	41	Cereal Specialties.....	30	Fancy Groceries.....	27	Ketchup.....	26
Bag and Twine Holders.....	33	Cereal Coffee.....	36	Farina.....	29	Lamp Goods.....	37
Baking Powder.....	3	Cheese.....	27	Farinaceous Goods.....	39	Lard.....	44
Barley.....	30	Chocolate and Cocon.....	17	Faucets.....	33	Lemons and Oranges.....	39
Baskets.....	63	Chewing Gum.....	51	Canned Fish.....	28	Lentils.....	30
Bath Brick.....	59	Cider.....	50	Flxtures.....	28	Licorice.....	42
Beans.....	29	Clothes Pins.....	62	Flour.....	29	Lime.....	37
Blacking, Shoe.....	4	Cocoonut.....	21	Flour, Self Rising.....	29	Live Poultry.....	45
Bluing.....	7	Codfish.....	35	Flour, Buckwheat.....	29	Lye, Concentrated.....	37
Borax.....	47	Coffee.....	5	Fly-paper.....	59	Macaroni.....	32
Brooms.....	61	Essence.....	6	Food, Bird.....	59	Mackerel.....	34
Brushes.....	63	Chlcory.....	6	Fruit Butters.....	46	Maple Sugar and Syrup.....	60
Buckwheat Flour.....	29	Coffee Mills.....	32	Fruits, Domestic, Dried.....	35	Matches.....	37
Bung Borers.....	33	Cooking Herbs.....	8	Fruits, Foreign, Dried.....	35	Measures.....	33
Butchers' Sundries.....	44	Condensed Milk.....	20	Fruits, Green.....	35	Meat.....	44
Butter Dishes.....	62	Cream.....	20			Mince Meat.....	38
Butter.....	7	Condensed Mince Meat.....	38			Molasses.....	60
Butter Color.....	47	Corn Meal.....	29			Mucilage.....	59
		Corn Starch.....	58			Mustard.....	57
		Cottolene.....	27			Mustard, Prepared.....	57
Cannaphor.....	47	Cracked Wheat.....	29			Marmalade.....	46
Candles.....	7	Crackers, Cakes, etc.....	21			Noodles, Egg.....	30
Canned Goods.....	8	Cranberries.....	32				
California Fruits.....	10	Cutters, Dried Beef.....	33				
Vegetables.....	8	Tobacco.....	64				
Fish.....	22	Delicatessen.....	22				
Ple Fruit.....	20						

-1-

SUGAR.

Confectioners' Lozenge, XXXX.....	5.60
" Powdered.....	5.50
" Crown A.....	5.75
" Crystal A.....	5.40
" Coarse Granulated.....	5.50
Eagle Tablets.....	6.70
Crystal Dominoes.....	7.85
Cut Loaf.....	6.30
Patent Cubes.....	5.65
Powdered.....	5.50
Extra Fine Granulated.....	5.50
Coarse Granulated.....	5.35
Granulated.....	5.35
Fine Granulated.....	5.35

"	in 50-lb. bags packed 2 in 100-lb. bag.....	5.40
"	in 25-lb. bags packed 4 in 100-lb. bag.....	5.40
"	in 10-lb. bags packed 10 in 100-lb. bag.....	5.50
"	in 5-lb. bags packed in bbls....	5.55
"	in 5-lb. bags packed in 100-lb. bags.....	5.55
"	in 2-lb. bags packed in bbls....	5.65
"	in 2-lb. bags packed in 100-lb. bags.....	5.65
"	in 2-lb. cartons in cases.....	5.55
"	in 2-lb. paper packages in cases.....	5.55
Confectioners' A.....		5.20
1—Keystone A.....		5.10
2—American A.....		5.15
3—Centennial A.....		5.05
4—California A.....		5.00
5—Franklin B.....		4.95
6—Keystone B.....		4.90
7—American B.....		4.85
8—Centennial B.....		4.80
9—California B.....		4.75
10—Franklin Extra C.....		4.70
11—Keystone Extra C.....		4.65
12—American Extra C.....		4.65
13—Centennial Extra C.....		4.60
14—California Extra C.....		
15—Franklin C.....		
16—Keystone C.....		

TEA.

TEA.		Per lb.
Japans—Basket-fired	20	@ 35
Japans—Pan-fired—Common to fair.....	20	@ 23
Fine	24	@ 28
Choicest.....	30	@ 38
FORMOSA—Superior to Fine.....	18	@ 20
Choice to Extra	22	@ 35
Choicest.....	40	@ 50
FOOCHOW—Common, cargo.....	14	@ 16
Good, medium.....	17	@ 22
Superior.....	23	@ 28
Fine.....	30	@ 35
Choicest.....	40	@ 40
GUNPOWDER—Choice to Extra.....	29	@ 35
Choicest.....	40	@ 45

MOYUNE—Good.....	27	@	30
Fine.....	35	@	40
Choice.....	45	@	50
Choicest.....		@	55
IMPERIAL—Superior to fine.....	15	@	20
Choice to Extra.....	22	@	25
Choicest.....	30	@	35
YOUNG HYSON—Superior to fine.....	15	@	20
Choice to Extra.....	28	@	30
Choicest.....	35	@	40
INDIA—Common to Fine.....	18	@	38
CEYLON—Common to Fine.....	18	@	40
ENGLISH BREAKFAST—Fair to Good.....	25	@	17
Choice to Extra.....	18	@	28
Choicest.....	30	@	40

PACKAGE TEAS.

Lipton's Teas—		In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1.....	.45		.47
Ceylon and India, No. 2.....	.40		.42
Ceylon and India, No. 3.....	.35		.37
Black and Green, No. 1.....	.45		
Black and Green, No. 2.....	.40		
English Breakfast, No. 1.....	.45		
English Breakfast, No. 2.....	.40		
Formosa Oolong, No. 1.....	.45		
Formosa Oolong, No. 2.....	.40		
Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00			

Levering Coffee Co.—	
Tourist, $\frac{1}{3}$ s and $\frac{1}{2}$ s, 15, 20 and 25 lb. boxes.	
Formosa, Ceylon, English Breakfast, Gun-	
powder, Mixed Tea.....	.50
Almoco, lead foil package teas, $\frac{1}{3}$ s and $\frac{1}{2}$ s,	
15, 20 and 25 lb. boxes. Formosa, Ceylon,	
English Breakfast, Gunpowder, Mixed	
Teas.....	.40
Tetley's Tea—	Per lb.
$\frac{1}{2}$ lb. or $\frac{1}{4}$ lb. in lead or tin, 25 lbs. in case,	
No. 2, Green Label, India and Ceylon.....	.45
No. 1, Buff Label, India and Ceylon.....	.60
Ex. Gold, India and Ceylon.....	.75
Mixed (Green and Black), same prices as	
above.	

Formosa and Oolong, same prices as above.		½-lb. tins, per lb.
India and Ceylon, Sun-Flower.....		.50
Mixed (Green and Black), Sun-Flower.....		.50
Formosa and Oolong, Sun-Flower.....		.50
Sun-Flower, roc. sample size, 36 in carton, all three grades.....	per doz.	.90
Caricol Blend, Martindale & Co. :—		Per lb.
5-lb. Silver Sacks.....		.22
2-lb. Silver Sacks.....		.22½
1½-lb. Silver Sacks.....		.23
¾-lb. Silver Sacks.....		.23½
½-lb. Silver Sacks.....		.25
Spring Garden Tea—		
100 lb. barrels.....	per lb. net	.18
5 lb. silver bags.....	" "	.19
1 lb. silver bags.....	" "	.19½
½ lb. silver bags.....	" "	.20
¼ lb. silver bags.....	" "	.21
Packed in cases containing 100 pounds.		

— 3 —

McCormick & Co's Banquet Brand--	Per doz.
No. 10.....	.85
No. 25.....	2.00
No. 50.....	4.00
No. 100.....	8.00

AMMONIA.

Purple Ribbon, 16 oz., 2 doz. boxes.....	.90
Purple Ribbon, quarts, 1 doz. boxes.....	2.50
Purple Ribbon, ½ gals. ½ doz. boxes.....	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75
Colburn's Autumn, hotel size, 1 doz. boxes....	.90
Violet, plants, 3 doz.....	.85

AXLE GREASE.

Frazer's, 15 lb. pails.....	.80
Frazer's, boxes, 1/4 gross.....per gross	9.25
Mica, 1/4 gross.....per gross	8.40
Peerless, 1/4 gross.....per gross	4.40

BAKING POWDER. Per Dos



Davis' O. K., $\frac{1}{4}$ -lb., 4 doz.....	per doz.	.45
Davis' O. K., $\frac{1}{2}$ -lb., 3 doz.....	per doz.	.90
Davis' O. K., 1-lb., 2 doz.....	per doz.	1.65
Davis' O. K., 5-lb., $\frac{1}{2}$ doz.....	per doz.	7.20
Cleveland's, 10-c. size, 4 doz.....	per doz.	.84
Cleveland's $\frac{1}{4}$ -lb., 4 doz.....	per doz.	1.23
Cleveland's, $\frac{1}{2}$ -lb., 2 doz.....	per doz.	2.28
Cleveland's, 1-lb., 1 doz.....	per doz.	4.40
Leslie's, $\frac{1}{4}$ -lb. cans, 1 or 2 dz. cartons, 4 dz. cases.....		.45
Leslie's, $\frac{1}{2}$ -lb. cans, 2 doz. cases.....		.90
Leslie's 1-lb. cans, 1 doz. cases.....		1.65
Leslie's, 5-lb. cans, 6 cans in case.....	per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.....		.45
Parrot and Monkey, 4 doz.....		.45
Rumford's Yeast Powder:—		
4 oz. glass, 2 doz.....		.82 $\frac{1}{2}$
6 oz. glass, 2 doz.....		1.07 $\frac{1}{2}$
6 oz. glass, 4 doz.....		1.04
6 oz. glass, 6 doz.....		1.03
6 oz., 1 gross, in bbl.....	per gross,	12.25
Rumford Baking Powder:—		
5c. tins, 4 doz.....	per doz.	.45
10c. can, 4 doz. in box.....	per doz.	.90
$\frac{1}{2}$ -lb. cans, 2 doz in case.....	per doz.	1.25
1-lb. cans, 1 doz. in case.....	per doz.	2.50

— 4 —

Royal, roc. size, 4 doz.....	.86
" ¾ lb., 4 doz.....	1.30
" ½ " 3 "	2.40
" ¼ " 1 "	4.05
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" ½-lb. " "	1.25
Boston Brand, 5-lb. size, ¼ doz. case...per doz.	12.00
" 1 " 1 " " " " "	2.50
" ¾ " " 1 " " " " "	.55
" ½ " " 3 " " " " "	.75
Purity Brand 5 " ¾ " " " " "	6.00
" 1 " 1 " " " " "	1.50
" ¾ " 3 " " " " "	.80
" ½ " 3 " " " " "	.45

BLACKING—Shoe. Per Gross.

Shinola.....	per doz.	75
Shinola, ½ gross in box, with 8 brushes and daubers or rug, free.....	per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.....	per doz.	.78
Blackola, 3 doz.....	per gross	6.80
Bixby's Best, No. 1.....	per ¼ gross	3.75
“ “ B. B. B. M.....	per ¼ gross	4.50
Jacquot Blacking, No. 5.....	per gross	4.25
Handy Box, French, No. 25, large.....	per gross	10.00
“ “ “ small.....	per gross	5.00
Mason's No. 1, ¼ gross.....	per gross	3.25
“ “ 2, “ “.....	per gross	3.60
“ “ 3, “ “.....	per gross	2.85
“ “ 4, “ “.....	per gross	4.55
“ “ 5, “ “.....	per gross	7.50
T. M. French.....	per doz.	1.00

SHOE DRESSING. Per 100.

Mason's.....	78
Acme, 1 doz.....	1.15
Bixby's Royal Polish, 1 doz.....	78
Bixby Jet Oil Polish.....	80
Brown's Shoe Dressing, 1 doz.....	82½
Brown's, Army and Navy, 1 doz.....	82½
Boyer's French Dressing.....	65
" Oil Polish.....	75
Admiral Russet Combination.....	70
Admiral Shoe Dressing.....	70
Whittemore Bros. & Co.:—	
Gilt Edge Polish, black.....	1.00
Boston Waterproof, black.....	2.00
Boston Jr. Waterproof, black, 10-cent size...	85
Elite Combination, Baby, black.....	85
Elite Combination, large, black.....	2.00
Superb Patent Leather Paste, large.....	75
Champion, black, friction polish.....	2.00
Champion Jr., black, friction polish.....	85
French Gloss, black, self-polishing.....	75
Royal Gloss, black, self-polishing.....	75
Dandy Combination, russet.....	2.00
Star Combination, russet.....	75
Dandy Russet Paste, large.....	75
Bossola Waterproof Paste Polish, large.....	75
Bossola Waterproof Paste Polish, small.....	40
Quick White, cleans dirty canvas shoes.....	85
Quick White, cleans dirty canvas shoes.....	2.00
Oil Paste black, never dries up, large tin...	75

GREEN COFFEE.		Per lb.
Rio Golden Fancy.....	.09	2.09 1/2
" Prime.....		2.08
" Choice.....		2.07 1/2
Santos Peaberry, extra fancy.....		2.12 1/2
" Fancy.....	.10	2.10 1/2
" Choice.....		2.09 1/2
Maracalbo, Strictly Fancy, Mild.....	.12	2.12 1/2
" Choice.....		2.11 1/2
Washed Caracas, Fancy.....	.14	2.14 1/2
Laguayra, Fancy.....		2.13 1/2
Java, Extra Fancy Old Government.....	.20 1/2	2.21
" Extra Fancy.....		2.20
" Fancy.....		2.19 1/2
Mocha, 1/2 and 1/4 bales, genuine, finest..		2.19
Mocha Seed, Santos, Fancy.....		2.10 1/2
Mocha Seed, Santos, Choice.....		2.10 1/2
ROASTED COFFEE IN BULK.		
Rio, Extra Fancy Golden.....		2.12
" Prime.....		2.10
" Choice.....		2.09 1/2
Santos Peaberry, extra fancy.....		2.16
Santos, Extra Fancy.....		2.13
" Fancy.....		2.12 1/2
" Choice.....		2.12
Laguayra, Fancy.....		2.14
Maracalbo, Choice.....		2.14 1/2
" Fancy.....		2.15
" Extra Fancy.....		2.15 1/2
Java, Extra Fancy Old Government.....		2.25 1/2
" Fancy.....		2.24 1/2
Mocha, Finest.....		2.23 1/2
Lipton's Blended Coffee—		
Mocha and Java, No. 1.....		2.22
" " " 2.....		2.20
" " " 3.....		2.17
" " " 4.....		2.14
Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.		
Levering Coffee Co.—		
Ventura.....		2.17 1/2
Eureka.....		2.14 1/2
Leader.....		2.13
Jap.....		2.13
Special, No. 6.....		2.11
Special Drive.....		2.11
Extra Value Blend.....		2.10 1/2
Bargain Blend.....		2.10
Packed in 50 and 100 lb. fancy paper lined bags.		
PACKAGE COFFEE.		Per lb.
Two per cent. discount on package coffee. Sold on the equality plan.		
New York Card Price. 100-lb. Cases. 60-lb. Cases.		
Arlona.....	15 1/4	15 1/2
Arbuckle's Seven Day.....	10 1/4	10 3/4
Lion.....	13 1/4	13 3/4
B. Fischer & Co., Hotel Astor Coffee, 1 lb. tins..		2.26
Salado, lbs.....		2.20
" 50-lb. tins.....		2.19
" barrels.....		2.18
Viv, lbs.....		2.16
" 50-lb. tins.....		2.15
" barrels.....		2.14

Lipton's Package Coffee—		
Special.....		2.26
Perfection.....		2.20
Packed in 30 and 60 pound cases.		
German-American Coffee Co.—		Per lb.
Triunfo, 24 2-lb. cans.....		2.29
" 48 1-lb. cans.....		2.29 1/2
Trinidad, 60 or 100 1-lb. cartons.....		2.26
"G-A" Blend, 20 3-lb. cans.....		2.24
La Cruzada, 60 or 100 1-lb. cartons.....		2.21 1/2
Iowa, 60 or 100 1- and 2-lb. cartons.....		2.18 1/2
Tumbala, 60 or 100 1-lb. cartons.....		2.16 1/2
Queral (after-dinner), 12, 24 or 48 1/2-lb. cans per 1/2 lb.....		2.35
Levering Coffee Co.—		
Tourist, 40 or 60 1 lb. tins.....		2.27 1/2
Tourist, 24 or 30 3 lb. tins.....		2.27 1/2
Almoco, 40 or 60 1 lb. tins.....		2.20 1/2
Almoco, 24 or 30 3 lb. tins.....		2.20 1/2
E. L. C., 100 lbs. to case.....		2.14
E. L. C., 60 lbs. to case.....		2.14 1/2
Golden Drip, 2 lb. bags, 100 lbs. to case.....		2.14 1/2
Golden Drip, 1 lb. bags, 100 lbs. to case.....		2.14 1/2

COFFEE ESSENCE AND CHICORY.

Pfaff & Diller's "Kosyr"—		
50 tins in box.....	per box	3.80
12 tins in box.....	per carton	.95
1 lb. tins.....	per dos.	5.75
George Floto's Sons—		
Floto's Coffee Essence, 1/4-gross improved cans.....	per gross	2.25
Floto's Coffee Essence, 1/4-gross cans, tin ends.....	per gross	2.70
Floto's Coffee Essence, 1/4-gross cans, all tin.....	per gross	2.85
Floto's Package Chicory, 65-lb. cases, per lb.....		2.04 1/2
Floto's Vienna Coffee Essence, Manila, 1/4 gross.....	per gross	2.25
Hummel's Essence, tin cans, 1/4 gross, per gross		2.85
" " tin ends, " " "		2.70
" " Improved " " "		2.25
Chicory, Selig's 65's.....		
English Ground, bags about 160 lbs.....		2.05 1/2
Franks', stick, 65 lbs.....		2.06 1/2
Muller's, Columbus Brand, 5 sticks to lb., 65 lbs.....		2.04 1/2

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
Blasting, B, kegs, 25 lbs.....	1.30
Duck, kegs, 12 1/2 lbs.....	4.75
Duck, kegs, 6 1/2 lbs.....	2.65
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
FG, FFG, FFFG, kegs, 12 1/2 lbs.....	2.65
FG, FFG, FFFG, kegs, 6 1/2 lbs.....	1.30
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85
BB, bags, 25 lbs.....	2.10

BLUING—Dry.		Per Gross.
Barlow's, small, 2 doz.....		2.60
" large, 1 doz.....		5.20
Sawyer's, No. 1, 6 doz.....		1.50
" No. 3, 3 doz.....		3.35
Colburn's, No. 2, 4 doz.....		1.60
" No. 2, 3 doz.....		2.50
" Mammoth, 3 doz.....		3.60
" Ball Blue, 1 oz., 3 doz.....		2.60
" Ball Blue, 2 oz., 3 doz.....		4.80

BLUING—Liquid.		Per Gross.
Boyer's Bengal, 8 oz., 1/4 gross.....		3.90
Cream Indigo, 2 oz., 1/4 gross.....		3.90
Cream Indigo, 4 oz., 1/4 gross.....		7.40
Cream Indigo, 8 oz., 1/4 gross.....		11.40

BUTTER.		Per lb.
Tub Butter:—		
Creamery, Extra, 60-lb. tubs.....		2.26
" First, ".....		2.25
" Second, ".....		2.24
" Third, ".....		2.22 1/2
" Imitation, 30-60 'bs.....		2.21 1/2
5-and 10-lb. rolls, 60- and 100-lb. boxes.....		2.27
Ladies, 30-60 lbs., bakers' use.....		2.20
Print Butter:—		
Star or S. D. brands, 1 lb., 20-50-lb. bxs.....		2.29
B. B., E. D. brands, 20-50-lb. boxes.....		2.28
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....		2.27
Sheaf ("400") Elgin, 20-50-lb. boxes.....		2.26
Sheaf.....		2.25
Milken Farm, lbs. and 1/2 lbs.....		2.30
Gurnee, pounds or half pounds.....		2.28
Belle Spring.....		2.26

CANDLES.		Per lb.
P. & G., 8's, 30 lbs.....		2.10 1/2
" 16's, ".....		2.11 1/2
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....		2.08 1/2
Searchlight Hotel, 16's, 30 lbs.....		2.09 1/2
Peerless " ".....		2.10 1/2
Bright Light, " ".....	per box	2.00
Werk's, 8's, 30 lbs.....		2.11
" 16's, 30 lbs.....		2.12
Carriage Candles, size 6x1 1/4.....		2.19
Martha Washington, long 125.....	per lb.	2.17

JARS AND JAR RUBBERS.		Gross
Glass Jars—		
Pints.....		6.40
Quarts.....		6.65
Half-gallons.....		8.75

Jelly Tumblers—		
Barrels, 22 doz.....	per dos.	2.19
(No charge for barrels.)		
Jar Tops and Rubbers—		
Mason's Caps, 1/2 gro., no rubbers, per gro.		2.75
Jar Rubbers—		
Lip, wide.....	per gross	2.85
Acme, wide, 1 doz. cartons.....	per lb.	2.45
" medium, 1 doz. cartons.....		2.40
Reliable, white rubber, wide.....		2.26
" " medium.....		2.26
Black, medium.....	per lb.	2.25
(\$5 lb. lots 1 cent per lb. less.)		

COOKING HERBS.		
Mayflower brand, Sweet Marjoram.....	per dos.	2.25
" Sage.....		2.25
" Thyme.....		2.25
" Savory.....		2.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, 1/2 doz. Thyme, 1/2 doz. Savory.....	per case	1.00
Colburn's "A" brand, Sweet Marjoram,		
Thyme, Sage, Savory—		
1/4-lb. cartons, 1 doz.....	per dos.	2.40
1/2-lb. " ".....		2.75
1/4-lb. " ".....		1.25
1/4-lb. screw cap bottles, 2 doz.....	per dos.	2.90
1/4-lb. square cans, 2 doz.....		2.85

CANNED GOODS.		Per Dos.
Tomatoes—		
Mrs. Hancock's Frying.....		1.15
DuBois' Frying.....		1.10
Jersey King, No. 3, Standard Jersey.....		2.90
Blue Hen Chickens, No. 3.....		2.92 1/2
Silver Lake, fancy, Jersey.....		2.97 1/2
Hoffecker's, standard, No. 3.....		2.85
Plantation, No. 10, 1 doz.....		2.45
Silver Lake, No. 10, 1 doz.....		2.75
Golden Rule, No. 3, seconds.....		2.77 1/2
Alta, No. 2.....		2.60
Lima Beans—		
Tinsley's, extra small.....		1.25
Silver Lake.....		1.20
Early Autumn.....		2.95
Boyer's, No. 2.....		1.07 1/2
Oxford, Maine packed.....		2.87
String Beans—		
Extra Fancy.....		1.50

BORDEN'S Peerless Brand Evaporated Milk

AN UNSWEETENED CONDENSED MILK

Made by the Originators of Condensed Milk, who for 50 Years have devoted all their Energies to the Production of the *Highest Quality Sanitary Milk*, in which *Gail Borden* was *The Pioneer*.

A Point of Interest to Jobber, Retailer and Consumer

BORDEN'S CONDENSED MILK CO.

EST. 1857

"LEADERS OF QUALITY"

NEW YORK



"One Ounce of Prevention Is Worth a Pound of Cure"

If you will tell your customers to use the product pictured here, on their floors it will make them look like new and it will preserve them. A floor treated with **Moore's Wax** will last twice as long as one that isn't. Your customers are getting this wax from paint stores. You might as well have this money. Besides the big profit, every case contains Universal Coupons for you and your customers.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

-2-

Boyer's, ss.....	.70
Acorn, 3s.....	.95
Acorn, No. e.....	.65
Safe, No. e.....	.55
White Wax Beans—	
Champion.....	.67½
Winsom, N. Y., No. 10, 1 doz.....	3.60

Beans (Pork and Beans—	
B. & M., No. 3, plain.....	1.35
B. & M., No. 3, tomato sauce.....	1.55
Campbell's, No. e, plain.....	.90
Campbell's, No. e, sauce.....	.90
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37½
Van Camp's, No. 1, sauce, 4 doz.....	.87½
Van Camp's, No. 2, sauce, 4 doz.....	1.35½
Moore & Brady, No. 3, plain.....	.85
Moore & Brady, No. 3, sauce.....	.90
Moore & Brady, No. 1, picnic size, plain.....	.42½
Moore & Brady, No. 1, picnic size, sauce.....	.47½
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97½
Martin Wagner Co., No. 3, tomato sauce.....	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 1, sauce.....	.65
Schimmel's, No. 2, sauce.....	.95
Schimmel's, No. 2, plain.....	.90
Bunker Hill, No. 3, plain.....	.77½
Bunker Hill, No. 3, tomato sauce.....	.80
Salder's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz.....per doz.,	1.80
3-lb. cans, 3 doz.....	1.40
1-lb. cans, 4 doz.....	.90
1-gal. cans, ¼ doz.....	5.00
Sunnyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz.....per doz.,	.95
3-lb. cans, 3 doz.....	.70
1-lb. cans, 4 doz.....	.45
1-gal. cans, ¼ doz.....	3.00

Red Kidney Beans—	
Joan of Arc, No. 2.....	.82½
Van Camp's, No. e, 2 doz.....per doz.,	.77½

Corn—	
Paris, fancy Maine.....	1.15
American Beauty, extra fancy, Shoe Peg.....	.85
Cream of Susquehanna.....	.95
Baker's, G. W., whole grain.....	.82½
Shoe Peg, Susquehanna.....	.80
Shoe Peg, Osborn's.....	.65
Mark, crushed.....	.65
Rex, No. 2, Fancy Whole Grain.....	.65
Vanity, No. 2, Whole Grain.....	.62½

-10-

Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
French, fine, 100 cans.....	11.75
French, medium, 100 cans.....	10.25
Boyer's, Midgets.....	1.55
Boyer's, Extra Sifted.....	1.25
Boyer's, Sifted.....	1.10
Boyer's, Early June.....	.95
Jumbo June.....	.90
Little Nell's, Baltimore.....	.60½
Hermit Brand, No. e.....	.50½

Beets—	
Silver Lake, fancy, No. 3.....	1.00
Chataqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.05
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	1.10
Farren's, No. 3.....	1.00
Farren's, No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Pumpkin—	
Silver Lake, No. 3.....	.85
Catawba brand, extra fancy, N. Y. State, No. 3.....	.95
Andrews & Co., No. 2.....	.42½
Silver Lake, No. 10 1 doz.....	2.35

Asparagus—	
Superior, large, No. 2½.....	3.50
Staple, medium, No. 2½.....	3.00
Swan, medium, No. 2½.....	3.25
Del Monte Tips, No. 1½.....	2.85
Extra Tips, No. 1½.....	2.75
El Dorado Tips, No. 1½.....	0.70
El Rio, medium, No. e½, 2 doz.....	2.75

CALIFORNIA CANNED FRUIT.

Apricots—	
Extra Quality.....	Per doz. 2.40
Extra standard.....	
Standard.....	
Pears—	
Bartlett, extra quality, 2½s.....	0.25
Bartlett, extra standard, e½s.....	1.20
Bartlett, standard, 2½s.....	1.00
Cherries—	
Extra quality, 2½s.....	2.55
Extra standard, 2½s.....	2.50
Standard, 2½s.....	2.25
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling..	2.20
Tioga, No. 2½, ex. standard lemon cling...	2.15
Valley, No. 2½, standard lemon cling.....	2.00

-11-

Thistle, No. 2½, standard lemon cling.....	1.95
Agate, No. 2½, standard lemon cling.....	1.90
Lake View, No. 2½, yellow free.....	1.80
Oak, Sliced, Lemon Cling, No. 1, 4 doz.....	1.35
Columbus, No. 2½, pie peeled yellow free..	1.47½
Columbus, No. e½, pie peeled lemon cling..	1.50
Plums—	
Extra standard egg.....	
Extra standard green gage.....	
Standard egg.....	1.45
Standard gage.....	1.45

DOMESTIC CANNED FRUIT.

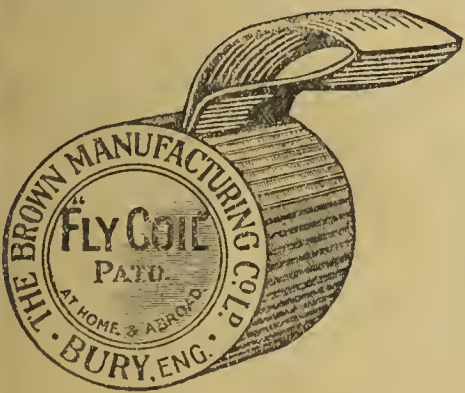
Apples—	
Wayne Co., No. 10, 1 doz.....	0.50
Keystone, No. 3, 2 doz.....	.85
Booth's, oval, No. 3.....	.70
Blackberries—	
Farron's, extra preserved, No. e.....	1.30
Silver Lake, syrup, No. e.....	1.35
Nigger Head, No. 2.....	1.07½
Spring Garden, No. 2.....	.90
Blueberries—	
Loggies, No. 2.....	1.50
Loggies, No. 10.....	6.25
Cherries—	
Silver Lake, pitted, No. e.....	
Flour City, white, No. e.....	
Peaches—	
Maryland Leader, yellow, No. 3.....	1.52½
Maryland Leader, white.....	1.47½
P. & B. yellow, No. 3.....	1.55
Pears—	
Silver Lake, No. 3.....	
Fowling Creek, good, No. 3.....	1.25
Ayres Good, No. 3.....	1.05
Raspberries—	
Red Farmside, extra, preserved, No. e.....	0.30
Pride of Rochester, fancy, preserved, No. e	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz.....	
Strawberries—	
Anchor, No. 2.....	.90
Jumbo, No. 1, 4 doz.....	1.00
Silver Lake, No. e.....	1.45
Defonce, No. 2.....	1.90
Pineapple—	
Acorn, E. & C., No. e.....	1.95
General, E. & C., sliced, No. 2.....	1.80
Indian River, E. & C., No. 2.....	1.65
Terrapin, E. & C., sliced, No. e.....	1.60
Orange Grove, E. & C., No. e.....	1.35
Singapore Chunks, No. 1½, 4 doz.....	1.05
Wallace, E. & C., sliced, No. 2.....	1.30
Singapore, cubes, No. 1½, 4 doz.....	1.00
Wagner's, No. 1, cocktail, 2 doz.....	.95
P. & B., grated, No. 3.....	.75
James, No. 3, pie, grated.....	.80
Singapore, cubes, No. 1, 4 doz.....	.67½

-12-

The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved.	
Chop Tan Hln, ¾ lb., cubes.....	75½
" ¾ lb., sliced.....	.77½
" 1½ lb., cubes.....	1.02½
" 1½ lb., chunks.....	1.10½
" 1½ lb., spiral sliced.....	1.15
" 1½ lb., smooth sliced.....	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

Crabs—	
Devilled, No. 1, 4 doz.....	2.17½
Devilled, No. e, 2 doz.....	3.25
Clams—	
Gold Label, No. 1, 4 doz.....	1.05
Star, No. 1, 4 doz.....	.95
Lobster—	
B. & M., No. 1, flat, 4 doz.....	4.65
B. & M., No. ¾, flat, 4 doz.....	2.45
B. & M., No. 1, tall, 4 doz.....	4.35
B. & M., No. ¾, flat, 4 doz.....	3.00
Star brand, No. ¾, flat, 4 doz.....	1.40
Star brand, No. 1, tall, 4 doz.....	3.85
Star brand, No. ¾, flat, 4 doz.....	0.42
Shrimps—	
Peerless Brand (Barataria), dry, No 1, 2 doz.....	1.17½
Peerless Brand (Barataria), new pickled, No. 1, 2 doz.....	1.12½
Cotton Bale, pickled, No. 1, 2 doz.....	1.10
Mackerel—	
Pickert's, soured, No. 3, 2 doz.....	3.15
Underwood, soured, No. 1, 4 doz.....	1.65
Underwood, soured, No. e, 2 doz.....	0.50
Oysters—	
Boyer's, No. 1, 2 doz.....	.92½
Boyer's, No. e, 2 doz.....	1.80
M. & B., No. 1, 2 doz.....	.92½
Stewart's, No. e, 2 doz.....	1.65
Stewart's, No. 1, 2 doz.....	.85
Victory, No. 1, 2 doz.....	.87½
Kipperd Herring—	
Maconachs's, 2 doz., plain.....	1.47½
Gold Label, No. 1, spiced, 4 doz.....	.82½
Salmon—	
Gibraltar, Sockeye, No. 1, tall.....	1.90
Gibraltar, Sockeye, No. ¾, flat.....	1.25
Haggood's, No. 1, tall, 4 doz.....	0.10
Haggood's, 1 lb., flat, keys.....	2.35
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz.....	1.70
Humes, Karluk, No. 1, tall, 4 doz.....	1.41½



Brown's Famous Fly Coil

catches more Flies to the square inch than any other Flycatcher. It attracts customers by its novelty, neatness and cleanliness. Hang up a couple of them and see how much they improve the appearance of your store and increase the comfort of customers. When people see a good thing like this they want it and you sell lots of them. Why not catch customers as well as Flies?

Brown's "Fly Coil" is easier to use and easier to sell than any "Fly-paper."

TO BE OBTAINED FROM

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES
AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

-21-

COCOANUT.		Per lb.
Schepp's Shredded, 1/4-lb. pkgs., 15 lbs. to case	1/4 lbs.	.23 1/2
" " " " " "	1/2 lbs.	.22 1/2
Dunham's, 5-cent package		.29
" " " " " "		.26
" " " " " "		.28
" " " " " "		.26 1/2
Franklin Baker Co's—		
Brazil, 70 1/4-lb. packages		2.50
" " 35 1/4-lb. " "		2.50
" " 38 1/4-lb. and 16 1/4-lb. packages		2.50
Brazil, 18 1-lb. packages		2.50
" Shred, in pkgs., 20 lbs.		.11
" " in boxes, 25 lbs.		.10 1/2
" " in barrels, 140 lbs.		.10
Table Talk, Thread, in pkgs.		.11
" " " " " "		.10 1/2
" " " " " "		.10
Rakers', Macaroon, barrels, 140 lbs.		.10 1/2
" Slice, " " "		.10 1/2
" Strip, " " "		.10 1/2

CRACKERS AND CAKES.

A. Exton & Co.:	Bbbs.	Bxs.
Butter Crackers	.08	.08 1/2
Oyster " "	.08	.08 1/2
Wine Scallops	.16	.10 1/2
Cracker Dust	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son:	Bbbs.	Bxs.
Assorted Jumbles	.07 1/2	.08
Brown Edge Water		.10
Butter Thin		.12
Clover Mixed		.08
Cocoonut Ripple		.10
Cookie Mixed	.08 1/2	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08 1/2	.09
Fruit Gem		.08
Graham Wafer		.10
Grandma Cookies	.08 1/2	.09
Honey Jumbles, XX	.09 1/2	.10
Iced Charter Oak		.09

-22-

Iced Ginger Tablet	.08
Iced Honey Jumbles	.09 1/2
Iced Penn Treaty	.07
Iced Vedette Wafer	.07 1/2
Lemon Bar	.08 1/2
Man-in-the-Moon	.08
Milk Lunch	.07
Orange Cookies	.07 1/2
Quaker City Mixed	.07 1/2
Salted Strips	.08 1/2
Saltines	.12
Soda Biscuit XX	.06
Soda Biscuit XXX	.06 1/2
Spiced Wafers	.07 1/2
Sunshine Cookies	.07 1/2
Water Crackers Star	.06 1/2
Package Goods—	Per doz.
Animals	.50
Butter Thin	1.00
Gingerettes	1.00
Gold Medal Soda (small)	.50
" (large)	.90
Graham Wafers	1.00
Ivinettes	.50
Milk Lunch	1.00
Our Ginger Snaps	.50
Pink Tea	1.00
Sugar Snaps	.50
Saltona Biscuit	1.00

Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.	
Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
" " with Horse-radish, p. dz.	1.75

-23-

Wein Senf, in bbls.	per gal.
" 1 gallon stone jars	per jar .75
" 5 gallon kegs	per keg 2.50
Prepared Mustard, in bbls.	per gal.
" " in 15 gallon kegs	per gal.
" " in 10 " "	" .25-.40
" " in 5 " "	" .75
" " in 1 " "	" .40
Prepared Special, with spoon, 2 doz. in case,	
" per doz.	.95
" Sifting top, 2 doz. in case, per doz.	.46
" with Horse-radish, 2 doz. in case,	
" per doz.	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmentaler Swiss Cheese, Selected tub	.23
" " " " " "	.24
Sap Sago, 3 to a lb. cask, per lb.	.18, less
Roquefort Cheese, 12 in case, per lb.	.38 1/2
Parmesan, loaves about 30 lbs. each, cut	.32
Edam Cheese, 12 in case, case, 10.50, single	.80
" " in tin	per lb. .26
" 1-lb. tins	per case 3.75
Camembert, in wood boxes	per doz. 2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles,	
" per doz.	1.45
Parmesan, grated, ready for use, large bottles,	
" per doz.	1.75
Parmesan, grated, ready for use, small bottles,	
" per doz.	1.75
Olmutzer Hand Cheese, 100 lb. box	2.25
Edelweiss, Romatour and Bier-Kase, per doz.	4.00
American Swiss, No. 1, leaf	.16 cut
" " Square leaves, No. 1, about	
" 25 lbs. each	per lb. .16
Limburger Cheese, No. 1, box, 14; 1/4 box,	
" 14; less	.16
Muenster Cheese	per lb. .17
Brick Cheese, No. 1	.16
English Dairy Cheese	" .17 1/2
Pineapple (Picnic size), 6 in box	per box 3.00
" (Gem size), 6 in box	" 2.25
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case	per doz. 4.50
Lunch size, 2 doz. in case	" 2.40
Picnic size, 2 doz. in case	" 1.35
Trial size	per doz. 1.00
MacLaren Imperial Cheese, Club size, per doz.	
" " No. 1 size	2.40
" " large size	2.95
" " small size	1.45
Fromage de Brie, M. C. C., 1 in box	per box 1.55
" d'Isigny, 6 in box	" 1.55
Wm. Tell brand, 12 in box	" 1.40
Neufchatel (Cow brand), 25 in box	per box .95
Star Cream, or Phila., 12 " "	1.90
Minature Cream, or Phila., 12 " "	.95
Hand Cheese, 8 doz.	per doz. 1.35
" 4 " "	.70
" 4 " Thuringer	.85

-24-

Farmer Hand Cheese, 4 doz. in box	per box 1.45
Schutzen Cheese, 12 in box	" 1.25
American Mountain Cheese (Alpen Kase), 50	
1-lb. packages	per lb. .18
IMPORTED AND AMERICAN MEATS AND SAUSAGES.	
Westphalia Ham (marked weight)	per lb. .48
Wiener Wurstel, 16 in tin	per doz. 4.75
" 8 " "	" 2.75
Carlsbad Speck (Imported Bacon)	" .32
Imported Cervelat Sausage (Rolf's)	per lb. .48
Imported Frankfurters	per doz. 3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size	per doz. 3.00
American Holsteiner, by bbl.	12 less, per lb. .14
" Landjager, short	per lb. .24
" long	" .25
Mortadella, Dry	per lb. .25
Knackwurst, 25 in box, per box,	
" \$4.75	per doz. 2.40
Cervelat (E), 50 and 100-lb. boxes,	
" 21; less	.23
Cervelat, Blue Ribbon, 50 and 100-lb. boxes,	
" 19; less	.21
Cervelat, Crescent, 50 and 100-lb. boxes,	
" 16 1/2; less	.18
Cervelat, Tip Top, 50 and 100-lb. boxes,	
" 14; less	.16
Cervelat, E. Gothaer, 50 and 100-lb. boxes,	
" 23; less	.24
Salami (E), 50 and 100-lb. boxes,	
" 20; less	.22
Salami, Blue Ribbon, 50 and 100-lb. boxes,	
" 18 1/2; less	.20
Salami, G. A. P., 50 and 100-lb. boxes,	
" 16 1/2; less	.18
Tongue Sausage	per lb. .18
Smoked Braunschweiger Liver Sausage	per lb. .15
" Lachs Ham	.28
Petit Delicatess Frankfurters, plain,	
" per doz.	1.00
Petit Delicatess Frankfurters, with	
" Sauer Kraut	per doz. 1.00
Lebanon Beef Bologna	per lb. .15
Paprika Speck	" .18
Mettwurst, half-round	" .16
Liver Sausage (Special), truffle, goose or sardellen	per lb. .24
Smoked Thuringer Blutwurst	" .18
" Pfefferwurst	" .18
PICKLED MEATS.	
Lamb Tongues (Derby Brand), pint glass jars,	
" per doz.	4.75
" (Derby Brand), quart glass jars	
" per doz.	5.75
" (Derby Brand), 10-oz. jars,	
" per doz.	2.50
Calves' Head, in round tins	per doz. 1.65
Pickled Meats, in glass	" 1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	



An All-year Round Drink

Clicquot Club Ginger Ale has been widely advertised all over the country. It is the one ginger ale made here which most people would rather have than the imported.

Don't wait until summer to lay in a stock. It sells in winter as well as summer, and if your customers see a supply of it tastefully arranged in your store they won't go to their druggists to get it. You might just as well have the profit, don't you think?

Clicquot Club Co.

Philadelphia Agent
R. S. WILLIAMS
123 South Front Street

Millis, Mass.



No Rival for Winorr

"I wouldn't handle it; I'm selling enough brands of canned corn now?"

Do you say that to our *Winorr* proposition? If you do, you can hardly know about *Winorr*, because in the ordinary sense it is not canned corn at all. It is a corn specialty—corn packed without the hulls. You have nothing like it now, and for that reason it competes with nothing and has no competition.

True; it may cut in somewhat to your sales of other brands, but what of it, if it makes you as much profit and gives the customer better satisfaction?

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

THE PRESSING & ORR Co.

Norwalk, Ohio

-25-

Beef Salad, in glass.....per doz.	1.00
" " in pint jars, glass....."	"
" " in quart jars, glass....."	"
Lamb tongues, in glass.....	1.60

HOLLAND AND SCOTLAND HERRINGS.

Holland Herring, mixed, "Y. M." 1/2 bbl.	5.50	60-75
" " milkers, " 1/2 bbl.	6.50	75-85
" " mixed, Standard, bbl.		
" " 1/2 bbl.	5.50-6.50	
Holland Herring, milkers, Standard, bbl.		
" " 1/2 bbl.	8.00	
Scotland Herring, mixed, large fulls, bbl.		
" " milkers, large fulls, bbl.		
" " 1/2 bbl.	8.00	
Marinade Herring, Imported, about 40 in pall.	1.25	
Roll Herring, Imported, about 25 in pall.	1.00	
Spiced Herring, Imported, about 40 in pall.	1.00	
Norway Stockfish, dry.....per lb.	15	
Matjes Herring.....per pall		

BISMARCK HERRING.

Pint size, round tins, with key.....per tin	.20
Quart " " " " " " " " " " " "	.35
2 Qt. " " " " " " " " " " " "	.55
4 Qt. " " " " " " " " " " " "	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box.....	
Kruger's Roll- and Brat-Haring, oval tins, per doz.....	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand).....per keg	.75
" " 5-lb. pails.....per pall	.55
" " 10-lb. pails.....per pall	1.05
Cut Spiced Sardines, per 10-lb. pall....	.75
" " 5-gal. keg.....per keg	2.75
Russian Sardines, in glass jars.....per doz.	2.25

NORWAY ANCHOVIES.

Original Package.....per 1/2 bbl.	5.50
Repacked in 5-lb. pall.....per pall	.60
" " in 10-lb. pall.....per pall	1.10
" " in 5-gal. kegs.....per keg	2.75
" " in 1/2-lb. flat tins.....per doz.	.95
" " in 1/4-lb. tall tins.....per doz.	1.50
" " in 1-lb. tall tins.....per doz.	2.00
Fancy Kegs—1 1/2 keg, .80; 1/2 keg, .40; 1/4 keg, .20	

SALT SARDELLEN.

Original Package, 1902.....per anker	16.00
Repacked—kegs, about 8 lbs.....per keg	3.25
" " pint jars.....per doz.	6.00
" " large tumblers.....per doz.	2.25
" " small tumblers.....per doz.	1.25

-26-

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	1/2 kilo Cans, per dz.	19.50
1/2 " " " "	10.50	1/4 " " " "	10.50
1/4 " " " "	5.50	1/8 " " " "	5.50
1/8 " " " "	2.75	1/16 " " " "	2.75

GERMAN DILL PICKLES.**Regular Size.**

60 gal. cask—about 2000.....per cask	
50 " bbl.—" 1200.....per bbl.	
15 " keg—" 500.....per 100	
10 " keg—" 300.....per 100	1.00
5 " keg—" 150.....per 100	
10 lb. pall—" 50.....per pall	

DOMESTIC SOURKROUT**Long Cut.**

60-gal. cask.....per cask	
48 gal. bbl.....per bbl.	6.50
10 " keg.....per keg	2.40
5 " keg.....per keg	1.25
10 lb. pall.....per pall	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse).....per lb.	.18
Splitkugeln.....per lb.	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg.....per bundle	.30
Basler Lebkuchen, No. 1, 6 " " " " " "	.50
" " No. 2, 6 " " " " " "	.75
" " No. 3, 6 " " " " " "	1.00
Amandines, 9-lb. tins.....per tin	5.25
" " small tins.....per tin	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50
10 gal. keg.....per keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb, bags, per bag.....	2.75
Green Kern.....per lb.	.10 1/2
Potato Flour.....per lb.	.08
German Dried Pears.....per lb.	.14
Dried Mushrooms.....per lb.	.60-1.00
Juniper Berries.....per lb.	.08
St. John's Bread.....per lb.	.05
Bay Leaves.....per lb.	.06-.08

-27-

COTTOLINE.

30 2-lb. tins.....per case	6.50
15 4-lb. " " " " " "	6.50
6 10-lb. " " " " " "	6.50
Freight prepaid on two-case lots.	

EGGS.

Nearby, candled and selected, 30-doz. crates....	.22
Western.....per doz.	.21

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.23
New York, Full Cream, new, 12's, 40-lb. bxs. 12-12 1/2	
Picala, Full Cream, new, fancy, 20-lb. bxs.....	.13 1/2

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.....	.28
Anchovies, in oil, 1/2 bottles.....per doz.	4.50
" " 1/4 bottles.....per doz.	3.25
Anchovy Paste, fancy, per doz.....	4.75
" " plain, per doz.....per doz.	3.75
Bouillon, Burnham, pints, 2 doz. in case....	3.75
" " 1/2 pints, 2 doz. in case.....	2.00
Capers, Nonpareil, 1/2 gallon kegs.....	1.50
" " Quart, glass.....per doz.	7.00
" " bottled, 1/2 size....per doz.	2.35
" " 1/4 size.....per doz.	1.90
" " 1/8 size.....per doz.	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" " med. " " " " " "	5.00
" " small " " " " " "	4.75
Cherries in Maraschino, in glass, 1-doz. case...	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. case. p. dz.	.90
" " 3 lb., 2 dz. case.....	2.20
Currie Powder, pints, per doz.....	3.50
" " 4 oz. " " " " " "	2.25
" " 2 oz. " " " " " "	1.50
Russian Caviar, 1/2's.....per doz.	2.65
" " 1/4's.....per doz.	5.00
" " 1/8's.....per doz.	9.50
" " 1's.....per doz.	18.00

-28-

French Peas, Extra Fins, per case.....	16.00
" " Fins, per case.....	14.00
" " Moyens, per case.....	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case...	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb....	.19
" " Dinner Biscuits, per lb....	.30
" " Breakfast Biscuits, per lb....	.32
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.....	1.25
" " 1/2 pints, per doz.....	.60
Salt, in 4-doz. stone jars.....per doz.	1.75
Morris' Extract of Beef, 4 oz., per doz.....	6.50
" " 2 oz., " " " " " "	3.55
Anker's Extract of Beef, 120 vials.....per doz.	4.00
" " 4 oz.....per doz.	4.00
" " 8 oz.....per doz.	7.25
" " 16 oz.....per doz.	13.50

Theodore Marquet Mushrooms :-

First Choice.....per case	25.00
Choice, 100 tins per case.....	23.00
Extra, " " " " " "	27.00
Hotel, " " " " " "	19.00

Truffles, 1/2 lb. tins, per tin, .30

" " 1/4 lb. tins, per tin, .15	
" " 1/8 lb. tins, per tin, .08	

Shrimps, Pickled, small size.....per doz.

Dunbar's Shrimps, 2 doz., per doz.....	2.25
" " Figs in Cordial, 1 doz., per doz.....	5.00

Bishop's Figs in Cordial, 1 doz., per doz.....

Crystallized Ginger, 1-lb. tins, per doz.....	4.00
" " 1/2-lb. " " " " " "	2.25

Rose's Lime Juice, per doz.....

Victor Rose Water, per doz.....	3.60
" " Peach Water, per doz.....	2.25
Pitted Olives, per doz.....	5.25

Armour's Solid Extract of Beef—Per doz.

Size 2 jars, 1 dozen in case.....	4.45
" " 4 " " " " " " " " " " " "	8.20
" " 8 " " " " " " " " " " " "	15.90
" " 16 " " " " " " " " " " " "	29.75

Armour's Fluid Beef Extract—

Size 4 bottles, 1 dozen in case.....	4.45
" " 8 " " " " " " " " " " " "	8.20
" " 16 " " " " " " " " " " " "	16.00

Armour's Beef Extract and Vegetable Tablets—

1 dozen small boxes, 12 tablets each.....	2.25
1 " medium " 36 " " " " " "	6.00
1 " large " 72 " " " " " "	10.00

Armour's French Bouillon—

Size 4 bottles, 1 dozen in case.....	4.00
" " 16 " " " " " " " " " " " "	14.00

Armour's Asparox—

Size 4 bottles, 1 dozen in case.....	2.50
" " 12 " " " " " " " " " " " "	7.20
" " 5 " " " " " " " " " " " "	3.50
" " 2 fancy jugs.....per jug	1.50

Armour Tomato Bouillon—

Size 4 bottles, 1 dozen in case.....	2.50
" " 12 " " " " " " " " " " " "	7.20
" " 5 " " " " " " " " " " " "	3.50
" " 2 fancy jugs.....per jug	1.50



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become a STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents

PHILADELPHIA, PA.

-29-

FLOUR.

	Per Bbl
King Midas	6.40
Gold Medal	6.25
Millbourne	6.10
On Top	6.30
Cerosota	6.10
Pillsbury's Best	6.15
Taylor's Fancy	5.10
Semper Idem	4.70
Pride of the West	4.75
Sunbeam	4.65
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks.....per 100 lbs.	

FARINACEOUS GOODS.

	Per Bag.
Corn Meal—	
Lea's, white, Table, 100 lbs.....	2.20
" yellow, granulated, 100 lbs.....	2.20
" table, 100 lbs.....	2.10
Western yellow, granulated, 100 lbs.....	1.95
Quaker, 36 packages	2.25
Farina, Hecker's, 24 1's, per case.....	1.40
" Schumacker's, 24 packages, per case..	1.10

Beans—	
California Lima.....per lb.	.05 3/4
Marrows, Fancy N. Y. State, grain bags bush	2.60
Medium, Fancy, grain bags.....bu.	2.55
Pea, fancy, grain bags.....bushel	2.60
Pea, fancy, Michigan, grain bags.....bushel	2.55
Red Kidneys.....	2.00

Peas—	
Green.....per bushel	2.60
Scotch	2.60
Split, yellow.....	2.10
" green	

-20-

Lentils—	
000000, 110-lb. bags.....per lb.	.05
Less quantity.....	.05 1/2
Shaker Corn—	
Fancy, barrels.....per lb.	.05 3/4
Less quantity.....	.06
Hominy—	
Lea's Breakfast, 10 pkgs.....case	1.50
Lea's Pearl, 100 lbs.....per bag	2.25
Schumacker's Breakfast, 10 pkgs. to case....	1.30
Western Pearl, 100 lb. bags.....	1.75
Western Grits, 100 lb. bags.....	1.75
Barley—	
00.....	.05 3/4
No. 3, 100-lb. bags.....	2.50
Noodles, Climax, 24 roc. pkgs., asst., case....	1.15
" 48 5c. pkgs., case.....	1.25
" asst., 24 5c., 12 roc. case....	1.20
" Smith's, 30 10 c. packages.....	1.90
" assorted, 5 and 10 c.....	1.90
Golden Egg, 5 and 10 cent.....	1.55
Golden Egg, 5 cent.....	1.55
Golden Egg, 10 cent.....	1.55
Oatmeal, 5, per bbl.....	6.55
" kegs 100 lbs., per keg.....	3.45
Oaten Coads, in cases—	Per case
Avena, 18 packages.....	1.42 1/2
Banner Cats, 20 packages.....	4.35
H. O. Oats, 18 packages.....	2.30
Mother's, 18 packages.....	1.75
Quaker, 18 small size.....	1.45
Quaker, 20 large size.....	4.35
Rollid Oats—	
Avena, per bbl., 180 lbs.....	5.80
Avena, per keg, 90 lbs.....	3.12 1/2
Standard, 180-lb. bbls.....	5.60
" 90-lb. bags.....	2.70

Sago—	
Fine, bags about 160 lbs.....	.03 3/4
50-lb. lots.....	.04 3/4
Admiral, Pearl, 24's.....	.07 1/4
Taploca, Instantaneous, 50 1's.....	.08 3/4
" Colburn's Hasty, 36 pkgs.....	.07 1/4
" Minute, 1/2 gross, per box.....	2.85
" Flake, about 125 lbs.....per lb.	.04 1/4
" loss quantity.....	.04 3/4
" Pearl, 150 lbs.....	.03 3/4
" loss quantity.....	.04 1/2

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs.....case	3.05
Purina Cream Graham.....per bbl.	
Ralston Barley Food, 24 2's.....per case,	3.85
Ralston Health Food, 24 2's, packages "	3.00

-31-

Purina Whole Wheat Flour, 20 5's.....per case	4.20
Egg-O-See, 36 packages.....	2.70
Egg-O-See Corn Flakes, 36 packages.....	2.70
Cook's Malto Rice, 36 2-lb. packages.....	4.20
Force Food, 36 packages.....	3.20
Maple Flake, 36.....	4.05
Malta Vita Corn Flakes, 36 packages.....	2.85
Malta Vita Wheat Flakes.....	
Post's Toasties, 24 packages.....	2.70
Shredded Whole Wheat, 50 packages.....	5.00
" 25 ".....	2.60
Cream Wheat, 36 packages.....	4.50
Apetiza, 24 packages.....	2.85
Flaked Rice, Cook's, 24 packages.....	2.70
Wheatlet, 30 packages.....	3.35
Wheatona, 36 Packs.....	4.20
Grape Nuts, 24 packages.....	2.70
Korn Kinks, 36 packages.....	1.40
Pettijohn's Food, 18 packages.....	1.75
Presto, 18 packages.....	1.50
Quaker Puffed Rice, 36 packages.....	2.65
Quaker Wheat Berries, 36 packages.....	1.70
Triscuit, 30 packages.....	2.50
Kellogg's Toasted Corn Flakes, 36 packages..	2.80
Zest, 24 packages, 15 cent size.....	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling.....per doz	1.10
" Acidulated.....	1.10
Cox's, large.....	1.57 1/2
" small.....	.95
Plymouth Rock, Pink or White.....	1.20
Nelson's.....per doz.	1.35
" small.....	.95
Bromangelon, assorted 3 doz.....	.87 1/2
Fruit Pudding, 2 doz., asst. flavors ..	.80
Jell-O, assorted flavors, 2 doz.....	.87 1/2
Jell-O Ice Cream Powder, 2 doz.....	.97 1/2
Jellycon, 1 doz. in case.....per doz.	.87 1/2
Jellycon, assorted flavors, 3 1/2 doz.....per doz.	.87 1/2
Chalmer's, shredded.....	1.00
Chalmer's, granulated.....	1.00
Chalmer's, No. 1 packages.....	.45
Peter Cooper .....	.80
Tryphosa.....per doz.	.95
Imperial Wine Jelly.....per doz.	.95
".....per gross	11.00
Gelatino, McKinley's.....per doz.	.85
Wotmore's Double Refined, 36 roc. pkgs.....per case	2.70
Pudding, assorted, 2 doz.....per case	1.60
D-Zerta Jelly, assorted, 2 doz.....per doz.	.90

-32-

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.....	.05 3/4
" Elbows.....	.05 3/4
" Macaroni, long, ".....	.05 3/4
" " square ".....	.06 1/2
Larosa Spagbetti, long, 25 lbs.....	.05 3/4
" Vermicelli, square, ".....	.05 3/4
" Macaroni, bulk, ".....	.05 1/4
Anger Baking Co.—	
" Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages.....	1.80
24 10-cent packages.....	1.80
" Plain" Noodles, 24 1-lb. cartons.....	1.80
" 48 1/2-lb. ".....	1.90
Egg Alphabets, 48 5-cent packages.....	1.80
Egg Barley (Eler Gerste), 48 5-cent pkgs....	1.80
24 5-cent A B C and 24 5-cent Egg Barley...	1.80
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/2 cartons.....	2.25
" Golden Seal" brand, 25 1/2 packages (long)	1.88
" 48 1/2 " 5-c. size	1.80
" Golden Seal" Macaroni and Spagbetti, lithographed cartons, 25 1/2 cartons.....	2.00
" Golden Seal" Egg Macaroni, 25 10-cent cartons.....	1.88
" Imperiale" brand, 25 1/2 packages (long)..	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.92
Spice Drops, in baskets, 20 lbs.....	1.60
" in boxes, 12 lbs.....	1.00
Small Lobkuchon (Honey Cakes), 10 5-cent packages in bundle.....per bundle	.30
Bulk, 12-lb. wooden boxes.....	.03

FIXTURES.

H. F. Hancock.	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale.....	12.00
Tea Caddies, Red, No. 52.....	14.00
Tea Caddies, Red, No. 53.....	10.00
Tea Caddies, Red, No. 54.....	8.00
Tea Caddies, Red, No. 55.....	5.00

Hear Us Boast a Little

Really we think you retail grocers ought to be rather close both to **Ralston Health Food** and **Purina Whole Wheat Flour**.

See what we're doing for you?

We're making superfine products which the most careful dealer can freely sell. We're advertising these products to your customers in the magazines at our expense, and we're providing advertising plans which you yourself can use. These:—

Ralston Children's Checkers and Board

Ralston Children's Wagon

Ralston Checkerboard Satchels

Checkerboard Window Display

When a manufacturer makes a good product and then half sells it by good advertising, isn't he entitled to the retailer's loyalty? More than that, is there any better business for you than selling such goods?

RALSTON PURINA MILLS
ST. LOUIS, MO.

T. A. JAMES & CO., General Distributors, 12-16 Chestnut St., Phila.

Light Up, Man!

Light for your store is the cheapest investment you can make.

It gives your store attractiveness.

It makes it a pleasant place to come.

It makes it conspicuous, and thereby advertises it.

People feel more comfortable trading in a light store.

You feel more comfortable working in a light store.

Let us look over the ground for you.

The Philadelphia Electric Co.
Tenth and Chestnut Streets
Philadelphia, Pennsylvania

Scoops, Galvanized, Flour.....	.30
Scoops, Galvanized, Sugar.....	.25
Scoops, Galvanized, Starch.....	.15
Tobacco Cutters.....	1.25
Alarm Money Drawers.....	1.50
Bag and Twine Holders.....	.75
Barrel Covers, 21 in.....	3.50
Barrel Covers, 19 in.....	3.00
Cheese Cutters.....	15.00
Bung Bores, No. 2, 1½ to 2 in.....	1.50
Coffee Mills, No. 7.....	10.00
Coffee Mills, No. 9.....	16.00
Coffee Mills, No. 18.....	45.00
Less 25 per cent. discount.	

Beardsley—		SHREDDED COB.	
Dime cartons, 2 doz. in case.....	per doz.		.90
Tins, Keyed (Jewel) 2 doz. in case..	"		.95
Large cartons or tins, 2 doz. in case	"	2.00	
Dime Tumblers, 2 doz. in case.....	"		.90

THREADED FISH.		Per doz.
Swansdown, 8 doz.....		.65
Osprey, 2 doz.....		.45

	1890	1891	1892	1893	1894
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	24.00	18.60	6.50	1.45	1.21
Ex. Norway, No. 4...	21.00	11.00	5.65	1.30	1.09
Ex. Bloaters, xxx.....	35.00	18.10	9.25	2.00	1.65
Ex. Bloaters, xx.....	30.00	15.60	8.00	1.75	1.45
Ex. Shore, No. 1.....	24.00	18.60	6.50	1.45	1.21
Large Shore, No. 1...	20.00	10.60	5.50	1.85	1.05
Med. Shore, No. 1 ...	22.00	11.60	6.00	1.35	1.13
Large Irish, No. s.....					
Extra Irish, No. s.....	19.00	10.10	5.15	1.20	1.01
Medium Irish, No. s..	18.00	9.60	5.00	1.15	.97
Small Irish, No. s.....	18.00	9.60	5.00	1.15	.97
Irish, No. 3.....					
Large, No. 2	15.00	8.10	4.25	1.00	.85
Herring.					
Lab. Split, Lg. No. 1.					
Lab. Split, Lg. No. 2.					
Shore, Round, Large...	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish.....	4.00	2.60	1.50	.43	
Salmon, Halfax.....					
Shad, No. 1, Mess.....	15.00	8.10	4.85	1.00	.85
Shad, No. 2, Mess.....		3.60			
Haddock, Pickled	6.00				

DRESSED BONELESS FISH.	
Favorite, Cod, 40 lbs.....	.08
Gilt Edge, 40 lbs.....	.06
Favorite Middies, 60 lbs.....	.13

Gilt Edge, s-lb. bricks, 40 lbs.....	.07
Snow White, r-lb. bricks, 20 lbs.....	.08
Favorite Cod, s-lb. brcks, 40 lbs.....	.08½

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
" " small size, 2 doz. in case.....	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case90

Extra Large Georges Cod.....	.c9
Large Bank.....	.08
Medium Bank.....	.07
Pollock.....	.05
Hake.....	.c4½

In original cases, 450 lbs., ½c. less

New Extra Scaled Herring.....	per box	.17
Small Extra Scaled Herring	per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.		
Smoked Salmon, whole fish.....	per lb.	.27
Cromarty Bloaters, sos.....	per box	
" " "	1000	" "

Apples—	
Fancy N. Y. State, 25 lbs.....	.09 $\frac{3}{4}$
Fancy N. Y. State, 48 1 lb.....	.09 $\frac{3}{4}$
Apricots—	
Extra Choice Royals, 25 lbs.....	.15
Standard Royals, 25 lbs.....	.13
Cherries—	
California, unpltted, Black, 25 lbs.....	
California, pitted, Black, 25 lbs.....	
Currants—	
Gold Medal, recleaned, 36 1s.....	.07 $\frac{3}{4}$
Gold Medal, loose, 25 lbs.....	.07 $\frac{3}{8}$
Private Growth, extra, cleaned, 36 lbs.....	.07 $\frac{3}{4}$
“ cleaned, 30 lbs. bulk.....	.07 $\frac{3}{4}$

Peaches—	
Extra Fancy Muirs, 50 lbs.....	.12
Extra Choice Muirs, 50 lbs.....	.09 ³ / ₄
Cbolve Muirs, 50 lbs.....	.08 ³ / ₄
Extra Choice, Yellow, 55 lbs.....	.08 ³ / ₄
Choice Yellow, 50 lbs.....	.08

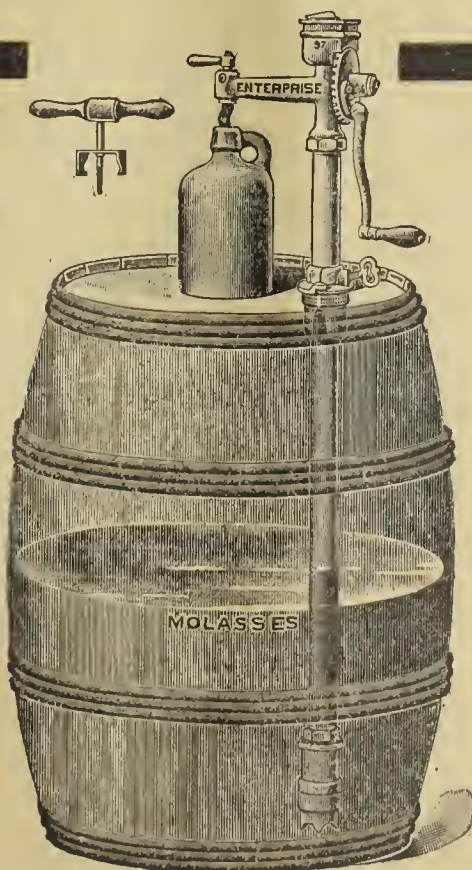
PRUNES.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
Boxes.				
20-30, 25 lbs.....				
30-40, 25 ".....	.08½	.08	.07¾	
40-50, 25 ".....	.07¾	.07½	.07¾	
40-50, 50 ".....		.07		
50-60, 25 ".....	.07½	.07	.06¾	
50-60, 50 ".....	.07	.06¾	.06¾	
60-70, 25 ".....	.06¾	.06½	.06	
60-70, 50 ".....				
70-80, 25 ".....				
70-80, 50 ".....				
80-90, 50 ".....	.05½		.05½	
90-100, 25 ".....				
90-100, 50 ".....		.04½	.04	
100-120, 50 ".....				
Raisins—				
Muscataels, 4 crown, 50 lb.....				.05½
" 3 " 50 lb.....				.04½
" 2 " 50 lb.....				.04½
Cal. Thompson Seedless, 50 lbs.....				.06½
Cal. Cleaned Sultanas, 50 lbs.....				.06¾
Cal. Sultanas, 50 lbs.....				.06¾
Cal. Seedless Muscataels, 50 lbs.....				.06
Gilbert's, Layer, Valencias, 28 lbs.....				.05½
Raisins, Seeded—				
G. & S. fancy, 36 ls.....				.07½
Butterfly, fancy, 36 ls.....				.07¾
Owl, fancy, 36 ls.....				.07½
Harvest, choice, 36 ls.....				.07
Citren, fancy, boxes, 10 lbs.....				.16
" fancy, 25 lbs.....				
Lemon Peel, fancy, boxes, 10 lbs., net.....				.11½
Orange Peel, fancy, boxes, 10 lbs., net.....				.11½

Postum Cereal, 15-cent size, 8 dozen.....	2.70
" 25- " 1 "	2.25
" 15- and 25-cent size, assorted..	3.50

Tumblers, 10-c. size, 2 doz.....	per doz.	.65
Tumblers, 5-c. size, 2 doz.....	"	.45
Tumblers, 10-c., Lord's Prayer, 2 doz.	"	.80

Your best asset is “ENTERPRISE”

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.



The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

-44-

Swift & Co.—	
Premium brand Hams, 10 lb.....	.14
Premium brand Hams, 12 lb.....	.14 ³ / ₄
Premium brand Hams, 14 lb.....	.14
Premium brand Hams, 16 lb.....	.14
Premium brand Hams, 18 lb.....	.14
Premium brand skinned Hams, 18—20 lb.....	.15
Premium brand boiled Hams, skinned, fatless.....	.25
Premium brand Bacon.....	.21
Premium brand Dried Beef, insides.....	.25
Premium brand Beef Tongues, short cut.....	.18
Winchester brand skinned Hams, all avor....	.13 ³ / ₄
Winchester brand Picnics.....	.09

Quotations, per lb.

Quotations, per lb.	Pure Lard.	Compound Lard.
Fierces, about 340 lbs.....	10	8½
Plain Tubs, 50 and 60 lb. cans.....	10	8½
10-lb. Tin Pails, 60 lbs.....	11	9½
5 " " ".....	11½	9½
3 " " ".....	11½	9½

DRESSED MEATS.

John Bower & Co.—	
Pure Kettle Rendered,	tierces..... .09¾
“ “	tubs..... .10
“ “	3, 5 and 10-lb. cans. .11
Swift & Co.—	
Premium brand, tierces.....	.11½
Silver Leaf brand, tierces.....	.10½
Jewel, compound, tierces.....	.08½
Catsuet tierces.....	.08½

DRESSED MEATS.

City Dressed Beef—	Per lb
Choice, native.....	11 -12
Common.....	07 -09
Western Dressed Beef—	
Choice, native cattle.....	11 -12
Common to fair ".....	07 -09

DRESSED MEATS.

City Dressed Veal—	
Prime.....	-. 12
Good to choice.....	-. 10
Dressed Hogs—	
Pigs.....	-. 08
Hogs, heavy.....	-. 08
" 180 lbs.....	-. 08
" 160 lbs.....	-. 08
" 140 lbs.....	-. 08
Dressed Sheep and Lambs—	
Lamb, Western, good.....	. 16
Lamb, Western, culls.....	. 09
Sheep, choice.....	. 09
" medium.....	. 08

PROVISIONS.

BUTCHERS' SUNDRIES.
 Fresh Steer Tongues..... .90-1.00
 Cow Tongues..... .75-.85



They Must Keep Expert

It is a provable fact that a majority of cooking experts use **Nicelle Olive** Oil in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

Nicelle Olive Oil Co.
105-109 HUDSON STREET, NEW YORK

—46—

DRESSED POULTRY.

FRESH KILLED.

LIVE POULTRY.

POULTRY SEASONING.

SAUER KRAUT.

PLUM PUDDING.

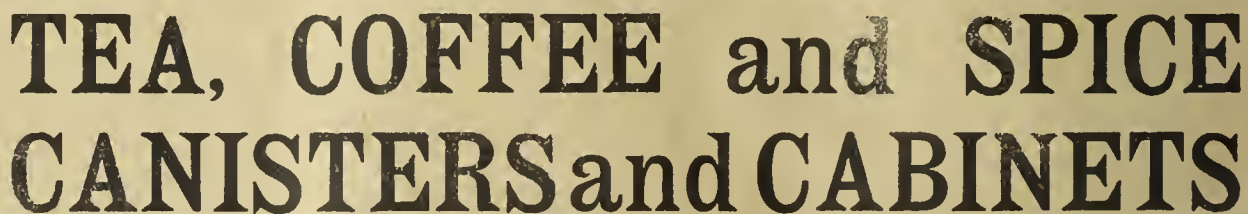
PRESERVES, JELLIES, JAMS AND MARMALADE.

—47—

DRUGS.

—48—

Camphor, gum, 1-oz. blocks .....	.65
" Flakes, 250 bbls .....	.02½
" " less quantity .....	.03¾
" Tar Balls, bbls., 250 lbs. ....	.02¾
" " less quantity .....	.03
Castoria, Fletcher's.....per doz.	\$.80
Pitcher's....."	.85
Carbonate of Ammonia....."	.11
Epsom Salts.....per lb.	.02
Glauber Salts.....per lb.	.01½
Glue, ordinary....."	.09¾
Glue, white....."	.20
Goff's Cough Syrup, 25c. size.....per doz.	1.75
Goff's Herb Bitters, 25c. size....."	1.75
Goff's Oil Liniment, 25c. size....."	1.75
Goff's Sarsaparilla, 25c. size.....per doz.	3.50
Goff's Worm Syrup, 15c. size....."	1.20
Goff's Horse and Cattle Pwd., 15c.size "	1.20
Goff's Dyspepsia Tablets, 10c. size... "	.75
Gum Arabic.....per lb.	.50
Haarlem Oil.....per doz.	.40
Licorice, P. & S., 5-oz. stick, Imported.. "	.36
" M. & R., 5-lb. boxes.....per lb.	.23
" Lozenges, 5-lb. glass boxes, "	.27
" Y. & S., " 5-lb. glass front, "	.
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	.24
" Root....."	.11
Putty, 25-lb. cans.....per 100 lbs.	1.60
50-lb. cans....."	1.55
Petroleum Jelly, screw top, 5-c. size... "	.35
" 10.c. " " "	.75
Paris Green, 100-125-lb. kegs .....per lb.	24¢
" ¼-lb. packages....."	.29
" ½-lb. " " "	.28
" 1-lb. " " "	.27
Jamaica Ginger, Hires', flasks.....per doz.	.90
Rosin.....per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs. "	.06¾
" granulated, kegs, " 100 " "	.06¾
Sulphur, Flour, 175-lb. barrels. ...per 100 lbs.	2.55
" 100-lb. bags....."	2.35
" less quantity....."	.03¾
Venetian Red.....per lb.	.01
Whiting....."	.02
Husband's Magnesia.....per doz.	\$.85
Bull's Cough Syrup....."	1.90
Roach Powder, Omega, 4-oz. cans.....	.80
".....per gross	9.00
Roachsault, 10c.-size, 1 doz.....per doz.	.80
Iron Gine, McCormick & Co's:— No. 5.....	.40
No. 10.....	.75
Tube V.....	.75
McCormick & Co., Bee Brand— Insect Powder.....Per doz	.80
Root Beer....."	.80
Talcum Powder....."	.80
Triangular Quinine....."	.80
Quinine Capsules....."	.75



We import **Chinese Scenery Paper** for
Tea-store decoration.

TROEMNER'S SCALES and the "STAR" COFFEE MILLS Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS**. WRITE FOR CATALOGUE.

MORGAN & CORNELL

**211 DUANE ST.
NEW YORK**

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

-49-

W. F. Young's Veterinary Remedies, whole-sale prices—	Per doz.
Absorbine.....	18.00
Absorbine Jr. (Mankiad).....	9.00
Young's Kidney and Nerve Powders.....	2.00
Taroleum, small can.....	6.00
Taroleum, large can.....	16.00
Young's Fattening and Condition Drops.....	4.00
Young's Colic and Indigestion Cure.....	4.00
Less 2 per cent. cash 10 days. Nat 30 days.	
F. O. B. Springfield.	

DRUGGISTS' SUNDRIES.

Acid Phosphate, Hensford's.....	per doz.	4.15
Bath Brick, box 25 bricks.....	per box	.60
Sealing Wax.....	"	.03
Silver Sand.....	per bbl.	1.25
Tar, pints.....	per doz.	.75
" quarts.....	"	1.00
" gallons.....	each	.30
" 1/2 barrels.....	"	3.50
" barrels.....	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....	per case	3.75
U. S. Nerve and Bone Linctant, 5cc. size.....	5cc. size	2.00
McCord's Magic Medicine, 5cc. size.....	5cc. size	2.00
McCormick's Tasteless Chili Tonic, 5cc. size.....	5cc. size	2.00
McCormick's Watermelon Syrup, 5cc. size.....	5cc. size	4.00
Wenderture Headache Powders, 10c. size.....	10c. size	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio.....	10c. size .85
"	15c. size 1.00
"	25c. size 2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pine-apple, Raspberry, Strawberry, Violet,	
"	10c. size .80
"	15c. size 1.75
"	25c. size 2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla.....	per doz.	.45
No. 2, Vanilla and Rose.....	"	.90
No. 3, Lemon and assorted.....	"	.85
No. 4, ".....	"	2.00
No. 4, Vanilla.....	"	2.25
Assorted cases, Nos. 1 and 2.....		10.80
" Nos. 1, 2 and 4.....		11.80

-50-

Bulk.	Pts.	Qts.	1/2-Gal.	Gal.
XXX Vanilla.....	1.50	3.00	6.00	12.00
XX Vanilla.....	1.25	2.50	5.00	10.00
X Vanilla.....	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery.....	1.00	1.50	3.00	6.00
Peach, Rose, Apricot, Violet.....	1.50	2.75	5.50	10.00
Orange, Banana, Pine-apple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit.....	1.25	2.25	4.00	7.50
Tea.....				7.00
Ext. Vanilla, Kitchen Queen, No. 25, per doz.				2.00
" " " " No. 25X, " "				.80
" " " " No. X, " "				.45
" " " " No. 25, " "				1.75
" " " " No. 25X, " "				.80
" " " " No. X, " "				.45
Ingersoll's Flavoring Extracts:—				
High Grade Vanilla.....	per doz.	1.75		
" " " " " " " "	"	1.75		
Select Vanilla.....	"	.35		
" " " " " " " "	"	.35		
" " " " " " " "	"	.35		
" " " " " " " "	"	.45		

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet.....	per doz.	1.10
Hansen's Junket Tablets, 8 doz., per doz.		.75
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c.....		.45

CIDER.

Corson's Champagne.....	Per gal.	.18
" " Dry Hard.....	"	.20
Bottled Cider—	Per case	
Duffy's 184s Apple Juice, 1 doz. quarts.....		3.50
" " " " 2 doz. pints.....		4.00
Anchor Brand Golden Russet, 1 doz. quarts.....		3.75
" " " " 2 doz. pints.....		4.25

-51-

Mott's Brand Golden Russet, 1 doz. quarts.....	3.75
" " " " 2 doz. pints.....	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages.....	2.75
" " boxes, 20 packages.....	.55
Gee Whiss, 75 packs.....	.47
Fleur's Chiclets, 1 lbs., bulk.....	1.25
Pulver's, 20 5-cent packages.....	per box .55
Pulver's, cartons, 5 boxes.....	2.75

RICE.

	Per lb.
Fischer's Fanciest Head, 1-lb. pockets.....	.07 1/2
Queen Quality, extra fancy, 1-lb. pockets.....	.07 1/2
" " " " 3-lb. ".....	.07 1/2
" " " " 5-lb. ".....	.07
Coronet, choice, 1-lb. pockets.....	.07 1/2
" " " " 3-lb. ".....	.06 1/2
Imperial, fancy Japan, 1-lb. pockets.....	.06
" " " " 3-lb. ".....	.06 1/2
" " " " 5-lb. ".....	.05 3/4
Pearl Head, 5-lb. cotton sacks.....	.05 3/4
Extra Fancy Head, XXXX, 100-lb. bags.....	.07
Fancy Head, 100-lb. bags.....	.06
Choice, 100-lb. bags.....	.05
Prime, 100-lb. bags.....	.04 1/2
Japan—	
Fancy, 100-lb. bags.....	.05 1/2
Choice, 100-lb. bags.....	.05 1/2

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.....	2.50
" " " " 60 bags, 5 lbs., lhm.....	4.00
" " " " 22 " 14 " " ".....	3.75
" " " " 30 " 10 " " ".....	3.75
" " " " 115 " 3 1/2 " " ".....	4.00
Worcester, Irish Linen, bags, 250 lbs.....	2.50
" " " " 56 " " ".....	.65
" " " " 28 " " ".....	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 300-lb. bags, in bbls., per bbl.....	3.00
" " " " Pretzel, bbls. contain 280 lbs.....	2.40
" " " " sacks, 180 lbs.....	1.55
" " " " Cheese, bbls. contain 280 lbs.....	2.40
Ivory Salt, dime size, 36 wooden boxes to case.....	2.20
New Ivory Salt, 24 large cartons to case.....	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel.....	per bbl. 2.60
Less than 5 bbls. the 1st net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7 1/2 per cent. discount may be allowed.	

-52-

Worcester Packing Salt, 70-lb. cotton bags.....	.40
" " " " 140-lb. " ".....	.75
Agricultural Salt, 200-lb. burlaps.....	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.....	dos.	.87 1/2
Durkee's, large, 1 doz.....	per doz.	4.00
" " " " small, 2 doz.....	"	2.40
Schimmel's, small, 2 doz.....	per doz.	.87 1/2
My Wife's, large, 1 doz.....		2.30
My Wife's, small, 2 doz.....		1.45
Snider's Salad Dressing:—		
Pints, 2 doz.....	per doz.	2.40
1/2 pints, 2 doz.....	"	1.40
Luncheon, 3 doz.....	"	.90
Gallons, 6 jugs in crate.....	per jug	1.25

SAL SODA.

Bbls., 375 lbs.....	per 100	.65
Kegs, 170 lbs.....	per 100	.82 1/2
60-lb. boxes, bulk or granulated.....		.62

SAUCES.

Lea & Perrins' Worcestershire, large.....	"	7.50
" " " " middle.....	"	4.50
" " " " small.....	"	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.....		.77 1/2
North of England Sauce, No. 8, doz.....		.77 1/2
Chef Sauce, 2 doz., doz.....		.75
Snider's Chili Sauce:—		
Pints, 1 doz.....	per doz.	2.40
1/2 pints, 2 doz.....	"	1.40
Gallons, 6 jugs in crate.....	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.....	per doz.	2.40
1/2 pints, 2 doz.....	"	1.40
Gallons, 6 jugs in crate.....	per jug	1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

How to Answer Their Questions

Put a box of I-V Washing Tablets on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

- 1—They contain no acid of any sort.
- 2—They wash clothes without rubbing.
- 3—They make clothes beautifully white;
- 4—They can be used in hard water;
- 5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.
251 North Front Street, Philadelphia, Pa.

I-V WASHING TABLETS

MAKE WASHING EASY

5¢

"I wash the old way"

"I use I-V Washing Tablets"

COPYRIGHT 1921 BY I-V WASHING TABLET CO.

SEEDS.

Canary, bush, 50-lb	2.75	Mustard, Brown...	.07½
Caraway .....	.12	Mustard, Yellow...	.07
Celery .....	.09	Rape, per lb.....	.05½
Corn, ear, bleached	.05	Peppy, per lb.....	.10
Fennel .....	.05	Sundewer, per lb..	.05½
Hemp, bush, 50 lbs.	1.60		

SODA,

Bl-Carb., 120 lbs., keg.....	per lb.	.01%
Bl-Carb., buk, 25-lb. boxes.....	"	.03
Babbitt's soda, $\frac{1}{2}$ lb. pkgs., 25 lbs.....	"	.05%
Arm & Hammer bd., $\frac{1}{2}$ z, 36 lbs.....	per lb.	.05%
" " " " " " " " " " " "	"	.04%
" " " " " " " " " " " "	"	.05%
Saleratus, Babbitt's bd., $\frac{1}{2}$ s, 25-lb. bx.....	"	.05%

SOFT DRINKS.

Root Beer Extract, Hires', 1 doz.....	1.50
Hires' Root Beer, Carbonated, 2 doz.....	.87½
Hires' Ginger Ale, Carbonated, 2 doz.....	.87½
Welch's Grape Juice, case quarts, 1 doz.....	4.50
" " " pints, 2 doz.....	4.75
" " " ¾-pints, 3 doz.....	4.25
" " " 3-ounce, 8 doz.....	6.00
" " " ½-gallons, 1 doz.....	8.00
" " " gallons, 6 gal.....	7.50

5 per cent. discount on 5 case lots,

Cliequet Ciel Co. :—	Per case
Ginger Ale, extra dry, pints, s doz.....	\$ 12
Sarsaparilla, extra quality, pints, s doz.....	\$ 10
Blood Orange, extra quality, pints, s doz....	\$ 12
Birch Beer, extra quality, pints, s doz.....	\$ 10
Lemon Soda, extra quality, s doz.....	\$ 10
Root Beer, extra quality, pints, s doz.....	\$ 10

POLISHING AND CLEANING COMPOUNDS.

Kleanatub, $\frac{1}{4}$ gross.....	2.50
Bon Aml, 10-cent size..... $\frac{1}{4}$ gross	2.50
Electro Silicon, 1 doz.....	per doz. .75
Putz Liquid, large, 3 doz.....	per gross. 16.50
Putz Liquid, large, 3 doz.....	per doz. 5.45
Putz Liquid, small.....	per gross. 7.00
Putz Liquid, small.....	per doz. .60
Putz Paste, large.....	per doz. .55
Solarine White Liquid Metal Polish—	
No. 1, sixth-pint cans.....	per gross 9.00
No. 1, half-pint cans.....	" 18.00
No. 2, pint cans.....	" 32.00
No. 3, quart cans.....	per doz. 4.50
No. 4, half-gallon cans.....	" 7.50
No. 5, gallon cans.....	" 13.50

-54-

Solarine Bar Polish—

No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 40 lbs.....per gross 18.00

SOAP—Laundry. Bars, 5 lbs ^{than}

Acme.....	100	3.50
Acorn.....	120	2.45
Ark.....	100	1.85
American.....	72	2.60
Bed.....	100	3.90
Best, Babbitt.....	100	3.45
Babbitt's New York City.....	60	2.95
Big Master.....	70	2.90
Brown.....	60	2.40
Borax, Dreydeppel.....	40	1.60
" Pearl, Young & Co.....	40	1.80
" Day & Frick, Novelty.....	40	2.80
" Handsome.....	69	3.70
" Evenson, large.....	100	4.75
" " small.....	100	3.75
" Kirkman's.....	100	3.80
" Red Seal.....	100	3.80
" Swift's.....	100	4.00
Circus.....	100	3.50
Cotton Oil.....	100	5.80
Coal Oil Johnny.....	100	3.57 1/2
Cygnat.....	100	4.00
Dobbins' Electric.....	100	4.15
Dewey.....	100	2.15
Fairy.....	100	4.00
Fels-Naphtha.....	100	4.00
Five-case lots freight prepaid.....	100	3.95
German Family.....	100	4.10
Good Morning.....	100	3.85
Glycerine Tar.....	100	3.75
Globe.....	100	3.90
Grand Pa's.....	50	3.75
".....	100	3.80
Ivery.....	100	7.00
".....	100	4.00
Lenox.....	100	3.25
Life Bney.....	50	2.00
".....	100	4.00
Lautz's Naphtha.....	100	3.80
Magic Cleaner.....	100	3.60
Marselles, laundry size.....	100	5.80
" 5-cent size.....	100	4.00
" toilet size.....	100	4.00
Mayer's.....	100	3.80
".....	50	1.90
Miller's Naphtha.....	100	3.75
Naphtha, Swift's.....	100	3.75
Naphtha, P. & G.....	100	4.00
Octagon.....	100	3.90
Old Mill.....	100	3.30
Orene.....	100	3.75

—55—

Oleine, Conway's	60	2.45
" Golden	60	2.55
" Ravenson's	60	2.35
" Kirk's	60	2.07 1/2
" Philadelphia, 60 blocks	60	2.60
" " 75 blocks	60	2.60
" Pennsylvania	60	1.60
" Procter & Gamble	60	3.00
" Young's Best	60	2.80
Pride, Swift's	100	3.75
Pelo	120	2.45
Quaker City, bones	100	2.90
" tube	150	4.00
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.70
Saratoga	120	2.45
Star	100	3.00
Sunny Munday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo.....	gross	6.75
Buttermilk Cosmo.....	doz.	.60
Buttermilk, Swifts.....	gross	4.05
Castle, Imported, Conti.....	lb.	.13 $\frac{1}{2}$
Castle, Conti, original boxes.....	lb.	.11 $\frac{1}{2}$
Cutaneous, Dr. Ranb's.....	doz.	.70
Elnderflower, large cake.....	gross	4.40
Fleur-de-Mc.....	gross	4.50
Fleur-de-lis.....	doz.	.45
Hearts and Flowers.....	gross	7.25
Maxine Elliot.....	gross	8.70
Oatmeal, 3 cakes in box.....	gross	2.65
Olive Oil Castile, white, green or mottled, 3 $\frac{1}{2}$ -lb. bars to box.....	lb.	.09
Turkish Bath.....	dos.	.40
Sweetheart, 50 cakes.....	box	1.75
Witch Hazel, 3 cakes, $\frac{1}{2}$ gross.....	gross	3.25
Witch Hazel, Swifts.....	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.84
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars .....	.60
Sapollé, 36 bars	2.85
Haud, 36 bars	2.85
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

SOAP POWDER.		Per case
Pearline, 36 packages		2.70
" 72 "		2.70
" 100 "		2 65

-56-

Soapine, No. 7, 100 packs.....	2.37½
Soapine, No. 12, 100 packs.....	3.90
Soapine, No. 17, 36 packs.....	2.42½
Babbitt's 1776 Powder, 100 6-oz.....	8.30
Fineola, 100 packages.....	3.25
Gold Dust, Fairbank's, 100 12-oz. packages ...	4.00
" " 24 4-lb. " "	4.50
Naptha Borax, 100 packages, large.....	4.75
" " 100 5-cent packages.....	3.75
Kirkoline, white, 24 4-lb. packs.....	3.57½
Kirkoline, White, 100 5-cent packages.....	3.50
Young's Pearl Borax, 60 1-lb. packages.....	3.55
Snow Boy Washing Powder, 24 4lb.....	4.00
" " 50 lb.....	4.00
" " 100 lb.....	4.00
Nine O'clock Tea, 100 packages.....	3.15
I-V Washing Tablets, 3 doz..... per doz.	.43
Swift's Washing Powder, 100 12.....	3.85
Swift's Washing Powder, 24 4lb.....	3.35
Pennywash, 1 gross and 144-1 cent cakes free..	10.25
Powerline, 100 packages.....	3.75
Old Dutch Cleanser, 48 packages.....	3.25

SPECIALTIES.

Anker's Bouillon Capsules..... 1.00

PURE GROUND SPICES.

	Ebbs.	Boxes.	Cans.
Pepper—			
Black, High Grade.....	.14	.15	.17
Black, Low Grade.....	.10	.11	.13
White, High Grade.....	.28	.30	
White, Low Grade.....	.18	.20	
Red, High Grade.....	.21	.23	
Red, Low Grade.....	.16	.18	
Cinnamon—			
High Grade.....	.22	.23	.25
Low Grade.....	.13	.14	.16
Cloves—			
High Grade.....	.22	.23	.25
Low Grade.....	.16	.17	.19
Allspice—			
High Grade.....	.11 1/4	.12 1/4	.14 1/4
Ginger—			
High Grade.....	.25 1/4	.26 1/4	.28 1/4
Low Grade.....	.10	.11	.13
Mace—			
High Grade.....		.75	.77
Nutmegs—			
High Grade.....		.30	.32
Mustard—			
Yellow, High Grade.....	.19	.20	.22
Yellow, Low Grade.....	.14	.15	.17
Brown, High Grade.....	.14	.15	.17
McCormick & Co., Bee Brand—			Per doz.
Pepper, Cinnamon, Mustard, Cloves, Gin- ger, Allspice.....	1/4 lb.		.40
	1/4 lb.		.75
Banquet Brand—			
Mustard, Cinnamon, Pepper, Cloves, Gin- ger, Allspice.....	1/4 lb.		.40
	1/4 lb.		.75

“As Good as the ‘J. M.’”



The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

No Loss on Loose Goods



¶ Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

—60—

Cleveland, extra fine cotton twine.....	per lb.	.25
Orange Brand, fine cotton twine	"	.20
Texas Medium, cotton twine.....	"	.16
Cotton Candle Wick	"	.30
Colored Twine, 3 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	"	.30
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	per lb.	.16
Best Jute Rope, 16 yds. to lb.....	"	.09
Best Jute Flax Line, 8 yds. to lb.....	"	.09
Jute Clotheslines, 10 ft. to hank.....	per doz.	1.60
Jute Clotheslines, 98 ft. to hank.....	"	1.70

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel.....	per doz.	87
1 case.....	"	90
Karo, 10 cent size, 1 doz.....	per case	1 90
Karo, 25 cent size, 1 doz.....	per case	2 30
Karo, 10 cent size, 1/2 doz.....	per case	2 30
Lyle's Imported, No. 2 cans, 2 doz.....	per doz.	1 82
Globe, No. 1 1/2 tins, 2 doz.....	"	1 72
Globe, No. 5 tins, 1 doz.....	"	2 20

No. 19 MILL

-61-

Banner, in jars, compound.....per doz.	1.00
White Clover, in jars, compound.....	.92½
Purina Pancake Syrup, 36 pts.....	2.25
" " 24 qts.....	4.00
" " 12 ½ gals.....	7.00
" " 6 gals.....	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz.....	2.25
" " medium, doz.....	1.45
" " small, doz.....	.92½
Vermont Maple Syrup, gal. tins.....per gal.	1.25
" " ½ gal. tins.....per doz.	7.75
Hazen's Maple Syrup, qt. bottles.....	4.00
" " pt. bottles.....	2.40
Towle's Log Cabin "Camp" Syrup.....	Per doz.
Gallon cans, 6 in case.....	13.50
Half-gallon cans, 12 in case.....	7.25
Quart cans, 24 in case.....	4.12½
Pint cans, 24 in case.....	2.50
Quart bottles, 12 in case.....	4.50
Pint bottles, 24 in case.....	2.75
Jacket cans.....per gallon	1.00

CRESCENT MAPLEINE.

1-OZ.....	Per doz.
4-OZ.....	3.00
8-OZ.....	5.25
16-OZ.....	9.50
32-OZ.....	18.00
64-OZ.....	35.00
Gallons.....each	11.00

OIL OF MAPLEINE.

1-OZ.....	Per doz.
4-OZ.....	2.70
8-OZ.....	4.30
16-OZ.....	8.25
32-OZ.....	15.00
64-OZ.....	27.00
128-OZ.....	48.00
Gallons.....each	15.00

WOOD AND WILLOW WARE.

BROOMS.....	Per doz.
Little Gem, parlor, 2 string.....	2.40
N U, No. 6, split handles.....	2.45
Leader, No. 6, 3 string, red handles.....	2.40
Princess, No. 4, fancy handles.....	2.75
Parlor, No. 3, 2 tie.....	1.85
Toy Brooms.....	.90
Whisks, 2 sewed.....	.90
Stable, 2 tie, rattan centre.....	3.50
Stable, 3 tie, rattan centre.....	4.00
Factory, heavy.....	2.90
Handy Wall Broom Rack, for 12 brooms.....	.90

-62-

WASHBOARDS.

No.	Per doz.
69, Good Enough, double, spring protector...	3.65
57, Peerless, double.....	3.75
80, Seal Globe, double, swing protector.....	3.30
61, Peerless, double, spring protector.....	4.45
110, Peerless, single, spring protector.....	3.55
100, Northern Queen, single, protector.....	3.10
101, Tidal Wave, single, protector.....	2.75
118, Good Enough, single, protector.....	3.25
175, Glass.....	3.50
Murdock.....	2.75
Celery City.....	3.00
126, Single Ruby.....	2.60
128, Anchor, single.....	2.25
130, Little Gem, pail board.....	1.35

BUCKETS.

O. G., 2 electric hoops.....	Per doz.
O. G., 3 electric hoops.....	1.75
Clear, 2 hoop.....	1.90
Clear, 3 hoop.....	1.65
Electric Cedar, 2 hoop.....	1.75
Electric Cedar, 3 hoop.....	1.40
Pine, 3 galvanized hoops.....	2.00
Galvanized, 12 quart.....	2.00
Galvanized, 14 quart.....	2.25

BUTTER DISHES.

No.	Per M
1, Solid oval.....	1.00
2, Solid oval.....	1.20
3, Solid oval.....	1.40
5, Solid oval.....	1.80
1, Wire ends.....	1.00
2, Wire ends.....	1.20
3, Wire ends.....	1.40
5, Wire ends.....	1.80
Picnic Plates, 8 inch.....	2.10
Picnic Plates, 9 inch.....	2.35
Crates contain 250 each.	

CLOTHES PINS.

5 gross.....	Per box.
	.46

EGG CRATES.

Perfection.....	1.00
Perfection, 10 sets fillers.....	2.35

-63-

BRUSHES.

No.	Per doz.
22, White corner.....	.70
23, Medium size.....	.80
27, Large.....	1.00
13, Marble, medium size.....	.90
00, White.....	.45
Handy House.....	.45

STOVE BRUSHES.

No.	Per doz.
20, Black bristle, curved end, wood handle.....	.90
21, X, crescent shape.....	1.75
1, strap handle, grey fibre.....	1.20
2, strap handle, grey fibre.....	1.65
6, all hair, extra quality.....	2.75

SHOE BRUSHES.

No.	Per doz.
0, Mexican fibre.....	.90
1, Mexican fibre, large.....	1.30
4, Bristle outside.....	1.65
5, All bristles.....	1.75
16X, All bristles, extra value.....	2.15
18, All bristles, spotted white.....	2.80

WHITEWASH BRUSHES.

No.	Per doz.
6, 6 in., White tampico.....	.40
7, 7 in., White tampico.....	.48
8, 8 in., White tampico.....	.55
6, 6 in., Family, extra heavy.....	.80
8, 8 in., Family, extra heavy.....	.95
10, 10 in., Family, extra heavy.....	1.10
12, 12 in., Family, extra heavy.....	1.25
6, 5 in., A., hair bristle.....	1.40
8, 6 in., A., hair bristle.....	1.65
12, 7 in., A., hair bristle.....	2.00
12, 8 in., A., hair bristle.....	2.35
6, 5 in., Ideal, all bristle, 3 row.....	1.90
8, 6 in., Ideal, all bristle, 3 row.....	2.25

DUST BRUSHES.

No.	Per doz.
7X, Fibre, wire drawn.....	.90
21, All hair, wire drawn.....	2.25
26, White, wire drawn.....	2.90
1, 7 in., All hair, flat end.....	2.05
22, 7 in., Mixed, round end.....	2.10
11X, 7 in., All hair, round end.....	2.25

-64-

TOBACCOS—PLUG.

Battle Ax.....	Per lb.
Dear Skin.....	.37
Gold Rope.....	.37
Jolly Tar.....	.56
Newsboy.....	.39
Old Homestead.....	.39
Piper Heidsieck.....	.43
Spear Head.....	.64
Standard Navy.....	.44
Toddy.....	.37
Vince.....	.35
Town Talk.....	.38
	.28

SMOKING TOBACCO.

Brier Pipe.....	Per lb.
Duke's Mixture.....	.38
Greenback.....	.29
Green Turtle.....	.38
G. & A. Navy, 3 ½ oz.....	.34
Honest.....	.39
Polar Bear.....	.29
Ripple.....	.30
Sensation.....	.39
Wild Rose.....	.39

YEAST CAKES.

Compressed.....per doz.	.28
Magic, 1 ½ doz. packages.....per box.	.58
Yeast Foam, 1 ½ doz.....per box.	.58

DIXON'S

A new product from an old house

DIXON'S
POWDERED
STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

Do You Want to Make \$300
More Every Year?

It is a mighty nice thing to be able to increase your profits by such a tidy sum as \$300 a year on an investment of less than \$20, but that is what you can do if you will put in an **Acme Peanut Roaster** (equipped for kerosene, gas or gasoline), the simplest and cheapest automatic roaster made. Anybody can operate it. There is nothing to get out of order and little or no expense in running it.

Give your customers a chance to buy freshly roasted peanuts and you will make from \$1 to \$3 a day. We would like to tell you more about it.

ATSATT BROS.

24 Pearl St. MATTAPOISETT, MASS.

Want a \$10 Morris Chair
for Nothing?

You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

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Contents.

	PAGE
Great Western Cereal Co. to Enter European Markets with Package Brands..	8
Food Commissioner Asks for Injunctions Against Thirty-three Dealers.....	8
Sugar Will Probably Not Advance this Summer	8
Third Confiscation Case is Against Birkett Flour.....	9
Howes' Budget of Association News.....	9
The New York Letter.....	10
Legal Department.....	10
Editorial	12
Kickers.	
“Regardless of Expense.”	
The Press's Feeble Bleat.	
Sherman and Food Questions.	
Kane Finds Source of Many Process Butter Frauds.....	12
Little Things that Pay Good Profits.....	13
Among the Trade.....	13
Ideal Plan for Taking Back Spoiled Cereals	14
The Grocery Markets.....	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Market Notes.....	18
The Science of Advertising.....	19
Will Enforce Food Law Against Spoiled Eggs.....	19
Selling Talks With Grocery Clerks.....	20
The Stroller's Column (Contributed)....	22
Consider the Faker.	
Window Dressing for Grocers	27
Our Enormous Barrel Trade.....	27
The Ohio Food Commissioner Asked Vinegar Men to Help.....	28
Hot Weather Ways of Booming Business	28
These Are the Only Successful Co-operative Stores in America	29
Two-Minute Sermons for the Retail Grocer	30
Correspondence.....	30
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
“Grocery World” Prices-Current.....	35

Index to Advertisements.

	PAGE
“Advertising World”.....	30
Anker's Bouillon Capsules.....	20
American Can Co.....	15
American Slicing Machine Co.....	15
Arbuckle Bros.....	Cover 3
Armour & Co.....	36
Babbitt, B. T.....	3
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	30
Barber & Perkins	10
Bell & Sons, Samuel.....	41
Bishop, R. W.	22
Blooker's Cocoa.....	31
Bower & Co., John.....	45
Brown & Co., P. F.....	47
Brown's Fly Coil Co., Ltd.....	37
Buckley, Elton J.....	8
Bucknam & Vanderpoel Co.....	37
Burk, Louis.....	4
Cauchois & Co., F. A.....	Cover 3
Ceylon Tea.....	11
Chipman & Willis Broom Co.....	42
Cleveland Health Food Co.....	42
Croft & Allen Co.....	38
Daetwyler & Co., R.....	32
Dixon Crucible Co., Jos.....	50
Eagle Glass and Manufacturing Co.....	39
Egg-O-See Cereal Co.....	38

	PAGE
Enterprise Mfg. Co. of Pa., The.....	43
Esterbrook Steel Pen Co., The.....	Cover 4
Fell Manufacturing Co., E. C.....	Cover 2
Fischer & Co., B.	4
Fleischmann's Yeast.....	20
Fly Ribbon Mfg. Co., The.....	32
Forbes, J. P.	16
Franklin Sugar Refining Co.....	3
Freihofer Vienna Baking Company.....	41
Fulton & Walker Co.....	48
Glenny Glass Co., The Wm.....	44
Gold Medal Flour.....	41
Great Western Cereal Co., The	5
Grocers' Printing Co.....	30
Heacock, H. F.....	20
Hires Condensed Milk Co.....	Cover 4
Indexed Coupon Books.....	16
Iroquois Canning Co.....	40
Johnson, A. W.....	22
Kingsbury, H. P. D.....	16
Knight Cooking Extract Co.....	3
Lamson Consolidated Store Service Co.,	5
Lautz Bros. & Co.	Cover 2
Libby, McNeill & Libby.....	21
Lindsley J. V., & Company.....	40
Malta-Vita Pure Food Co.....	5
McCahan Sugar Refining Co., The W. J.,	Cover 3
Millbourne Mills.....	20
Moore & Co, E. B.....	46

	PAGE
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	20
Ohio Match Sales Company.....	42
Oswego Maize Products Co.....	Cover 2
Philadelphia Electric Co., The.....	46
Postum-Cereal Co., Ltd.....	9
Pressing & Orr Co., The.....	Cover 2
Quaker City Preserve Co.....	30
Quaker Oats Company, The.....	6
Ritter Conserve Co., Phillip J.....	37
Royal Specialty Co.....	20
Sauer Co., C. F.....	Cover 4
Shinn & Kirk.....	46
Swift & Co.	40
Swift & Co., Gloucester, Mass.....	20
Toledo Computing Scale Co.....	Cover 1
Troemner, Henry.....	49
United Store Service and Tube Co.....	50
Van Camp Packing Co.....	39
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	48
Washburn-Crosby Co.....	41
Watson & Co., Angus.....	17
Welles & Davis Mfg. Co., The	45
Wells & Richardson Co.....	13
Wilde's Sons Co, Samuel.....	44
Williams Bros. Co., The.....	47
Young & Co., Chas. W.....	44
Young, P. D. F., W. F.....	11
Zahm Tobacco Company, J. F.....	50

Great Western Cereal Co. to Enter European Markets with Package Brands

Information Received that Company will Begin Campaign to Sell Package Oats in Europe and Great Britain. Quaker Oats Co. has Long had a Monopoly there. Retail Trade's Hostility to Quaker Oats Co.

The competition between the Quaker Oats Co. and the Great Western Cereal Co., one the maker of Quaker oats and the other of Mother's oats, over the widely diverging methods of those concerns in marketing rolled oats, bids fair to have other countries as its field. The "Grocery World and General Merchant" received information during the week from a reasonably direct source that the Great Western Cereal Co. was about to invade Europe and Great Britain, where the Quaker Oats Co., alone of all American rolled oats manufacturers, has long had an extensive trade.

According to this information, which it is due to say, could not be confirmed by any one connected with the Great Western Cereal Co. A. M. Warren, Philadelphia sales manager, and N. Hamlink, Eastern sales manager, will leave New York for England early in August to launch a campaign in the interest of Mother's oats. It is understood that several years ago the concern then making Mother's oats introduced it in a small way on the Continent, but that the business was then allowed to lapse. Since the Great Western Cereal Co. has controlled the brand they have sold bulk rolled oats to Great Britain and Europe, but no package goods at all. The Quaker Oats Co. has enjoyed an extremely profitable monopoly of the foreign trade, and the effort of a rival company to break into it will probably engender a spirited conflict.

The relations between these two companies, and their respective methods of doing business, have been several times discussed in this journal. It can no longer be denied that the general retail trade is extremely hostile to the Quaker Oats Co. on account of what would appear to be a remarkable degree of shortsightedness in handling the interests of its customers. It is an old story how the Quaker Oats Co. filled the trade up with Quaker oats and Quaker wheat berries, and then

by advertising cut the retail price to 10 cents for oats and 7 cents for berries, both below the wholesale price which the company had charged the retailer on goods not yet sold. It is true that when the Quaker Oats Co. reduced the retail price of its product it also reduced the wholesale price—on goods to be bought from then on. Naturally, this did not help out the grocer who was loaded up—by the Quaker Oats Co. itself—with a big stock of goods at the old price. The fact that the company did not foresee this condition, or if it did foresee it, cared nothing about it, is most remarkable. The company long ago aroused the hostility of the jobber, to such an extent that jobbers' associations all over the East issued manifestoes against it, and now it seems to have hit upon the very thing most certain to antagonize the retailers.

Sugar Will Probably Not Advance this Summer.

Refiners Fear to Disturb Present Large Consumption and Expect to Hold Prices Where They Are. Only Something Like a Drought will Alter the Program.

Unless some new factor comes into the sugar market, it is reasonably certain that the price of refined sugar will not be increased during the present summer. The American Sugar Refining Co. practically gave this out a few days ago. This was apropos of the statement made by Smith & Schipper, New York agents for the Federal Refinery, that the only reason refined sugar did not advance was that the refiners were short of raws and feared that an advance in refined would stimulate the demand and work up the raw market. This is believed not to be the case; the stocks of raws in refiners' hands are said to be of fair size.

On account of the large fruit crops, the consumption of sugar for the current season is expected to show an increase of about 7 per

cent. over last year. The normal increase is about 4 per cent. The present consumption would be much larger than it is if the advances early in the year had not produced an artificial demand. Much of this sugar was still standing around when summer opened and had to be

worked off. This is one reason why the Spreckles refinery, in Philadelphia, closed down during the week.

It is believed that about the only factor which can increase the price of refined sugar this season would be a drought in Europe and resultant advances in raws.

Food Commissioner Asks for Injunctions Against Thirty-three Dealers

Accuses Them All of Second Violation of the Pennsylvania State Oleo Laws and Applies to the Courts for an Injunction Against Each. All in Allegheny County.

By direction of Dairy and Food Commissioner James Foust, Attorney H. W. McIntosh, special counsel for the Commissioner, has presented to the Allegheny County courts thirty-four petitions for injunctions against violators of the oleo law, and Judge Cohen has granted orders for the same. The hearings will be held within the next few days.

The petitions were all sworn to by Special Agent E. D. Miller, and charge all the defendants with selling oleo colored with a coal-tar dye so as to resemble yellow butter. All the samples were purchased for butter.

This is the first general proceeding under the law which authorizes the courts to issue injunctions against dealers under indictment for violating the oleo law to prevent their continuing the sale of the alleged illegal product pending the outcome of the cases against them. The injunction features of the oleo law has been tested in the Superior Court and its constitutionality sustained.

Following are the dealers against whom proceedings are pending:—

Harry Reel, 128 Frankstown avenue, Pittsburg; Geo. Keely, 2136 Fifth avenue, Pittsburg; Jno. Houston, 178 Allegheny Market, N. S., Pittsburg; J. H. Ehrhardt, 64-66 Allegheny Market, N. S., Pittsburg; O. H. Shoemaker, 434 Market street, Pittsburg; J. T. Hill, 6510 Frankstown avenue, Pittsburg; Edw. Altenbach, 518 Brushton avenue, Pittsburg; Paul A. Hughes, 564 Homewood avenue, Pittsburg; H. J. Evans, 2043 Wylie avenue, Pittsburg; A. C. Paulisch, 5145 Penn avenue,

Pittsburg; Geo. A. Preach, 1127 Lang avenue, Pittsburg; Edw. A. Preach, 5921 Penn avenue, Pittsburg; J. A. Donahue, 6276 Frankstown avenue, Pittsburg; H. F. Levi, 1620 Beaver avenue, N. S., Pittsburg; W. L. Barron, 1814 Beaver avenue, N. S., Pittsburg; Frank Kernan, 5205 Butler street, Pittsburg; Chas. Henning, 4525 Liberty avenue, Pittsburg; J. A. Donahue, 106-07-08 Pittsburg Market, Pittsburg; H. F. Levi, 621 E. Ohio street, N. S., Pittsburg; Harry Finkel, Carson street, Pittsburg; Jos. Landerman, Carson street, Pittsburg; D. W. Campbell, 3625 Butler street, Pittsburg; W. J. Montgomery, East Pittsburg; T. E. Burden, 538 Chartiers avenue, McKees Rocks; Fred. Coltwein, 760 Penn avenue, Wilkinsburg; L. J. Junker, 120 Grant avenue, Duquesne; J. N. Shipley, 423 Fifth avenue, McKeesport; J. N. Shipley, 507 Fifth avenue, McKeesport; Stull & Hampson, McKeesport; Chas. Donovan, McKeesport; Wm. F. Daniels, 816 Main street, Sharpsburg; Jemima Richards, Turtle Creek; Hugh Given, 564 Braddock avenue, Braddock.

The Commissioner says that there are 6,000 grocers and 100 oleo dealers in Allegheny County who do not sell colored oleo and they should have the protection, as well as the consuming public.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION**

Third Confiscation Case is Against Birkett Flour

Two Barrels of So-called Gluten Flour Seized by Government and Condemned Under Food Law. Birkett Mills, the Manufacturer, Pleads Guilty.

The third confiscation proceeding under the Federal Food and Drug Act has been brought against the Birkett Mills, of Penn Yan, N. Y. The case follows the lines of the two other cases previously reported, and its details are supplied the "Grocery World and General Merchant" by the Department of Agriculture.

The shipment seized consisted of two barrels. On July 15, 1907, an inspector of the Department of Agriculture purchased from Courtney & Co., Omaha, Neb., samples of an article labeled "Pure Gluten Flour, The Birkett Mills, sole manufacturers, Penn Yan, N. Y." The flour was duly analyzed by the Bureau of Chemistry, Department of Agriculture, and the results obtained indicated that it was not a gluten flour as defined in the

"Standards of Purity for Food Products," promulgated under authority of the Secretary of Agriculture, in that it contained 12.80 per cent. of moisture and 1.53 per cent. of nitrogen, the former 2.80 above and the latter 4.07 per cent. below the standard, which is as follows:—

Gluten flour is the clean, sound product made from flour by the removal of starch and contains not less than 5.6 per cent. of nitrogen and not more than 10 per cent. of moisture.

By this removal of starch the product is particularly adapted to the use of those persons whose digestive organs cannot dispose of the starch in ordinary flour. The starch had not been extracted from the flour in this case, hence the person who supposed he was purchasing a pure gluten flour was deceived

and misled. The statement on the sacks was, therefore, held false, misleading and deceptive, and the flour was offered for sale and sold by the defendant under the distinctive name of another article in violation of Section 8 of the act.

The Birkett people admitted that the Government's charges were true and pleaded guilty. The flour was released on filing of the usual bond.

Howes' Budget of Association News.

Various Associations Elect New Officers. State President Kaiser's Sad Bereavement. Connellsville Dealers Want Early Closing.

Special Correspondence of "Grocery World and General Merchant."

Erie, Pa., July 10, 1908.

The many friends of our esteemed president, Albert Kaiser, will be grieved to learn that he was bereaved by the loss of his estimable wife on July 1st.

At the last meeting of the Retail Merchants' Association of Latrobe the following officers were elected: President, Jos. A. Donnelly; vice-president, E. A. McColly; secre-

tary, Geo. D. Albert; treasurer, T. F. Whiteman.

Stephen McArdle has been elected to succeed L. A. Witsil as secretary of the Chester Grocers' Association.

At the regular meeting of the Business Men's Association of Mars on July 2d the following officers were elected for the ensuing year: President, Dr. J. S. Schaul; vice-president, A. C. Irvine; secretary, A. C. Ziegler; treasurer, I. S. Jordan; advisory board, Charles Willets, Dr. J. H. Balsiger, Wm. Link, G. H. Knaell, Dr. G. H. Mathiott.

The 12th annual excursion of the Retail Grocers' Association of Berks County will be held July 22d at Willow Grove.

E. B. Boyer, I. E. Heller, A. Kaufmann, E. M. Clammer and H. J. Aschenbrenner have been appointed as a committee of Reading Grocers to act in conjunction with similar committees from other merchants' associations of Reading to agitate for the repeal of the mercantile tax law.

Connellsville is agitating for a general agreement to close the stores at 7 P. M. The subject of

Through You—

Not To You—

We Sell

Post (Formerly called Elijah's Manna) Toasties

In reaching the consumer we make it very much to your advantage to stock and help push the sale. Continuous, liberal advertising, and guarantee of the sale of Retailers' stock, eliminates all risk on your part—and the profit is pleasing!

Post Toasties are Distinctly Different—

The Delightful Crispness, and Delicious,

Toasty Flavour Win and Hold Customers—

"The Taste Lingers"

Made by Postum Cereal Co., Ltd., Battle Creek, Mich.

credits and collections will be discussed at their meeting on July 16th.

A. M. HOWES,
State Secretary.

LEGAL DEPARTMENT.

Question: W. H. R., New York.—We are contemplating an organization for co-operative buying.

Is it necessary to incorporate? If so, why? Or, what benefit? If we do incorporate, and for any reason our treasury is unable to meet its obligations, we are liable, are we not? And to what extent?

Answer.—It is not necessary to incorporate to transact such a business, but it is highly desirable. Mainly because the members thereby escape personal liability for the corporate debts. In the case of an unincorporated association, each member may be sued personally for the debts of the organization. After incorporation, the member is not personally liable at all, except as to the amount of money he has invested in stock.

Even in case of insolvency, the members or stockholders of a corporation are not personally liable for its ordinary debts.

The New York Letter

Preparing for State Convention. Discussing Prolonged Credits to Rich Customers. Watching Imports of Inferior Coffee. Small Items of Trade News.

Special Correspondence of "Grocery World and General Merchant."
New York, July 10, 1908.

Local associations are arranging to send strong delegations to the annual convention which the New York State Retail Grocers' Association will hold August 10th to 13th at Jamestown, at the South-western end of the State. The trip will be a delightful one for the delegates from New York and vicinity who will have an opportunity to pay fraternal visits to the associations in most of the prominent cities of the State, going and coming, and to see parts of the State with which many are unfamiliar.

The success of the association in its legislative work and in other ways has made it stronger than ever before and the number of branches is larger than in any other year, thus assuring an increased attendance. By co-operating with

commercial organizations in other lines of trade, the grocers aided in the last year not only in defending the garnishee law from undesirable amendments, but also in strengthening it in some sections. The grocers have often been urged by prominent members to take a more active part in movements in which business men generally have an interest, and the work for the garnishee law was of this kind. It is expected that some subjects of much importance will be considered at the meeting.

New York grocers were much interested in the announcement of the Newport grocers' firm which says that after this it will not extend credit beyond 90 days. The prolonged credits are the abuse that affects much of the commuting trade all around New York and presents a serious problem to many a dealer here. It has often been

said that because of the abuses of the credit system prices must be kept higher than otherwise by many storekeepers, so that there is unfairness to those who meet their bills promptly or pay cash.

That many wealthy people are among the slowest to meet their bills is no fiction, as numerous grocers here say without hesitation. Your correspondent has talked with some grocers who say that they have been seriously troubled by their inability to get payments in reasonable time from customers of the wealthy class, and, in fact, other customers would not be indulged in this way. The grocer, in such cases, says frankly that he cannot think of doing anything that might lose the trade of such customers and so he cannot dun them in the usual way.

For families to go to Europe owing the grocery bills of several months and to remain away for half a year or so, during all of which time the grocer is without the money that he ought to have, is no uncommon occurrence. While the trade of the commuting part of the population has been especially subject to the abuse, it

If YOU want to know who's who, and what's what, YOU should
HALT! STOP!! AND BACK=UP!!!
to the many good bargains that we offer in groceries

Walter Baker & Co.'s Chocolate, 1/2s, 12 or 25-lb. boxes per lb., \$0.30
1/4s, 12-lb. boxes per lb., .30
Walter Baker & Co.'s Cocoa, 1/2s, 6-lb. boxes per lb., .33
1/4s, 12-lb. boxes per lb., .33
1-5s, 12-lb. boxes per lb., .33

Sewing Machine Oil, 3-oz. bottles, gross lots . . . per gro., 2.75
1/2 gross lots per gro., 2.85
1/4 gross lots per gro., 2.95
Per dozen30

New Pack Boyer's Stringless Beans, in single case lots or over, from our store, f. o. b. cars Phila. . per doz., .55
In 5 or 10-case lots or over from factory, Baltimore, Md., and f. o. b. cars Baltimore, Md. . . per doz., .52 1/2

Berkshire Brand Boneless Boiling Pork, small pieces, small quantity, small price, 50-lb. tubs, per tub, 4.15
Our Favorite Brand Indiana Extra Standard Early June Peas, small, uniform in size, clear liquor, sweet and tender, full cans, single cases, 2 doz., per doz., .90
5 or 10-case lots per doz., .87 1/2
This is an elegant quality pea that can be retailed at 10c. per can. We consider them a very decided bargain.

Macbeth's Pearl-top Lamp Chimneys, No. 1 (No. 502), 6 doz. in a case per case, \$3.24
No. 2 (No. 504), 6 doz. in a case per case, 4.02
No charge for cases. This figures out only 54c. per doz. for No. 1s and 57c. per doz. for No. 2s, a lower price than you will find these goods elsewhere and lower than we will be able to sell them later on.

Cream Ridge Brand Fancy Full Cream New York State Cheese, finest quality, June make, 40 to 45-lb. average, single boxes per lb., .12 1/2
5 or 10-box lots per lb., .12

Best Quality White Cotton Rope, 1/4-in., on spools, about 40 lbs. per lb., .08 1/2

Best Quality Jute Rope, 1/4-in., on spools, about 50 lbs. per lb., .06 3/4
No charge for spools.

Cap Sheaf Brand Fancy Red Alaska Sockeye Salmon, 1-lb. tall cans, 4 doz. per doz., 1.45
5 or 10-case lots per doz., 1.42 1/2

S. & W. Brand Fancy Cold-packed Tomatoes, large size No. 3 cans, 2 doz. per doz., .85

New Extra Shore No. 2 Mackerel, elegant color, showing some fat, 210 to 230 fish to the bbl. . per bbl., 16.00

Peerless Baking Powder, large No. 1 size cans, a spoon in each can, guaranteed to comply with all Pure Food Laws, 6 doz. in case per doz., .80

Hardwood Double-pointed Toothpicks, 100 5c. packs per case, 1.85

These Prices for This Week Only—July 13th to July 18th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street **Phila., Pa.**
28 N. Delaware Avenue

is said, yet the trade in some of the very best residence parts of the city, according to statements that are frequently made, is in the same boat.

"As the grocer is not usually a banker," remarked one dealer today to your correspondent, "he is likely to be embarrassed by having too much business of this kind. The Newport idea of limiting credits to three months is certainly reasonable."

It is observed, however, that while one grocer may have a large credit business, another will have a large cash business close by and this is true in the best, as well as in the poorest neighborhoods of the city.

The Chief of the New York laboratory of the Department of Agriculture has notified the Coffee Exchange that coffee shipments will not be detained at present on questions of standards. It is understood that the Government officials are taking samples and making studies of the question of standards in order to prepare specific rulings, and that until such rulings are announced from Washington the food law will not cause any change in the conditions of importation.

Summer days have again brought to the attention of grocers the benefits to be derived from uniform closing at an early hour and keeping closed on Sundays. The subject has been discussed at recent meetings and it is said that some improvement in conditions has resulted, but there is room for much more progress in this direction. Many a corner grocer still keeps his store open until 9 o'clock in the evening, and at daylight the next morning he may be seen driving to one of the markets to get fresh fruit and vegetables.

In his house magazine, which L. J. Callanan issues this week, he has a lengthy article on the trade union question, in which he argues that business men have no objections to labor unions, but have very decided objections to the methods or some of the methods pursued by these unions. He cites some difficulties he has met in employing mechanics as illustrations of what is objectionable. The chief criticism he

makes is that the union puts all members on the same wage level, and so, as an instance, when he hires some carpenters the boss sends one good man and several "botches," but all must be paid alike.

New corporations filing certificates in the last week include:

The United Beef and Supply Co., New York; capital stock, \$20,000; incorporators, Joseph Weiser, 188 E. Twenty-second street and others.

The Harry Klinger Co., Newark, N. J., to trade in cereals and other food products; \$25,000; Charles A. Morel, 18½ S. Sixth street; F. F. Kennedy, 774 Broad street; Harry C. Klinger, all of Newark.

Dairy Supply Co. of America, \$1,500,000; C. Ames Brooks Plainfield, N. J.; W. B. Clark, New York; J. M. Satterfield, Dover, Del.

A petition in bankruptcy was filed Monday by Harry N. Goldowsky, a grocer at Port Chester, N. Y. His schedules, as filed here, show liabilities of \$1,562, and assets of \$763 in stock and accounts.

Schedules in bankruptcy filed Monday by Abraham Schwalb, dealer in eggs, at 258 Rivington street, show liabilities of \$6,035 and assets of \$600 in outstanding accounts. FRED. A. MCGILL.

Why Don't You Do It.

Why don't you read the advertisements that appear in this paper? Don't you realize by neglecting to read them you frequently miss opportunities that you cannot afford to lose? Take, for instance, the advertisements of H. P. D. Kingsbury, of Redlands, Cal. He makes more than a fair offer to you, yet it seems as if his talks to you had not been given the proper attention they deserve, and in this issue he calls your attention to that fact.

Mr. Kingsbury manufactures a line of fine jams, preserves and marmalades, in which the purity, price and profit are all right and all he wants you to do is to send a postal card to him with your name and address on it and it will bring to your door goods that you need and should have. Why don't you do it?



You Can't Cut Out

A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. \$2.00 per bottle delivered. Book 5-B free. Absorbine, Jr., for mankind, \$1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

To the Trade:

Of Course YOU Know
that

CEYLON TEA

Makes the

Best Iced Tea;

But Do You Impress That
Fact Upon Customers?

=====

Its Lemony Flavor

Just Suits Hot Weather
Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impair-
ing Its Tonic Values.

Grocery World AND General Merchant

PUBLISHED WEEKLY BY THE
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CHARLES M. WESSELS,
President and General Manager.

ELTON J. BUCKLEY,
Vice-President and Editor.

DAVID EZEKIEL,
Advertising Manager.

W. H. NAYLOR,
Circulation Manager.

FRANK D. WARNER,
Manager "Prices-Current."

Monday, July 13, 1908.

The current weekly bulletin of
the Retail Merchants' Association
of Little Rock,
Ark., contains the
following pre-
g-
nant paragraph:

Kickers.

Kicking.—We find that a great
many of our members are inclined
to stay away from meetings and
then kick and howl about some-
thing that is done or some commit-
tee that is appointed. We think it
would be much more becoming if
such members would attend meet-
ings and give the officers of the as-
sociation the benefit of their coun-
sel and advice. It would be appre-
ciated. But if you don't come to
meetings, for goodness sake, don't
sit in your store and howl and growl
about what the others are doing, but
be charitable enough to give them
credit for doing the best they can
under existing circumstances. You
cannot know all the difficulties unless
you take the trouble to investigate.
Be charitable in this matter and if
you are going to allow the other
fellow to do all the work for you
while you reap the benefits, the least
you can do is to help him by not
kicking.

Subtract from the sum total of all
the kicking done in the world that
percentage of it done by men who
are doing none of the work and
there will not be enough left to agi-
tate the atmosphere.

The kickers in grocers' associa-
tions are practically always those
who stand on the outskirts and point
contemptuous fingers at what others
are doing. The workers may sug-
gest, but they almost never knock

because they realize perfectly the
obstacles they are facing.

It is quite unfair to deprive an as-
sociation of the labor you should
give it, but it is an outrage to stand
aloof and still make the task of
those who do work harder by fault-
finding.

The disciples of the anti-substitu-
tion cult go much further in their
efforts to bind re-
tailers' hands than
truth, or even
common sense
would justify. As an example, the
Jap-a-Lac Co., which has published
some most offensive matter regard-
ing the merchant's right to pro-
tect himself against the forced sale
of unprofitable goods, has placed in
every retail hardware store foolish
enough to display it, the following
placard:—

The policy of this store is to give
you what you ask for.

If the article for which you ask is
not kept in stock we will get what
you wish, regardless of expense to
us.

We not only desire customers, but
pleased customers.

This is both dishonest and in-
sincere. There isn't a dealer in
business who would or could hon-
estly promise to get whatever is
asked for, "regardless of expense."
The reason is so obvious that it
needs not to be even stated.

Consumers are not fools. They
see the utter falsity and hypocrisy
of such statements at a glance, or
if they accept them and seek to
test them, they are soon convinced
when they see how the dealer is
forced to eat his words.

The large advertisers who repre-
sent the real promoters of the so-
called anti-substitu-
tion campaign
succeed from time
to time in inducing
newspapers which are indebted to
them for advertising to publish
matter attacking substitution, but
they are not equally fortunate in
imbuing such newspapers' utter-
ances with enthusiasm. Witness
the following, clipped from the
Philadelphia "Press" of July 8th:—

The Press's
Feeble Bleat.

In spite of all that has been pub-
lished on the subject there are still
complaints of the evil of substitu-
tion and the readiness of some
dealers to resort to it. They do so
because they can make more profit
out of the substituted article than
by selling the one desired for which a
demand has been created by judicious
advertising and proved value. The
wonder is that purchasers, in spite
of many warnings, allow themselves

to be imposed upon. The substituted
article is almost necessarily an in-
ferior article. It is an imitation,
and rarely is an imitation as good
as the thing imitated. A substi-
tuted article is essentially fraudu-
lent, because it finds its market on
the strength of another article's
reputation. If purchasers were not
weak and easily persuaded they
would not be fooled into accepting
substituted articles when they really
want the original, with whose merits
they had made themselves familiar.

As a matter of fact, this is rather
more tame and prosy than the aver-
age newspaper's utterance on this
subject, in which its only interest is
an inspired one.

The fact that substitution exists
at all; in other words, that the gro-
cer has proven that he had the
power to defeat the attempt of flam-
boyant advertising to force him to
sell unprofitable goods, ought to
convince any manufacturer which
he wants: the grocer's co-operation
or his antagonism.

A novel but possibly potential
question of the coming Presidential
campaign seems
destined to be the
attitude of James
S. Sherman, Re-
publican Vice-Presidential nominee,
upon the question of pure food. As
recently stated, Mr. Sherman is a
packer of New York State canned
goods and has proclaimed himself
upon various pure food questions
from time to time.

Sherman and
Food Questions.

One of these questions was that
of printing the net weight of pack-
age goods upon the label. Mr.
Sherman, being a manufacturer, op-
posed this proposition in Congress
when the bill was pending, and
charged that most of the short
weight frauds were the work of re-
tail dealers. Considering that there
are 200,000 retail grocers in the
country, every one of whom can
cast one vote and influence others,
the effect of Mr. Sherman's unfor-
tunate remark might prove to be as
disastrous to the Republican ticket
as the famous "Rum, Romanism
and Rebellion" mistake of the
Blaine campaign.

Mr. Sherman also proves to have
a most unfortunate record on the
question of saccharine, a coal-tar
substitute for sugar, which is un-
questionably injurious and which
many packers used before the food
law was enacted. Being a member
of Congress, Mr. Sherman had
much influence, and he is reported
to have insisted that he would use
saccharine, even after its use was
tabooed by the Federal Food De-

partment and practically all other
packers had abandoned it. His per-
sistence in this respect is held re-
sponsible for greatly delaying the
work of the department during the
winter of 1907.

These facts will give Mr. Sher-
man a bad quarter of an hour if
they are held up for him to answer.
The first, because it represents an
untrue and malicious charge against
200,000 retail grocers, and the sec-
ond, because it seems to show a cold
and selfish indifference to the public
health and well being, if a few cents
could by the sacrifice thereof be
saved to himself.

Kane Finds Source of Many Process Butter Frauds.

Has Well-known Wholesale Commission
Merchants Arrested Charged with
Selling Process Butter to Retailers
as Creamery Butter. Lacked Even
a Wholesale License.

Special Correspondence of "Grocery World and
General Merchant."

Pittsburg, Pa., July 8, 1908.

Mr. George R. Hanny, whom I
convicted in criminal court on the
24th of June for selling adulterated,
or renovated butter, for pure cream-
ery butter in the Allegheny Market
of this city, was sentenced by Judge
Kennedy on July 1st to pay a fine
of \$100 and costs, this being Mr.
Hanny's first offense. The court
was lenient with him in this case.

During the trial of Mr. Hanny
it developed that out of the ten
licensed retail butter dealers in the
Allegheny Market having a State
license for selling renovated butter,
we could not find a wholesale dealer
holding a wholesaler's license.
After sifting this matter very care-
fully I discovered that Latshaw-
Feerst Co., wholesale commission
merchants of 203 Ferry street, this
city, have been selling tons of reno-
vated butter to these retail butter
dealers in the Allegheny Market,
billing the same as butter.

I made information against Lat-
shaw-Feerst Co., charging them
with misdemeanor in violation of
the Renovated Butter Act of 1901
for selling renovated butter in
wholesaler's quantities without a
wholesaler's State license. They
were held in \$1,000 bail by Alder-
man George R. Cain of the North
Side for the Grand Jury in Septem-
ber. This is the results of the ex-
amination that I made of the qual-
ity of butter sold by the butter, egg
and cheese dealers in the Allegheny

Market. A large number of complaints have been made by retail grocermen, stating that their pure creamery butter business was being ruined and they were not in a position to compete with the butter dealers in the Allegheny market.

JOSEPH C. KANE.

Cantaloupes are coming mostly from California and Georgia, though a few are from Maryland. The market for all grades is covered by a quotation of 60 cents to \$1.50; for the Marylands \$1 is top. The receipts are heavy and the demand large.

AMONG THE TRADE.

The plant of the Philadelphia Freezing Co., which concern recently was sold under Sheriff's sale, was bought by a number of well-known wholesale dairy produce dealers. The concern pipes refrigeration to the various butter and egg houses along Water street, and failed not because it lacked profitable business, but because of poor management. The new owners will reorganize the company and start in to make the plant profitable.

Little Things that Pay Good Profits

Where the Average Retailer Makes a Mistake, According to a Veteran Grocer. Gives His Time to Easily-selling Things that Pay No Profit, Rather than Build Up a Trade on Articles Much More Profitable.

A veteran retail grocer now in the wholesale business indulged in some reflections the other day concerning the extent to which the retailers of the present day lacked initiative. According to him the dealers of the old day were much more energetic than those of the present day in carving out profitable ways for themselves.

"Take the one matter of soap," he said. "It is the hardest thing in the world to sell toilet soap to a retail grocer. He has never been accustomed to sell it, it may never be called for, and those are reasons, he thinks, why he should let it alone. Here is a brand of toilet soap which costs the retailer, by the gross cakes, 7 cents a box of three cakes. The package is tasty, and the soap is made by one of the best concerns in the country and will give satisfaction. Every fam-

ily buys toilet soap, and the grocer, by using a little effort, can easily sell this at the regular price of 15 cents a box. That is over 100 per cent. gross profit on the cost. Yet, as I say, it's like pulling teeth to sell it to grocers—they'd rather stick to laundry soap at a fraction of a cent profit."

The speaker reached up behind his desk and got down a round box of rubber jar rings.

"Here's another little thing," he said, "on which the retailer can make over 100 per cent. profit. If he sells them at 10 cents a dozen, the regular price, his profit is about 150 per cent., for they cost him only about 25 cents a pound. Yet the average grocer regards such things as stock to be kept under the counter and sold only when called for, though many and many a dozen could be sold without a call if a

little extra effort were made to do so.

"One other thing," went on the veteran. He brought out a sample package of Hunter & Palmer's biscuits, an imported article. "This particular article," he said, "costs the grocer 90 cents per dozen. He can easily get 15 cents for it, which means about doubling his money. On the National Biscuit goods he will make little or nothing. Of course the high-grade imported biscuit could never displace the popular-priced American goods, on account of the difference in the price, yet hundreds of packages could be sold if the grocer would only give a little time to it. Yet he seems to prefer to travel along the line of least resistance. There is a call for the heavily advertised specialties and because they are easy to sell the grocer will sell them instead of putting in a little work for something that pays a great deal better."

Georgia peaches have largely declined in price and now rule at 80 cents to \$1.50. The receipts are large and much of the fruit is coming poor. The demand is fair.

Have You Any Customers Who Make Butter?

"Size up" your customers and see if you don't find a number who make butter in a little or a big way.

If you have such customers, are you selling them their butter color?

If not—why not?

The sooner you send a trial order for

DANDELION BRAND BUTTER COLOR

PURELY VEGETABLE

the sooner you will open a new line of steady profit, for Dandelion is the acknowledged standard of the world.

If you sell butter made by your customers, you will have a double profit; one on the color, and one on the improved butter.

Isn't this proposition worth looking into?

This Trade Mark has appeared on our Butter Color for over 25 years.



WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

Written for the "Grocery World and General Merchant."

Ideal Plan for Taking Back Spoiled Cereals

Well-known Cereal Man Describes Plan He Devised for Reclaiming Wormy Breakfast Food and Replacing it with New. How a Puzzling Phase of Business was Solved in One Factory.

Next to the man who can invent a process that will keep cereal products from spoiling, the man who can suggest the most economical and effective way of handling returned goods will merit and receive the unanimous praise of grocers, jobbers and those manufacturers who guarantee the keeping qualities of their goods. There are as many different systems as there are manufacturers, and, as it is impossible for the average grocery clerk to keep them all in his head, the right method is seldom or never employed. One of the bright young men on the selling staff of a certain manufacturer recently remarked to the sales manager while this topic was under discussion, "Why, Mr.—, that's simple; just make the goods move so fast they won't have time to spoil." Good logic, in truth, but hard of accomplishment in these days of intense competition and a vacillating public.

No manufacturer likes to make a practice of buying back goods that have once been sold and delivered, and drawing his check therefor, so a system of exchange has grown up. Aside from the cash that a straight buy-back would tie up, this plan would be capable of more abuses than any other system that could be devised. So when one is confronted with this problem, along with the other vexatious ones which face the man at the head of the office force of a modern mill, the thoughts naturally turn along the lines of an exchange, package for package or case for case, with as little writing as possible.

Accepting as a fact that the total annihilation of germs in a cereal is impossible, that the danger from infection from the outside cannot well be entirely eliminated, that the remedy of the bright salesman is but a dream, and knowing full well that "spoiled goods," like the poor, we "have always with us," the writer

begs to suggest a system which he put into operation and found to work out well in practice. He offers it for what it is worth, and if the article serve as a help to even one unhappy manufacturer or jobber, its mission will be accomplished. For truly, the nightmare of the spoiled cereal is a horrible one, at times, especially in this dog day weather, and those who suffer therefrom deserve all possible help and sympathy.

By way of an introduction it may be said that the system as finally evolved, was the outgrowth of an attempt to have the jobber exchange old goods for a fresh stock, as the time and expense of the department at the mill was a serious question. But the jobber objects, on general principles, and rightly so, to becoming a clearing house for wormy goods. There's the danger of some careless clerk sending the bad ones out again; there's the liability of infection, for the weevil and moth are sprightly creatures. And then there is the trouble and expense, for Mr. Jobber's 10 per cent. is made on the goods going, not coming. Even a tentative offer of the same commission, going and coming, failed to interest the few who were selected as samples, so the returned goods man had another try.

To be effective, any system must give quick credits, be almost automatic, and cut out all possible bookkeeping. The grocer, whether he have two packages or a dozen, wants them off his shelves at once, and fresh ones in their places. It was found by a little calculation that a case weighing forty pounds could be profitably returned to the mill, even if they were so badly destroyed that they were fit only for the feed bin, at 1¼ cents per pound. The salesmen were instructed, in all cases where the bad goods did not amount to over \$1 at the wholesale price, to buy them outright of the retailer and

pay him the cash, accounting for the same on their weekly expense slip. The direction sides of the packages were returned with the slip as a voucher. In all cases where the bad goods were worth more than a dollar, but did not amount to enough to justify a freight shipment (forty pounds), the salesman was instructed to destroy the goods, and make a requisition on the home office for a "Credit Slip," so-called, the working of which will be more fully explained later. And where they amounted to forty pounds or over, they were to be forwarded to the mill, freight collect, and a "Credit Slip" issued.

But here was the first stumbling block. This particular mill had been in the habit of awaiting the actual arrival of the goods in the mill, and the report of the shipping clerk, before crediting the customer, and then opening an account with him on the sales ledger, against which he was entitled to draw a fresh stock. But the grocer who returned the goods was not usually a customer of the mill, for, like most mills who have an eye to the collection of their accounts, this one served its own ends and cultivated the good graces of the jobber by insisting on turning its orders through the said jobber. So, if the grocer who had a credit on the mill books wanted to buy another lot it was necessary to transfer the credit from the grocer to the jobber who filled the new order. And the system of making the grocer await the actual arrival of the goods at the mill worked a great hardship, for sometimes they never appeared at all, at least not under his label. No matter how explicit the instructions to plainly mark each case with the owner's name and address, fully 50 per cent. of all the goods arrived with no marks upon them. And the result of this system, or rather lack of system, was a disgruntled, protesting lot of grocers and jobbers.

For the purpose of issuing the "Credit Slips" the trade was divided into two classes, wholesalers and retailers—customers and non-customers. The customers or wholesalers were credited with their returns upon presentation of an invoice and bill of lading, showing delivery to the nearest railroad station or steam-

ship dock, and a credit memorandum or acknowledgment sent them. This credit was immediately passed to their account on the sales ledger, deducted from their next remittance, or, if the balance was against the mill at the end of the season, a check was sent.

To the non-customer or retailer was issued a "Credit Slip," showing the amount to which he was entitled. And this slip was also issued upon the certificate of a salesman that the goods had been destroyed, or the receipt of an invoice and bill of lading, as in the case of the jobber. This slip, when properly indorsed by the grocer, was to be accepted by the jobber as cash on account of a fresh stock of goods, and in turn accepted by the mill as cash on the jobber's account. The slips floated about as scrip until redeemed by the mill, and, save for an occasional slip which turned up through the bank, the recipient having cashed them like a draft or check the scheme worked out perfectly. This fault was remedied later by changing the form of the slip so that it could not be mistaken for a check. The grocer, under this plan, got his credit immediately, and secured his fresh stock, the jobber had a slip of paper to handle instead of a broken case of wormy goods and some bookkeeping, and the slips, when they finally turned up at the mill office, were entered in the column of the cash journal reserved for "Returned Goods."

For the purpose of keeping a check upon the trade, that the confidence reposed in them by issuing a slip upon the invoice and bill of lading instead of the goods, might not be imposed upon, a card index system was made use of. Upon receipt of notice that a non-customer wanted a credit, his name was written on one of the cards and one of five form letters sent him. It was difficult at first to get the grocer to send both invoice and bill of lading. He couldn't see the use of it. All he knew or cared about was that he had a dozen or so packages of goods that no one would or could eat, and he wanted his money back or a fresh stock that he could convert into cash. But upon making him see the necessity for system, and getting both bits of paper, the fact was prop-

erly noted upon the card, to prevent duplication of credit, and the slip mailed to him. The shipping department of the mill reported each week on a typewritten sheet the goods returned, with the marks thereon. This sheet was cut into small sections and pasted upon the cards. Thus the typewritten announcement of the receipt of twenty packages from John Furlong, of Schuylerville, appearing underneath the written announcement that said Furlong had delivered an invoice and bill of lading for the same, completed the transaction. In case no written card was found indicating that John Furlong or anybody else from Schuylerville had asked for a credit, the small section was pasted on a fresh card and filed under "J." And those sections of the sheet showing goods returned, with no marks, were filed separately under the heading "No Marks." The typewritten slips pasted on the cards being the mill's report of actual goods, and the memoranda in ink being the office's record of requests for credit, it was easy to see at a glance who had received credit without goods and who had sent goods without asking credit. And in the case of any glaring discrepancy between invoice and receipts, it was found possible in most cases to pick out from the "No Mark" section most of the missing cases or packages. It was made a part of the system, and so stated upon the slips, that the grocers who received the slips would make good any discrepancy that might be found upon checking up the deliveries. But in the year or so during which this plan was being whipped into shape, it was not found necessary in a single instance to avail of this reservation. It gradually became the practice of the clerk in charge to notify the shipper of even a very small discrepancy that he might see the department was keeping tabs upon him. And as the grocers became aware of this check, there was a marked improvement in the way the count tallied with the bill.

The sales manager of the mill feared at first that the slips would be accepted by the jobbers for any kind of goods, instead of for goods of that particular mill, and "case goods only," as the slip plainly stated. The system was based upon the theory that if a

retailer will stand by the mill and endeavor to work off a fresh stock, the mill could afford and would stand behind him. Whereas, if the retailer sours on the goods for any reason whatever and puts in a substitute, he should be left to stand his own loss. The jobbing trade, by its very nature must be honest, fair and impartial, and if it were not so it would be very easy for the sales department to devise a system of reports by which it could be seen whether John Jones was still carrying the particular goods upon his shelves. If he was not and the credit slips showed he had formerly, then it was up to the sales department to find out why he was not still doing so, and sell him again if they could.

So successfully did the plan work out as a whole, that the goods, invoices, bills of lading and credit slips are now passing through their proper places in orderly procession, automatically, with a check mark here and there to show that proper attention has been paid them, and it is now seldom necessary to write a letter, since a series of rubber stamps was perfected which tell the unthinking grocer who has started any one of the series of papers wrong how to get back on the track. And this is the ideal for which all manufacturers are striving. But when the daily mail of the manufacturer, be it cereals or any other line, reaches that Utopian stage where it contains nothing but orders and checks, and the kicks of the customers, the growls of the salesmen and the importunities of the advertising expert shall be at an end, any fool can go to grinding up wheat, corn or oats, put a label on the packages, and in a year or so retire with a million.

FRANK C. DAMON.

New York, N. Y., July 9, 1908.

The National Cash Register Company Makes Big Increase in Sales.

As a further indication of the return of prosperity and additional proof of the value of President J. H. Patterson's advanced methods of advertising and selling and reduced prices, the National Cash Register Co., whose factory is at Dayton, Ohio, shipped 8,270 registers in June.

This is 1,053 more registers than were shipped during the month of May, 1908. The largest previous month in the history of the company was 6,808. This certainly proves that the right sort of administration, even in hard times, will increase sales and contribute in a large degree to the general prosperity of the country.

The American Sanitary Jar Cap

FOR MASON FRUIT JARS

Attractive :: Inexpensive



¶ This cap is treated with a Sanitary Enamel which perfectly resists the action of fruit acids. Less than half the

price of zinc and glass caps and no danger from poisonous oxides.

¶ Write for samples and prices.

AMERICAN CAN COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO

Offices in All Large Cities

Two Points of View

THE CUSTOMER

finds that ham or bacon or dried beef sliced on the **American Slicing Machine**

Goes further.

Looks better.

Cooks better.

Tastes better.

Is fresh sliced and just the right thickness.

That's why she trades at the store that has the machine.

THE RETAILER

finds that by using the **American Slicing Machine** he can

Save labor.

Save waste.

Save packer's profits on tinned goods.

Give more slices for the money.

Get all the trade of his locality in this line.

That's why 9000 merchants say it's the best investment they ever made.

Our catalogue and booklet are free.

Under our easy payment plan the machine more than pays for itself as you go along.

A card will bring you particulars.

AMERICAN Slicing Machine Company

54 Fifth Avenue, Chicago

THE GROCERY MARKETS

Tea.

The tea market remains unchanged for the week. There is a fair business doing for the season, but no more. Spot old teas show no change in price. Medium grades of new Japans are costing considerable more than last year, the present quotation being $2\frac{1}{2}$ to 3 cents higher. This has discouraged buying on this side to some extent. There is no prospect of any important change in the price of old teas before the end of the season.

Coffee.

The market for Rio and Santos coffee is about steady. Receipts are constantly increasing, as is usual at this season. Speculation in coffee remains, as has been the case for some time past, absolutely at a standstill. There seems to be no doubt in the minds of the conservative portion of the trade that the present crop of Rio and Santos coffee will be at least sufficient to supply the world's needs this year without compelling the drawing on the syndicate's surplus. Naturally this means more carrying charges and further postponement of real-

izing upon the money invested. In fact it is claimed by some that the current crop will exceed the consumption, which may make it necessary for the syndicate to buy in more. The trade are buying only their actual needs, and when there is added to this the growing tendency to attack and criticise the syndicate, neither its present nor future bed looks very soft or easy. Mild coffees are steady and unchanged. Java and Mocha in the same position.

Syrup and Molasses.

On account of the continued high price of corn, the glucose refiners are talking an advance more strongly than for several months past. This has inspired considerable buying. Compound syrup is in good summer demand at unchanged prices. Sugar syrup is also in excellent demand at ruling prices. Molasses is scarce and is not in active demand, nor will it be until fall, but as the supply is low, the chance is an advance may come at that time.

Sugar.

The sugar market is steady at the present writing, but its future is difficult to predict. The American

Sugar Refining Co. has practically given out that refined sugar will probably not advance this summer, unless something happens to raws, which is not now foreseen. During the week raws have weakened somewhat and refiners have shown more inclination to buy. Refined sugar is in fair movement, all the refiners but Federal and Warner holding rigidly to the 7-day plan. The two refiners named will guarantee the price 30 days.

Canned Goods.

Tomatoes are unchanged in price, both spot and future, and are in moderate demand. Some new packs are already being offered at the prevailing price of 75 cents, but they do not figure to any extent. Corn is unchanged in price and in light demand. Peas seem to be wanted at unchanged prices. Deliveries are short everywhere except the South. New York State is delivering 40 to 75 per cent., and Indiana about 85 per cent. Apples are weak and unsettled; demand very light. Eastern brands of peaches are unchanged in price and not wanted to any great extent. California canned goods are not moving on spot to any extent, and not for fu-

ture delivery. The recent declines made by packers from the opening prices have not stimulated buying very much. The small line of Baltimore canned goods is unchanged and in good demand.

Fish.

There is a good demand for most varieties of prepared fish. Shore mackerel are unchanged in price and fairly active. Irish mackerel are a shade easier and old Norways could probably be purchased at a decline if anybody wanted them. Cod, hake and haddock are unchanged and dull. Salmon is unchanged and in fair demand. Sales of future Columbia River salmon have been fair. The other grades will not be offered for future delivery for some weeks. Domestic sardines are unchanged in price and in fair demand. Foreign sardines unchanged and in fair demand.

Dried Fruits.

Prunes have declined from the 4-cent opening basis, and can now be bought for future delivery at $3\frac{1}{2}$. The price in secondary markets is unchanged; demand light. Peaches are weak and prices show a decline from the opening. The demand is small. Apricots will run very small.

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased **100,000** books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCKTON, OHIO

PLACE YOUR ORDERS NOW FOR Peters' Loaded Shells

to insure getting them when you want them. They have won the big shooting prizes this year, and they are the

"BEST IN THE MARKET" Not in the Trust either



SELLING AGENTS
JAMES M. VANCE & CO.

Wholesale Hardware

211 and 213 Market St., Philadelphia

Q Sometimes, I don't believe you grocers ever look at the advertisements in your trade papers. It is either that or else you are so blamed conservative that you don't believe anything you see in an advertisement. Maybe this is because you all write "ads" yourselves.

Q Now, when I buy space in your trade paper and tell you that I'll give you a chance to look at a proposition in California jams, preserves and marmalades, in which the purity, the price and the profit are all right, and merely ask you to send a postal card with your name and address on it—why don't you do it? The cost to you is a one-cent postal card and a moment in time, to bring to your door at dollars of expense, our goods, which may be just what you want. If not, all right, we'll stand the cost, and you will know you haven't overlooked a good thing. Mail that card to-day and show us that our "ads" are read—and appreciated, if they are, and if not, we'll cut them out.

H. P. D. KINGSBURY, Redlands, Cal., where the oranges come from.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

in size this year, as is demonstrated from some of the new crop already arrived. Prices are steady. Currants are quiet and unchanged. Raisins are still weak, and some packers have cut even their opening prices of 6¾ cents for fancy seeded. Other dried fruits quiet and unchanged.

Beans and Peas.

Domestic pea beans rule unchanged around \$2.60 per bushel in a large way and are very dull. The imported can be bought for \$2.05, and are almost wholly dominating the market. Marrows still rule at \$2.40 for domestic and around \$2.10 for the imported. The demand is light. California limas are unchanged and in fair demand. All grades of split and dried peas are unchanged and strong; demand fair.

Butter.

The butter market is firm at prices that show no change from last week. The bulk of the receipts are showing heat and have to be sold at slight reductions from the market. The general trade is quite healthy and both supply and demand are about normal. No important change is looked for within the next few days.

Eggs.

The egg market shows a very active demand, all grades being wanted. The percentage of fine eggs is very small, as the bulk of the receipts is showing the heat. Under grades as well as fine meet with ready sale at relatively low prices, and the market is healthy throughout. The demand is wholly seasonable and the trade do not look for any change during the coming few days. If the weather had remained as hot as it was up to

Wednesday the percentage of bad eggs would have been extremely heavy.

Cheese.

There is a very active demand for all grades of cheese, and the market is healthy at a decline of about ½ cent from a week ago. The make of cheese is better than last season and the quality is running fine. The percentage of under grades is about normal and they meet with a ready sale. Present prices of cheese are 10 per cent. lower than a year ago, and the trade is very satisfactory. The market may not decline again for some time.

Provisions.

There is a seasonable demand for everything in the provision line. Smoked meats, including all hams, bellies and bacon are in ample supply and the market is barely steady at prevailing prices. Both pure and compound lard are firm at ¼ cent advance, the trade being active in both lines. Barrel pork, canned meats and dried beef are in seasonable demand and the market is firm at unchanged prices.

Produce.

New potatoes, \$3 to \$3.25 per barrel, 60 to 65 cents per basket, demand fair; turnips, 35 cents per basket, demand fair; Jersey onions, 40 to 50 cents per basket; Bermudas, 50 to 75 cents per crate; Texas, 50 to 75 cents per crate, demand fair; red radishes, \$2 to \$2.50 per 100 bunches; white, \$1.50 to \$2 per 100 bunches, demand good; carrots, \$2 per 100 bunches, demand good; beets, \$1.50 per 100 bunches, demand fair; rhubarb, \$1.50 per 100 bunches, demand good; peas, Jersey, \$1 per basket; York State, \$1.50 per basket, demand fair; cabbage, \$1 to \$1.50 per barrel, de-

Skipper Sardines.



*They'll
suit your
customers
to a TEA*

As you must sell sardines, why not sell the best—the kind that will bring and hold trade for you? **"Skipper" Sardines** will do this.

We guarantee the *quality*.

We guarantee the *sale*.

We guarantee your *profit*.

ANGUS WATSON & CO., Canned Fish Specialists

1011 CHESTNUT ST., PHILADELPHIA, PA.

Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

mand good; cauliflower, Long Island, 10 to 15 cents per head, demand good; salad, Pennsylvania, \$1 to \$1.25 per barrel; York State, \$1.50 per hamper, demand good; string beans, green, 25 to 35 cents per basket; wax, 25 to 30 cents per basket, demand good; squash, 25 to 30 cents per basket, demand fair; green peppers, 35 to 40 cents per basket, demand good; cucumbers, 25 to 50 cents per basket, demand fair.

Green Fruit.

Bananas, firsts, \$1.35 to \$1.75 per bunch; 8-hands, \$1 to \$1.25 per bunch; 7-hands, 65 to 90 cents per bunch; 6-hands, 50 to 60 cents per bunch; red, \$1 to \$2 per bunch, demand poor; grapefruit, \$3.50 to \$5.50 per box, demand poor; limes, 80 cents per 100, demand good; lemons, \$2.50 to \$3.50 per box, demand good; California oranges, \$3 to \$4 per box, demand fair to good; pineapples, \$1 to \$2.75 per box, demand fair.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7¾ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo,

\$1.70 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 9½ cents per pound; filberts, 10 cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12 cents per pound; mixed nuts, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Imported Fish Products.

The fish business, owing to the abnormally hot weather, has been dead as a door nail. Herring have not been selling at all. Mackerel sold only on a hand-to-mouth basis. There is hardly anything here of really good Irish mackerel and the few Norways that are held in a few hands are going out gradually and will soon be out of the market.

Imported Oil Sardines.—There is no change in the situation. There has been some catch in isolated ports on the French coast, but nine-tenths of the fishing places were left without any fish whatever. In Portugal the same condition exists. There is no small fish at present, so the situation remains unchanged. There are no stocks to be offered.

Sprats are selling quite freely now and prices have hardened.

Norway Smoked Sardines.—The catch so far in Norway proved to be rather poor quality, soft and unfit to be used for fine brands. No

packer who is particular as to his brands will use these early fish, which will soon become mushy. Smoked sardines have been selling very freely and prices are very firm.

STROHMEYER & ARPE Co.
New York, N. Y.

California Canned Goods.

The packing of fruits for 1908 is now vigorously being carried on. The pack of cherries is about finished, and has been a good average pack, although the quality of the fruit has been unusually small in size.

The packing of apricots from the early sections has been progressing by a number of packers. The fruit so far has been remarkably clean and free from blemishes of any kind, but, as indicated in previous letters, it has been unusually small. This was caused by the quantity of fruit on the trees. The result is that there will be a shortage in the higher grade goods, such as extras and extra standards, and they will average smaller in size than in previous years. The crop from the later sections around the bay, Santa Clara County and Alameda County is unusually heavy, but large apricots will be short. In addition to this the crop in these later sections is not as clean and free from blemishes as has been the case in the earlier sections. It can, therefore, safely be predicted that there will be no surplus packed of extras or extra standards. If there is any surplus it will go into the lower grades, such as second and water goods, but as these grades are being sold at very low prices there will undoubtedly be a clean-up.

It is too early to definitely predict the pack of other fruits, but from the present outlook the same conditions will prevail on Bartlett pears and peaches of all varieties as on apricots and cherries. While there is likely to be a heavy crop, it will be small in size, and the quantity of canned goods of the higher grades, viz., extras and extra standards, will not be more than sufficient to supply the ordinary demand, with a possible shortage. This result has been brought about in two ways, first the failure to thin the trees on the part of many orchardists, second by the unusual drought that prevailed during the spring months.

Since last writing, opening prices have been named by all the leading packers. These prices have been on a much lower basis than in previous years, but in this country buying has been very conservative and is likely to continue so. In England, owing to the drop in prices, the demand has been considerably heavier than in previous years. We do not look for any unusually heavy buying in the United States, it undoubtedly being the policy of all the large buyers to purchase for their actual requirements only, and thereby force the packer to carry the goods. This was predicted by us in

our report of some months ago. We believe, however, that the buying will be more continuous than in previous years, but it will be a heavy load for the packers to carry, and it will depend upon their financial backing whether they will be in a position to do this.

We confidently predict an advance, before very long, in the price of some of the high grades in California canned fruits, caused by the conditions mentioned above, and we look for a steady trade which will take all the low grade goods that can be packed at low prices. Some canners, who in their anxiety to sell are cutting prices, may find themselves in a dilemma later on, in their capacity to furnish the higher grades, for their quality will be scrutinized very carefully, and if it does not come up to the season's average in size, they may have to make big allowances when the goods reach their destination.

CALIFORNIA CANNERS CO.

Baltimore Canned Goods.

No. 1.

Another week of hot weather and lack of rain in Maryland and Delaware caused much anxiety among the growers and canners of tomatoes and corn in this section. The Weather Bureau states that the rainfall during the entire month of June was only a fraction above one inch, only about as much as an ordinary summer shower. It is too early, however, to get scared about it, though everyone would feel easier if the drought were broken. The tomato market has stiffened up somewhat because of these conditions, and also because of the increasing demand for both spots and futures. The market has broadened very much and it looks as though there will be the usual activity in that article during the month of July. Conservative canners are not urging sales of tomatoes at to-day's quotations. Keep your stock of them in a comfortable position for the fall trade. The same causes strengthen the market for corn, both spots and futures, though the prices are unchanged as yet. The big demand for peas is over for the present and the canners here are now busily engaged in making deliveries against their contracts. The surplus stock for the fall and winter trade will be small comparatively. String beans are easier, not so much because the pack is large as the demand is small. At to-day's prices they look attractive. The other lines of vegetables were less active than in the previous week.

As the season for canning peaches draws nigh the demand for them increases for nearly all grades and sizes, but more especially for unpeeled pie peaches and for seconds. The outlook continues excellent for a good crop, and to-day's prices are based on a large yield, but the crop is not in yet. The canning of the early varieties will be-

gin in the last half of this month. They are worth attention now. All kinds of small fruits, berries, cherries, etc., have been fairly active and firm, and raspberries are especially strong, so are cherries, both red and white. Pineapples were quiet and firm this week.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

The sales of future tomatoes are fairly good. There is quite a good inquiry, and as the buying so far has been considerably behind last year, it is probable that sooner or later there will be quite an active market. Most of the packers are showing a disposition to hold off for the present, owing to the unfavorable weather conditions. During the past five weeks there has only been one or two rains. It is not likely that any serious damage has been done so far, but damage, of course, will be done if the drought continues. At any rate the packers are inclined to go slow. An instance of this is, some of the packers are refusing to entertain less than 60 and 80 cents per dozen for future tomatoes, and in some cases are getting these prices. Of course this is for well-known brands which command a little premium.

The beans which are being packed in Baltimore this week are unusually good quality. In spite of the dry weather conditions the beans have been coming in in excellent shape, better than the average.

Packers are working on blackberries and raspberries. The packing of raspberries is going to be very light. The packing of blackberries is just about beginning. The drought is reported to be cutting down the crop considerably. It is too early, however, to make any estimates.

No change to report in the market on future peaches. We are having a fair inquiry and making some sales at 95 cents per dozen for No. 3 second whites and \$1 per dozen for No. 3 second yellows.

THOS. G. CRANWELL & Co.
Baltimore, Md.

Spices.

The market is quite active, with large trading in futures and a noticeable decrease in spot demand. Buyers have generally allowed their stock to diminish and we look for very fair trading during late summer and early fall.

Pepper.—Futures are slightly easier; spot prices are, however, unchanged. We find that nearly all July and August arrivals are small, and considering the present spot stocks, it looks like a higher spot market, inasmuch as the demand is improving.

Pimento (Allspice).—July and August arrivals from Jamaica are pretty well sold out. The crop will be later and from all information

we can get from the islands we look to see a higher market rule.

Cayennes.—The demand is much better, due to the approaching pickling season. Prime Bright Chillies are scarce and all grades are tending higher.

Cloves are unchanged in price, but in fair demand. If crop reports are true, which now predict a smaller crop, we will see higher prices.

Mace in better demand and prime stock is scarce.

Nutmegs are moving in a satisfactory way, with a much better demand from the grinding trade. Low prices still prevail.

Gingers are smaller than for years past, and we do not look for any future arrivals for some months. Therefore the advance mentioned in our last letter will no doubt prove true.

Seeds.—Poppy is stationary. Caraway has eased off somewhat, although new crop seed is still high. Mustard and celery are now in fair demand for pickling needs.

MCCORMICK & Co., INC.
Baltimore, Md.

MARKET NOTES.

Georgia watermelons are coming along in good shape and are selling well at 15 to 35 cents each. North Carolina will begin to ship soon.

Jersey eggplants now average \$1.50 per basket and are in fair demand. There is still a good supply of Southern eggplants which average \$1.50, except Virginias, which are quoted at \$2.50.

All the corn on the market is from New Jersey and ranges from 75 cents to \$1.40. The quality is better, but the demand is light.

All the currants in market are from New York State and range from 8 to 9 cents. The demand is good.

Lima beans are coming from North Carolina and average \$2. The demand is light.

New potatoes are still about 20 cents per basket above last year, but the demand is good. The present price range of Jerseys is 60 to 65 cents. A few Southern potatoes are coming North at \$3 per barrel.

There are no new sweet potatoes in market yet, although they were in by this time last year. The crop prospects are good and the market will probably range from \$6 to \$7 per barrel.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

doing so. It seems perfectly clear to me that it is bad advertising to do that, but advertisers are doing it right along and I therefore assume that it is perfectly clear to them that it is good advertising. I should very much like to hear their reasons.

I have several times discussed the wisdom of printing grocery prices in a catalogue which is issued at long intervals. Usually my judgment is against it, for the reason that such prices are always made subject to market changes, which may make them worthless the very day after they are printed. It seems to me that Messrs. Penn's Sons themselves show in their introduction how meaningless their prices may be. They say "the prices quoted to-day are subject to the market changes. However, we do not change the prices in the list unless there should be a marked change in the prices, so we think you will find this list a very accurate one for this month at least."

last, and there is no positive promise for even one month, because the list is subject to any marked change that occurs. Furthermore, I think the statement that the selling prices are not changed unless "there should be a very marked change in prices," is a mistake. It's all right and good policy to tell customers, if true, that your prices are not changed, when the market change is an *advance*—they can appreciate that—but when you also tell them that you do not give them the benefit of *declines*, except when the decline is "very marked," it has a different sound.

I would go very slow on putting out many prices to last two months, unless I was practically certain that there would be no material fluctuation, which, of course, I could seldom be, or better still, unless I had enough stock to last two months, and could therefore positively hold the price steady no matter what the market did. As a matter of fact, I believe it would pay for Penn's Sons to advertise their grocery department oftener than six times a year. That is really how I would get around the difficulty of prices—by quoting and advertising fewer articles and advertising oftener.

What Georgia Grocers are Fighting.

The Georgia retail trade is much exercised over the appearance of a cut-price grocery club down there. The concern uses the following circular:—

Dear Sir or Madam:—A club is now forming to save money in purchasing the necessities of life. Through its operation you can procure groceries, clothing and everything used in the home, at astonishing prices. Below are a few sample grocery prices selected from grocery assortments in the free catalogue, which will be supplied you if you decide to join with us.

See our catalogue for thousands of other prices and full information.

	The Retail Price.	Our Wholesale Price.
100 lbs. White Granulated Sugar.	\$5.50	\$1.75
1 lb. Royal Baking Powder.	.45	.22
15 bars American Family Soap (Kirk's).....	.75	.40
5 bars Ivory Soap (Procter & Gamble).....	.25	.12
3 bars Sapolio (Enoch Morgan Sons' Co.).....	.25	.10
1 bottle Hire's Root Beer Extract —makes 5 gals. Root Beer...	.25	.13
4 lbs. Gold Dust (N. K. Fairbanks & Co.).....	.20	.10
1 pkg. Rising Sun Stove Polish.	.10	.05
5 pkgs. Uneda Biscuit (Nat'l Biscuit Co.).....	.25	.12
100 bars Laundry Soap.....	4.00	1.95
20 lb. box Soda Crackers.....	2.25	.99
Blue and White Denim Overalls, per pair	.34	
Men's Worsted Trousers.....	per pair	.75
Boys' Knee Pants.....	each	.18
Men's Cheviot Working Shirts.....	each	.26
Men's Extra Heavy Drill Working Shirts.....	each	.26
Men's Crusher Hats.....	each	.19
Men's Silk Neckties, latest patterns.....	each	.09
Men's Rockford Socks.....	per pair	.04
Men's Mackintosh Rain Coat.....	each	1.68
Ladies' Fast Black Hose.....	per pair	.08
Men's and Women's Handkerchiefs, White and Colored.....	each	.03

W. B. PENN'S SONS June, 1908, Grocery Price List


These Grocery Prices will Save You Money

Study this list over very carefully. It is issued every two months and the prices quoted today are subject to the market changes. However we do not change the prices in the list unless there should be a very marked change in the prices, so we think you will find this list a very accurate one for this month at least.

We solicit your orders and assure you if any article listed here should decline in price, the goods will be charged to you at the lowest current price on the day order is received.

WE PAY THE FREIGHT

We pay the freight on all Groceries or Dry Goods amounting to Eight Dollars or more in any railroad station within 100 miles, except such goods as Grain, Sugar, Salt, Wire or Feed. Sugar may be included in your regular order and the freight will be paid if the value of the Sugar is not over one-fourth of your order.

Tea. Choice Mixed Tea, a very fine blend, per pound 25c.	Washing Soda. Washing Soda for breaking water, etc., 10 lbs for 15c.	Canned Apples. Best canned Apples in one gallon cans, per gallon 35c.	Syrup. Best Golden Drip Syrup, 1 gallon cans, gallon 40c.
Essence Coffee. Hummel's Essence for Coffee, per box 1c.	Grape Nuts. Regular 15c package Grape Nuts, each 12c.	Sugar. Granulated Sugar per 25 lb muslin sack, \$1.40.	Rolled Oats. Mother's and Quakers' Oats per package 10c.
Corn Starch. Best Corn Starch, one pound package 5c.	Gloss Starch. Best bulk Gloss Starch, per pound 4c.	Canned Berries. 2 lb can Blackberries 15c. 2 lb can Raspberries 20c.	Ginger Snaps. Four pounds of best Ginger Snaps for 25c.
Colored Beans. Nice bright hand picked colored Beans, eight pounds for 25c.	Corn. Rainbow canned sweet Corn, finest pack on the market, three cans for 25c.	Prepared Cake Flour. Swansdown Prepared Cake Flour. Try this if you want something fine, pkg 25c.	Scrap Tobacco. Honest Scrap and twenty other brands all at six packs for 25c.
Hams. Dold's Westphalia brand sugar cured Hams, per lb, 13½c.	Currants. Cleaned Currants, best quality, full 16 ounce package, each 10c.	Crackers. We sell you the best grade of Soda, Oyster or Butter Cracker, always fresh, lb 8c.	Binder Twine. We will be prepared to quote you the lowest prices on Binder Twine.
Raisins. Seeded Raisins, full 16 oz., package fancy stock, per pound 10c.	Coffee. Our Rio blend Coffee, better than standard brand, in bulk per pound 11c.	Wine of Cardul. This celebrated remedy at the extremely low price of 69c per bottle.	Cement. Diamond Portland Cement, per bbl (4 sacks) \$1.75; five bbl lots \$1.70; ten bbl lots or over \$1.65.
Soap. Lenox Soap, eight bars 25c. Calumet Laundry Soap, twelve bars 25c.	Wheat Biscuit. Shredded Wheat Biscuit, regular 15c package, each only 10c.	Canned Peas. Finest pack canned Peas, a very special value at three cans for 25c.	Felt Roofing. Here are the lowest prices you have ever heard of on Felt Roofing. Two ply, per square 60c; three ply 80c.
Flour. Penn's White Rose Flour, the best winter wheat Flour on the market, every sack warranted. Put up under our guarantee, 49 lb sack \$1.30 24½ lb sack 65c.			
	Shedrain Roofing. 1 ply, per square \$2.00. 2 " " \$2.75. We pay the highest market prices for country produce.		

I wish one of the enterprising grocery advertisers who send in circulars with their name at the head would write me their reasons for Even the advertiser himself doesn't promise that his prices will be worth anything after one of the two months during which the list is to

Above are merely a few prices to give you some idea of the saving. Thousands of other articles at equally low prices, prices lower than ever seen or heard of before—all listed and illustrated in free catalogue. Positive guarantee that any goods purchased at any time shall be as represented, that the price shall be lower than you can get elsewhere, that you will be satisfied in every respect, or you may return goods, and your money will be immediately refunded. You don't risk anything. You can't possibly lose a cent by giving this new system of trading a trial.

Do You Sell Loaded Shells?

If you do, now is the time for you to place your orders for Peters' Loaded Shells, so that you will have them when you want them. These shells have won the big shooting prizes this year and are the best on the market. They are sold by James M. Vance & Co., 211 Market street, Philadelphia, and are made by an independent company.

Will Enforce Food Law Against Spoiled Eggs.

Nebraska Commissioner Says Certain Clause in the Food Law Covers Bad Eggs. Practically the Same Clause is in All Other State Food Laws.

The Dairy and Food Department of Nebraska contends that the clause in the State food law, which provides that a food shall be adulterated "if it consists in whole or in part of a filthy, decomposed or putrid animal or vegetable substance unfit for food," covers spoiled eggs, and they have accordingly threatened every wholesale and retail handler of eggs with arrest if they sell eggs of that quality. Since the food laws of most other States contain substantially the same provision, the fact that the Nebraska Department has issued the following bulletin on the subject will be interesting:—

EGGS.

The Nebraska Pure Food Law makes it unlawful to sell bad eggs and provides a penalty of \$10 to \$100 for each offense.

It is unlawful for the farmer to sell bad eggs to the merchant.

It is unlawful for the merchant to sell them to his patrons or to his egg dealers. It is a violation of the National law to ship them from one State to another. The law was passed in the interest of honest dealing, and it is not honest to sell bad eggs for good money. It is reported that in some cases spoiled eggs have been taken from the incubator and marketed at the grocery store when the producer thought the buyer was too busy to examine them. It is the duty of this department to prosecute offenders, whoever they may be, no matter whether producer or dealer. The law is trying to protect not only the consumer, who is entitled to get honest food for his money, but the honest producer and honest dealer, who are entitled to have dishonest competitors prosecuted and exposed through publicity. Nebraska liens are producing 90,-

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

Anker's Bouillon Capsules



It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

Oakdale Steam Crisp Pretzels Salted

Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.

Oakdale Building, Philadelphia, Pa.

Don't Throw Your Profits in the Cellar



H. F. HEACOCK, 51 N. Second St., Phila., Pa.

Appetizing Mustard Sardines

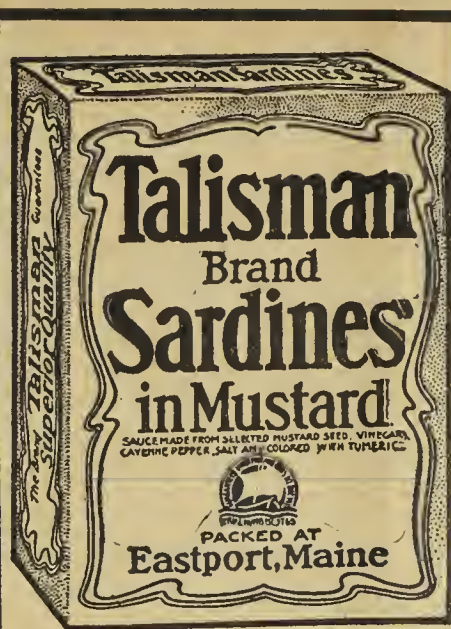
A tender, toothsome sardine, discriminatingly selected, carefully dried and fried, and then packed in a delicious high grade mustard dressing. Both the fish and the can are somewhat larger than in our oil sardines.

Our Mustard Sardines are far above the average domestic sardines and will instantly please even the most fastidious.

Swift & Company

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

A little of this and a little of that, left after the rush is over, is often put in the cellar because there isn't enough of it to make a respectable showing. These little "leftovers" represent your profits and you can't afford to let them rot in the cellar. A very little looks a lot in my Bins and you can get money for it. As I make them, they go to you from me at the one profit.



000,000 dozen eggs annually. These Nebraska eggs are worth 3@5 cents per dozen less than the highest market price in New York, Philadelphia and Baltimore on account of the low grade they take in these markets by reason of the dishonest and careless mixing of bad eggs with the good.

Five cents a dozen on 90,000,000 dozen eggs amounts to \$4,500,000.

By reason of this careless and dishonest mixing of bad eggs with good we lower the value of our annual output \$4,500,000.

Does it pay?

The law is trying to force us as a community to bring our product up to the highest standard for our own good.

J. W. JOHNSON,
Deputy Commissioner.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

RAISING THE FISH SALES.

Every day from now on we will cut the price on one kind of fresh fish down to nearly cost. The dead fish department season is now on. That is it's supposed to be on. But why should we have a "dead season" on anything? Such conditions come largely from a rut experience. We accept what others accepted. Because July and August shows a loss to the average fish man is no reason why it should not show a gain with us.

Speak of the special cut price for that day. Say to your customer, "We handle the best fish that comes to town and no other."

BE MUM ON POLITICS.

However hard your Presidential candidate is knocked by customers, let it pass. The thing to do is to appear neutral as long as you're back of the counter. Wise merchants who became rich always did this. It's bad taste and bad business to get into a political argument with a person that you're trying to get money away from. It puts you on the enemy's side. That we can't afford.

SALE OF PICNIC HAMS.

We have contracted for a thousand picnic hams to be sold for 8¾ cents a pound. In a sense this is the "poor man's meat." Note how meaty these are. Observe the short cut shanks and they're not to be classed with the "lippy" shoulders which represent so much waste. Say that we'll cut them in half and let the customers have a slice for frying if she wishes. They're fine for boiling, and new cabbage is sell-

ing for a nickel a head. This thousand should not begin to last the week out at this price.

ON GOING AWAY

on your vacation, it's a good thing to so notify your customer, and assure her that you have given instructions to Mr. So and So just how to blend her coffee and tea; just the kind of fruit she likes, and in fact the handling of her orders generally. This shows your interest in her and avoids any disagreeable experience.

EDUCATE TEA MAKERS.

Suppose you succeed in selling a woman ½ pound Golden Tip Ceylon tea at a dollar a pound. Should you wrap up the tea hand her the check and let it go at that? Not at all. Show her that a pinch of this tea will go as far as half a fistful of "cheap" Oolong. If she uses it extravagantly out of ignorance the tea will be too pungent. It will have no delicacy—no bouquet. Thus you see a few words of explanation—education, if you please—may make an intelligent tea maker and a pleased customer.

ABOUT EGGS.

Be careful in selling eggs. We're into the troublesome times now. The only eggs you can warrant are the Laurelvale Farm Eggs at 28 cents per dozen. Case stock are double candled and well selected large stock, yet in order to sustain our egg trade we cannot warrant them fresh. It's simply another phase of square dealing, and the more we practice this the more strongly our business will be built. Public confidence is everything.

Libby's
Food
Products
(Natural Flavor)

Our Four Ways of Making Trade for You



One: We supply you with advertising matter embracing the very best booklets, catchy literature and signs for windows and walls—everyone a business-producing ornament.

Two: We run full-page advertisements, occupying the third cover of popular magazines which reach 10,000,000 people a month.

Three: We run our advertisements continuously in 15,000 daily and weekly newspapers, going into the homes of your customers.

Four: We carry on everywhere house to house demonstrations, showing people how to serve Libby's Food Products. We conduct the same demonstration in stores all over the country.

Such a campaign as this would sell products not half as good as Libby's but it would only sell them once. Products like Libby's, which only have to be bought once to be bought always—backed up by such methods as these don't require any effort on the dealer's part—he is simply called upon to hand them out as we create the demand for them. More, he makes a good profit on everything with "Libby" on it.

*Canned Meats, Pickles, Condensed Milk, Preserves,
California Fruits, Asparagus, Spanish Olives, Etc.*

Libby, McNeill & Libby

We realize that grocers who handle thousands of articles haven't time to push ours, so we do that for him and this is the way we do it.



Consider the Faker.

You fellows look down on the street faker, don't you?

I suppose I do myself.

We're apt to think of him as only a little better than a tramp.

Let me tell you that he's got us all skinned to death when it comes to selling goods.

He knows more in a minute about talking his goods, and selling 'em, than a lot of traveling salesmen and retailers do in a year.

Of course, there are a lot of slobs among the street fakers, just as there are in every other line. But when you get a crackerjack you've got a fellow that we can all learn from.

Of course, I know that the methods of a street faker wouldn't go in a store. But there's one thing that would go there, and that's his persuasiveness.

I was going down Chestnut street, Philadelphia, one day last week. There was a fellow in front of the Continental Hotel selling rubber shower bath attachments for bath tubs.

Nobody wanted 'em. He knew that, and he set out to make people want 'em. That's salesmanship.

This was his patter:—

"They're only 25 cents! Look at 'em. A shower bath for every

man! Slip one on your bathtub spigot and get the finest shower you ever had! Take one every night and sleep like a top! Look at 'em! Six feet of the finest rubber hose and nickel-plated fittings, all for 25 cents!"

Nothing very wonderful in that, is there? But it sold the goods. People were rushing by—they didn't want the things—but the faker sold three while I was looking. Nope, none to me—bathing is so beastly common in hot weathah!

You simply couldn't ignore him, that was all. He wasn't offensive—nobody considered him fresh; he just had goods to sell and he went about selling 'em.

Contrast this with the manner of the average grocery clerk, or even the boss himself, and you'll see why so many stores don't get ahead.

I've been in thousands of grocery stores thousands of times, and I know what I'm talking about when I say that 50 per cent. of the clerks and the grocers, too, only fill orders. If a woman comes in for a can of tomatoes, they'll sell her a can of tomatoes, but so could anybody. That's not salesmanship.

Another 25 per cent. will inquire in a wooden sort of way whether she wants some nice peas, or some new potatoes, and sometimes they'll make some sales.

Not more than the other 25 per cent.—one out of four—will really try to sell her goods. I'll tell you, the grocery business spoils a man, in a way. People have got to eat

—they've got to buy groceries. They come to a store intending to buy, needing to buy. Even if the grocer don't say a word, they will buy, and if he don't have too much competition he'll probably do a fair business if he only sells people what they actually need.

But there's no life in such business as that. Not much money, either.

A lively young clerk bragged to me one day not long ago that he had just sold a woman twice as much stuff as she intended to buy when she came in. She had just gone out, and he was feeling all in a glow over it. And he had a right to, for he had won a fight.

There's nothing in the world makes you feel better than getting a juicy order out of a man that you made buy it. It makes you feel you're worth something.

I don't mean forcing goods on people. Lord, no! I mean persuading a man that he wants your goods, and then making him buy 'em *because* he wants 'em.

This clerk I mentioned is only a boy, but he's a crack-a-jack at that!

"What are you looking so good over?" I asked him after his customer had gone out.

"See that lady just went out?" he asked me.

I hadn't noticed her particularly.

"When she came in," he said, "she had a little list. Here it is—she dropped it on the counter."

I looked at it. It had four articles on—potatoes, sugar, soap and strawberries.

"That was what she said she

wanted," said the clerk. "I sold 'em all to her, and besides that I took her order for a jar of Hartley's jam, a package of Huntley & Palmer's biscuit, and half a dozen bottles of ginger ale."

"Good work," I said, and it was. That was selling goods.

Think of a business with three men like that behind the counter. Why, there's no limit to what you could sell!

I had a cousin that went about selling goods in a novel way. He was a grocery clerk, but I never thought he was much of a salesman and I don't think he was naturally. He'd fix his attention on one certain thing at a time.

Say it was Hartley's orange marmalade. He'd try and see how many people who came in the store Monday he could persuade to take a jar. On Tuesday it was something else—always the things that paid a good profit.

Joe's boss told me himself that he could push out more goods than any other clerk in the store, except one. There were eleven altogether.

That's going some for a fellow who had to teach himself salesmanship, ain't it!

If I haven't made it clear what I mean, you go out sometime and listen to a street faker for half an hour. *He'll* show you.

THE STROLLER.

PATENTS

obtained on inventions and designs. Trade marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

IN OUR LITTLE GROCERY STORE

IN THESE DULL TIMES

we are retailing between 250 and 300 pounds of Sliced Dried Beef each week. We get

36 Cents a Pound

for all this Sliced Beef. If we had trade for three times this quantity our one

Johnson's Eversharp Slicing Machine

could easily slice it all in full-size sandwich slices, broad as your bread, thin as paper, smooth and glossy, soft, moist and delicious. We have practically no waste, every little scrap of edible meat sliced up in thin, saleable slices.

We place the dried beef business on a higher plane than it ever before occupied, no longer an obscure, neglected, unprofitable vexation. It has become the best-liked, most talked of, easiest managed, fastest selling and most profitable article kept in the store.

HERE IS PRESTIGE AND PROFIT

worth talking about, and there is no good reason why you should not do as well as we, or even better yet, if you install a JOHNSON'S (Patented) EVERSHARP SLICING MACHINE in your store and give this Sliced Dried Beef business the attention its profitable importance deserves.

WHAT RECKLESS FOLLY TO BELITTLE

and set at naught your years of business experience by pushing and praising some short-weight brand of package sliced dried beef that your less experienced and less competent business rival can buy and sell as cheaply as you can. Buy the best dried beef to be had and slice it yourself on

JOHNSON'S EVERSHARP SLICER

and you will see your trade grow in volume and profit, your name and store become a household word, for there is no other machine, no matter how extravagantly it is advertised, that can slice dried beef that can be sold in competition with the mouth-watering product of the EVERSHARP.

Address the Patentee and Manufacturer—

A. W. JOHNSON, New Brunswick, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Arched Window Display Made of Empty Cartons.

An arch design is one of the most attractive ideas that can be used in trimming a window with any kind of goods packed in paper cartons.

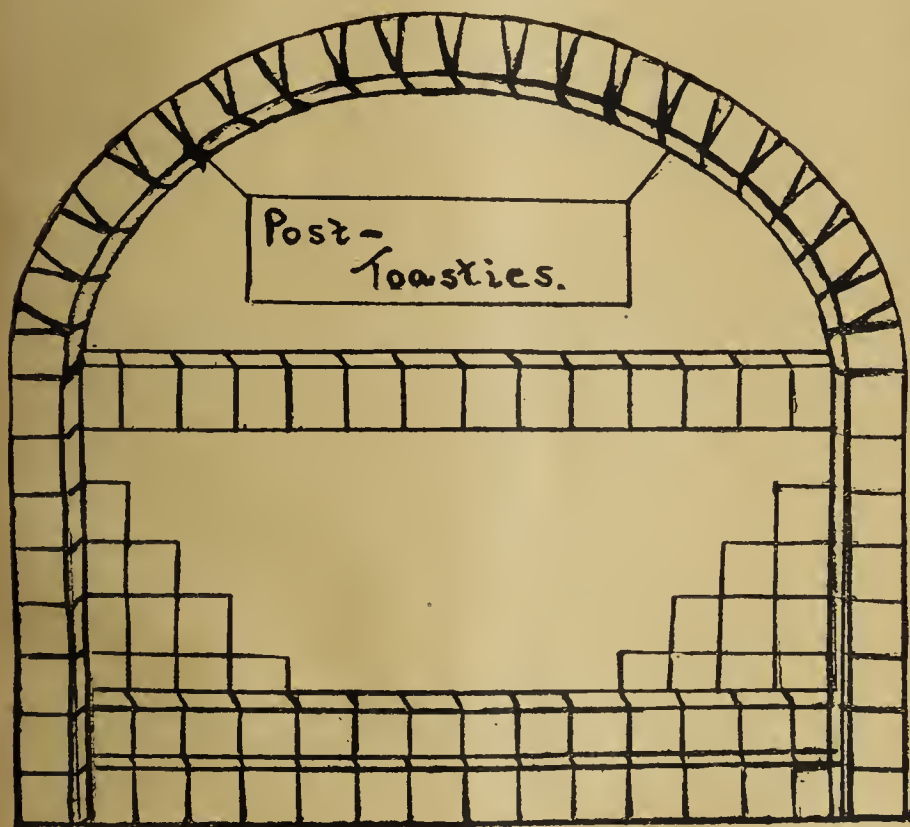
The accompanying drawing shows an arch supported by a column on either side.

These columns and arch can be left in the window for a long time, and by removing the centre display after you are through with the first

of flat surface, such as the top of a counter or floor space.

To get the right curve always add one or more cartons to the circle than the number of cartons it takes to make a row across the front of the window.

After you have the right number of cartons in your circle tuck in the bottom laps which you previously pinned together in the carton to your left and then tuck in the bot-



display of the one article you can from time to time show up other goods in the centre and still have the attractive effect of the arch.

It is not a difficult matter to build displays of any design if you are familiar with a few points as follows, viz.:—

1st. Always crease all edges of a carton thoroughly, this will insure you a firm good shape.

2d. To join your cartons together in any shape where you want a number together, use double pointed tacks (matting tacks).

3d. To make an arch, when folding up the cartons allow the ears or laps which fold in to extend outside. Then pin the bottom laps together so that they are even. Next pin the top laps together so that they may meet just in the centre of each other. To do this have plenty

tom. Next tuck in your tops. The top laps are of course outside between the top edges; this is what gives you the arch effect.

4th. The columns are made by attaching any number required together with the matting tacks, pinning the cartons in twos in four places, then attaching the whole.

Always anchor your columns with a tack driven here or there, or by placing a can of tomatoes in the bottom carton.

5th. Any effect looks good in the centre. Some prefer a pyramid, others steps, etc. The row across the base of the arch is unnecessary, but adds to the effect.

6th. A window is never of any advertising value unless it shows clearly and at some distance the nature of the goods displayed. To

this end always use one or more attractive signs.

Suggestion for a Summer "Window Trim."

This is the season of the year when the grocer is at loss to know just with what to trim his windows in order that they may look attractive and still not suffer the loss of soiled goods.

To this end we suggest that the retailer write the different manufacturers who put up their goods in paper cartons for a supply of "dummy cartons," which will be freely furnished them. Simply state that you wish to trim your window, shelf or top of ice box, giving size and about the number you think it will take, and they will send them to you free of charge.

This is the best possible way to keep up attractive windows during fly time, and at the same time be showing up seasonable and salable goods.

A good window display is often an index to the public of the quality of service they may expect on the inside.

Such concerns as Postum Cereal Co., Ltd., of Battle Creek, Mich.; Fels & Co., of Philadelphia, Pa., are glad to supply you with the cartons.

J. G. DINKELBIHLER, JR.
11 East Second street,
Cincinnati, Ohio.

Our Enormous Barrel Trade.

Forestry Bureau Says 150,000,000 are Made in this Country in a Year. Give Barrel One Year to Live, but it Really Lasts Much Longer. New Way to Preserve Food and Fruits.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

July 10, 1908.

The Forest Bureau of the Department of Agriculture supplies some interesting information regarding the consumption of barrels in the United States. It seems that upwards of 150,000,000 barrels and circular packages are manufactured in the United States annually. The heaviest demand comes from the cement business. The flour business ranks next, closely followed by sugar. Containers for fence staples, bolts, nuts, nails and packages for roasted coffee, spices, crockery, fruits and vegetables, follow in the order named, while glass manufacturers, baking powder com-

panies, liquor distillers, and candy, tobacco and cheese packers are big users of barrels. The demand for barrels for molasses, oil, lard and pork is also enormous, while dry paint, glue, snuff, oatmeal, screws, castings and general hardwood articles annually increase the demand on the cooperage supply.

The life of a barrel is put down at one year by the trade, but this is far from true. A majority of barrels are used many times. They begin as sugar or flour barrels, and are then sold to the farmer for shipping his produce to the market. It may be that they are returned to him several times, carrying potatoes to the market on the first trip, and tobacco or lettuce on the next, each cargo being lighter in weight than the previous one, owing to the weakened condition of the barrel. Finally the barrel may serve out its life work as a refuse receptacle, and in the end can be used for fuel.

The demand for barrels is steadily growing, because modern machinery has made it possible to make them for the trade cheaper than almost any other form of durable package.

Consul-General Guenther, of Frankfort, Germany, sends over a new idea for a preservative for packing food, fruit, etc. It consists simply in using the leaves of the fern plant, which are said to possess remarkable properties. The English have used it successfully for many years. Valuable fruit, fresh butter, etc., are no longer seen in the English markets packed in grapevine leaves, but almost always in fresh fern leaves, which keep the articles excellently.

On the Isle of Man fresh herrings are packed in ferns and arrive on the market in as fresh a condition as when they were shipped. Potatoes packed in ferns keep many months longer than others packed only in straw. Experiments made with both straw and fern leaves in the same cellar showed surprising results in favor of ferns. While the potatoes packed in straw mostly showed signs of rotting in the spring, those in ferns were as fresh as if they had just been dug.

Fresh meat is also well preserved by fern leaves. It would seem as if the highly preservative qualities of fern leaves are due to their high percentage of salt. No larvæ, maggots, etc., approach ferns, as the strong odor keeps them away.

HOLT.

Hot Weather Ways of Booming Business

How Merchants in Various Sections have Given Trade a Push when it Needed it Most. Good Ideas Culled from Real Experience.

[Below is printed another batch of the business-booming plans which have been gathered from actual experience by Butler Brothers. All these ideas have been tried, and all are said to have succeeded.]

An Iowa merchant with a good sized general store had menu cards printed listing the same prices on drinks as that charged by a near-by drug store. With each check of every purchase of 25 cents and over the cashier gave a check entitling the purchaser to free service of the soda fountain. This timely souvenir together with a big 5 and 10-cent department were the chief reasons why this merchant more than doubled sales during the hot days last summer.

A wash day window is attractive. Print on a large card "Bargains for Wash Day." Place it in the centre of a window full of wash day necessities—washing machines, boilers, wringers, boards, tubs, irons, clotheslines and pins—every wash day utensil, as far as convenient.

A basket picnic sale is a good idea for mid-summer. Decorate your show windows and store with baskets of every description. Fill some of them with assortments of goods, such as glassware, tinware and other useful household goods that can be arranged in bunches. Give the basket free with each assortment. If you wish to give a souvenir a small basket filled with fruit not to exceed 5 cents' worth can be given with each purchase of 50 cents.

Keep your store front as clean and cool as possible. If your store fronts South, East or West an awning is well-nigh indispensable. One merchant made a hit with his town's people by supplying a big sprinkling cart bearing his advertisement. He employed a man all summer to keep the more important residence streets of his town well sprinkled. At least, be sure to keep the dust laid in front of your store.

A window display of imported china, salad or table dishes with as much mirror setting as possible will look many times the real value. A choice of dishes which usually retail

at 30 or 40 cents, "as long as they last," to anyone who buys 50 cents' worth or more of other goods, never fails to be a trade winner.

One of the best things to help a prosperous Missouri merchant establish a reputation for liberality was his giving of free ice to families with babies.

This kind of advertising appeals not only to the poor people who are directly benefited, but also to all classes.

This merchant is only one of hundreds of successful merchants who have found that it pays to foster a reputation for liberality.

A Nebraska merchant finds that a big sign reading "Money Cheerfully Refunded" hung in the centre of his store where everyone cannot fail but see it the minute they enter, pays him well.

On the back of this show window in a general store, an Iowa merchant has a large sign reading "JUST IN." His display of fresh seasonable goods is completely changed each week.

A store in New York recently conducted an interesting guessing contest. In the centre of one window were three plain boxes. In each of these boxes was some well known kitchen utensil which retailed at 5 or 10 cents. With each 5 or 10-cent purchase a guess at the contents of any one of the boxes were given. The boxes were numbered. A sign explaining the contest was tacked on the back of the window just over the boxes. It read as follows: "\$10 to the one guessing nearest all the articles in these boxes. Each article is selected from our general stock and is commonly used. Each one of the articles is now displayed somewhere in our window, and will be displayed in the same place until close of contest, although our windows will be changed frequently. One guess with every 5 or 10-cent purchase."

The boxes were opened in the window during a special sale—and the contents were exceptionally big values.

A Minnesota general merchant recently advertised his children's department by offering six pairs of the finest hose he had in stock for the most attractive photograph of an infant. "Free socks for baby for a year" was the headline of his advertisement. Pictures of all kinds of babies were submitted by fond mothers. The prize winner was picked by a committee of three bachelors. The winning photograph was exhibited in the window and reproduced on the store's advertisements. Also a little circular advertising the children's department had this picture on the front page. And whenever the picture of this laughing baby was displayed it was accompanied by the following inscription: "He is wearing socks that came from Smith's."

The Ohio Food Commissioner Asked Vinegar Men to Help.

Cured Vinegar Frauds by Making Fifteen Manufacturers His Allies. Extracts from a Year's Report. Lard and Syrup Both Found Adulterated. Many Preservative Frauds Unearthed.

Mr. Renick W. Dunlap, Dairy and Food Commissioner of the State of Ohio, sends the "Grocery World and General Merchant" a copy of his annual report for the current year, which has just been placed in the hands of the Governor of that State. The following extracts are taken from it:—

Of all the laws the enforcement of which is lodged in this department, probably the vinegar law is the least regarded. A very large per cent. of samples taken during the year was found to be other than that for which they were sold—cider vinegar. Learning the deplorable condition of the vinegar trade, and knowing that a sudden and strict enforcement of the law would seriously injure it and cause many innocent dealers to suffer, through no fault of their own, it was decided to call together, early in October, all the manufacturers who sell vinegar in Ohio, and explain the law and advise them of the future policy of the department in reference to this important industry. In compliance with this call, fifteen manufacturers were represented—being all to whom notice had been sent, except two, as follows:—

The Ahlers Co., Covington, Ky.; Carothers Preserving Co., Akron, Ohio; B. T. Chandler & Son, Dayton, Ohio; Cruikshank Bros., Allegheny, Pa.; The Dana Canned Goods Co., Belpre, Ohio; The Harbauer-Marleau Co., Toledo, Ohio; H. J. Heinz Co., Pittsburg, Pa.; The Howell Manufacturing

Co., Cincinnati, Ohio; The Leroux Cider and Vinegar Co., Toledo, Ohio; The Lippincott Co., Cincinnati, Ohio; Lutz & Schramm Co., Allegheny, Pa.; P. H. Sugrue & Co., Cleveland, Ohio; Union Vinegar Co., Cincinnati, Ohio; The J. Weller Co., Cincinnati, Ohio; The Williams Bros. Co., Detroit, Mich.

These manufacturers seemed to appreciate the recognition given them by calling this meeting, and expressed a willingness to comply with the law.

Very few samples of syrup labeled "Pure Maple Syrup" were found adulterated. Practically all the violations of the maple syrup law were made by dealers selling a syrup for pure maple which was not so labeled, but instead contained a label so cunningly worded and illustrated that they could sell it for the genuine without the purchaser detecting the fraud. Most of the samples found adulterated and mislabeled were packed by firms outside the State, and the department being unable to reach the "first" violator, the retailer was notified to discontinue the sale of such syrup, and in case this was not done, prosecution followed.

Twenty-five samples were taken, nineteen of which were either adulterated or illegally labeled.

One hundred and sixty samples of lard were examined and almost 50 per cent. of them were found to be compounds, containing beef stearin in small amounts. Manufacturers adding beef stearin to lard maintain that its addition makes a firmer and consequently a better product. The department is not prepared to state whether or not this is true. The food laws of the State consider lard to be the unadulterated fat of the hog, and whenever any other product is added thereto, it becomes a compound and should be labeled and sold as such. There is no objection to the sale of this mixture if properly labeled as a compound and sold as such.

The department has had more difficulty in the enforcement of the oleomargarine law than any other. Dealers, especially in the northern part of the State, insist and persist in selling colored oleomargarine, which is unlawful; and they also sell both colored and uncolored for butter, which is also a violation of the law.

Oleomargarine dealers who sell colored oleomargarine, or oleomargarine for butter, are not only violating the law, and laying themselves liable for each sale made, but are at the same time injuring the sale of a legitimate product. Oleomargarine is not a harmful or deleterious product—in fact, when properly made, it is the reverse—and its manufacture and sale should be done in a legitimate way.

The use of preservatives in food is one of the most perplexing questions the department has had to meet. Many preservatives have been put upon the market under fancy and catchy names, which, by extensive advertising, stating that they are perfectly harmless and "guaranteed under the Food and Drugs Act of June 30, 1906," have flooded the markets and given the department much trouble in preventing their use. Among the most common found and used are those offered under the names: "Preservative," "Freeze-em-Pickle," "Preserving Salts," "Salutine," "Canning Compound," "Mrs. Price's Canning Compound," "Rosaline Berliner," "Egg Preserver," "Liquid Smoke,"

"Cremade," "Cream Albumen," and "Creamoline."

The analyses of some of these preservatives show that they are frauds, pure and simple, usually found to be common drugs sold under another name. For example, "Preservaline" is found to be sodium chloride (common salt) 43 per cent., borax 57 per cent. "Freez-em-Pickle" is 73.12 per cent. sodium chloride, 0.45 per cent. sodium sulphite, 24.24 per cent. potassium nitrate, .91 per cent. calcium chloride.

"Mrs. Price's Canning Compound" is nothing more nor less than boric acid, put up in packages, with directions for using. One cent's worth of this common drug is sold for 10 cents under this name.

"Rosaline Berliner" is composed chiefly of common salt, potassium nitrate and borax.

"Cremade," "Cream Albumen" and "Creamoline" are known as cream thickeners, used to thicken milk to make it appear like cream. They are composed principally of gelatine. Guin tragacanth was found in "Creamoline."

The most common preservatives found in foods, not sold under deceptive names, are formaldehyde, boric acid, salicylic acid, sodium benzoate and sodium bicarbonate.

Hard Times Reduce Lemon Exports.

The exportation of citrate of lime and concentrated lemon juice from Sicily during the four months of December, 1907, to March, 1908, amounted to 5,341 pipes, against 7,907 pipes during the same period of the previous year. The shipments to the United States, the largest customer, dropped from 2,802 to 1,972 pipes and to France from 2,753 to 1,212 pipes, while Germany took 219 more, or 1,113 pipes. Exact and separate statistics of shipments of lemons in boxes to the United States cannot be given, for the reason that sometimes, on account of better prices in the markets of the States, boxes of lemons which were intended for transshipment in the States for Canada are kept in New York or Boston and sold there. Vice versa, some intended for the American markets are reshipped to Canada. The exportation of lemons in boxes from Sicily to the United States and Canada for the six months October to March for the past four years has been as follows: 1904-05, 809,900; 1905-06, 692,600; 1906-07, 725,700; 1907-08, 571,300. The majority of the Sicilian producers, manufacturers and merchants of lemons and similar fruit and products of same have held several meetings with the object of establishing a society for the protection of these products. It is the opinion that they will succeed in their intention, in which case an increase in prices will certainly ensue for the coming season.

These Are the Only Successful Co-operative Stores in America

How the Minnesota Chain of Fifty-five Retail Stores are Conducted. Established Stores Brought In. Owners' Reasons for Selling. How Profits are Disbursed. About to Start Co-operative Wholesale House.

Practically the only co-operative buying proposition, for consumers, which has ever been successful to any appreciable extent in this country is the chain of retail stores which were established several years ago near Minneapolis, Minn. The chain includes fifty-five stores, and the enterprise has been a success from the start. As compared with this one success, hundreds of co-operative stores have failed. The incentive to start them here is that in England there are some very large and successful co-operative establishments.

In the case of the Minnesota stores the profits are divided in proportion to purchases, except that the general public who have not yet chosen to become members or shareholders receive only half dividend or benefit. Goods are not sold cheaper; it is aimed to create capital by earning good profits. An accounting is had and the profits ascertained once in three or six or twelve months. These profits are then distributed between a surplus fund, an educational or propaganda fund, and dividend on purchases, which is paid in cash if the shareholder has paid in full, or credited on his share if only part paid.

This is the nub of the Rochdale system, departures from which have been the cause of a long and almost unbroken line of failures in American attempts in co-operative stores.

These Minnesota and Wisconsin stores have all been organized on a nearly uniform plan by a propaganda organization known as the Right Relationship League, consisting of three active officers, two additional directors, eight field organizers, and an associate membership of all the store shareholders who pay a fee of \$1. The stores are incorporated by counties; when there are several stores in one county, they are "departments" or branches. For example, the Polk County (Wisconsin) company has ten stores, the Pepin County company nine stores, and each has a general manager and a joint warehouse.

Instead of starting a new store with a new manager and no established trade, the newly organized co-operative company buys out the best or next best general store in the town and continues the former owner as manager, retaining his customers and influence and avoiding the creation of a new competitor.

All the stores are good ones, well stocked and well kept. In several cases they are the best in the town; some are in new buildings with metropolitan appointments, one having cost \$19,000, and carrying goods to the value of \$20,000. The membership in each store varies from 40 to 115, and keeps growing. The sales range from, say, \$1,000 to \$3,500 per month, making an average of about \$2,000 a month or, say, a million and a third dollars a year for the fifty-five present stores. New companies and branches are being formed and stores taken over at the rate of three or four a month.

Inventories were taken February 1st by all the stores which had operated six months or over, and a business statement made up by the auditors. Out of the profits there is a per cent. set aside for co-operative education and promotion, a surplus fund, depreciation of buildings and fixtures, interest or dividend on the capital, and the remainder is dividend on purchases. Six per cent. on capital and half dividend on non-members' purchases is the league rule, and is in force in the large majority of companies. In some of the earlier ones 7 and 8 per cent. is paid and no dividend to non-members. In some of the companies the profit has allowed a dividend on purchases of 8 per cent., in other 5, 4 and 2 per cent. In one county only are there less earnings than interest on the capital, this being due to a deficit in one of the branches. In some companies one or more branches had earned nothing above interest, but others had earned enough to make 10 or 12 per cent. dividend on purchases. The advantage of the county plan is this averaging up,

and also the supervision of a general manager.

There is an interesting side-light on the retail merchant mind, in the fact of these managers having sold their business to their former patrons and accepting the position of manager under direction of these former employers. Not only have they sold their entire property at appraised value, but they have allowed a commission of 5 per cent. to defray the expenses of organization, have given indefinite time of payment on a considerable portion of the purchase price, have agreed to accept the rate of interest which the co-operators themselves fix from time to time, have placed themselves subject to removal as any other employee, work for moderate salaries, and in almost all cases are working as ardently for success as they ever did for their own gain.

Some of these men sold out on these terms in fear of the encroachment of the co-operative store which it was settled would be established in their town, some because they had for themselves seen the immorality of private trade, some were converted to the co-operative plan.

The Pepin County (Wisconsin) company, with nine branches, is under the management of L. L. Plummer, a successful merchant of twenty-six years' career, a leading citizen, a law graduate of the State University. Three years ago he transferred his large general store to an association of his neighbors and took the general management of the county company at a modest salary.

The Polk County company's general manager, Mr. Schneider, is a superior type of merchant, who turned over a large and paying business, and is making the system of ten stores an example to imitate. The company met with a severe fire loss which prevented any purchase dividend the previous year. This mishap was borne without a murmur, and the past year afforded a purchase dividend of 4 per cent.

There are more than 700 co-operative creameries in Minnesota, nearly as many in Wisconsin, and a large number in Illinois and Iowa. There are many hundreds of co-operative elevators. Steps have been taken to federate the shipping and marketing of the butter.

These fifty-five stores have decided on having a wholesale house

in Minneapolis. Subscription by companies of from one to twenty shares for each branch is now being voted on by the members, and the sentiment appears to be nearly unanimous in its favor. It will start with an experienced manager and contracting office, shipping direct from the factories to the stores, and will take a store and carry stock when the capital and business warrant. It will buy and sell exclusively for cash, and divide the profits on purchases, half dividend being allowed to non-shareholders

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued March 24, 1908:—
882,646. Machine for making chocolate. W. E. Murray, London, England.
882,688. Egg carton. H. W. Janicke, Augusta, Kan.
882,712. Coffee pot. H. A. Pike, New York, N. Y.
882,731. Method of and apparatus for testing jelly. Jerome Alexander, New York, N. Y.
882,852. Bread. C. E. Wait, Knoxville, Tenn.
883,037. Machine for cutting butter. J. H. Maurer, Oakland, Cal.
883,064. Ice cream freezer. T. L. Valerius, Fort Atkinson, Wis., assignor

to the Creamery Package Mfg. Co., Chicago, Ill.
882,936. Ice cream freezer. T. J. Fegley, Philadelphia, Pa., assignor to North Bros. Mfg. Co., same place.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For baking powder. G. H. Ballou Co., San Diego, Cal. The word "Sun" and a representation of the sun.

For pepper sauce. The Morel Co., Savannah, Ga. The word "Bell" and a representation of a bell.

For canned salmon. Griffith-Durney Co., San Francisco, Cal. The word "Bonita."

For peanuts and peanut butter. The Kelly Co., Cleveland, Ohio. The word "Dixie."

For flour. James Quirk, Minneapolis, Minn. The word "Evangeline" and a representation of a young woman and a cow.

For coffee, tea, spices and flavoring extracts. Roth-Homeyer Coffee Co., St. Louis, Mo. The words "Steer Brand" and a representation of the head of a steer.

For coffee. Tennessee Coffee Co., Tennessee Tenn. The words "Thoroughbred Line" and a representation of a racehorse. The words "Belle Meade" and the words "State House" and a representation of a large building with a flag flying thereon.

For beet sugar. American Beet Sugar Co., New York, N. Y. The words "Pacific Sugar Refinery."

For soap. Barclay & Barclay, New York, N. Y. A rectangular panel divided into three smaller panels, having ornamental borders with the signature "Barclay & Co." in one of the smaller panels.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Invitation to "The Stroller."

Penn Yan, N. Y., July 6, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Perhaps this is the first time since we have taken your "Grocery World and General Merchant" that we have called on you for legal advice. We have taken this journal for quite a number of years and prize it as one of the most important things in our business. We do not want to flatter you nor to have you raise the price on same, but we would not be without this paper even if the price were double what it is now.

I have often thought that I would like to meet the gentleman who writes the article for "The Stroller." I notice that he calls on a number of grocerymen, and from the appearance of his writing I think he looks over a man's business very carefully. I also appreciate his work, as he seems to write the real facts no matter whom he hits. I dare not write him, but you might whisper to him that if he should ever come to Penn Yan he would learn more of the grocery business than in any other place on earth.

Pardon me for getting out of the regular line, but I felt that I wanted to mention his department. The

question I want to ask is this: We have a party who works every day, Sundays included; earns a salary of \$55 per month; he works twelve hours per day. Can this party be garnished?

Yours truly,
A. C. ROBINSON.

This query will be answered in the Legal Department.

To Get Lead Foil and Labels.

Greenwood, N. Y., July 6, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Could you advise us where we might be able to secure lead foil for wrapping tea in pound and half-pound packages, also labels for same?

Thanking you in advance, we remain,

Yours truly,
N. E. COSTON & SONS.

You can buy lead foil from the United Lead Co., 226 South Fifth street, Philadelphia, Pa.

The Grocers' Printing Co., 108 North Front street, Philadelphia can furnish these labels.

Dealers in Tea and Coffee.

Buffalo, N. Y., July 8, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Can you tell us where we can obtain a list of the exclusive dealers in coffees and teas in this country?

Will appreciate your kindness.

Yours truly,
NIAGARA PUB. CO.

The Howe Addressing Co., 208 South Fourth street, Philadelphia sell a list of 3,500 exclusive tea and coffee dealers for \$12.

Two-Minute Sermons for the Retail Grocer

XLV.—The Manager's Aids.

The manager of any business should be able to control absolutely every person working under him.

The manager of a business may well be compared to the engine which runs a power plant. In each case the power is present to put every piece of machinery in the plant in proper motion to make it produce the best results. It can be ever so good an engine, however, and still accomplish nothing so long as there is no belt connecting its main drive wheel with the pulleys which control the rest of the machinery. Suppose the main belt is in position, and nearly all the machinery runs all right, but there are some machines which refuse to work right. Then the plant may be able to produce results, but not nearly up to those which might be expected when judged from the capacity of the engine, and too many people are inclined to blame the engine for all the trouble instead of charging it against the smaller machines.

Just so with the manager. He may have plenty of knowledge of

the business, plenty of everything to make the business go, and still be prevented from showing results by the poor assistants provided. He may be able to get along, in a manner, as the engine could with some of the other machinery running wrong, and still make a fair showing, but as long as there is a single man in his working force who is pulling in a different direction from the manager, the manager will lack just that much of making as good a showing as he should.

Many business owners make the mistake of paying a competent man a good salary to manage their business, and then tie his hands by failing to give him the power to make his working force perfect, viz: the right to discharge each and every man who works for him. Until he has that power he is working under a handicap which very few are able to overcome. If you think so much of an old employee that the new manager is not given the right to discharge, better give the old employee the management in the first place, and not cause a good man to make a failure. F. A. P.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS
already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

Mrs. Williams' Brands

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s
Chocolate
& **Cocoa**



Our Cocoa and Chocolate preparations are **ABSOLUTELY PURE**—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. July 13, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.75 per bunch
Selected, 9 hands, packed 2 in crate.....	1.60 per bunch
Selected, 8 hands, packed 1 in crate.....	1.35 per bunch
Selected, 8 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 3 in crate.....	1.20 per bunch
Selected, 7 hands, packed 1 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.90 per bunch
Selected, 7 hands, packed 3 in crate.....	.85 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.35 per bunch
Selected, 8 hands.....	1.00 per bunch
Selected, 7 hands .....	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller.....	\$3.25 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s.....	\$3.00
Fancy Red Spanish, 30s.....	2.75
Fancy Red Spanish, 36s.....	2.35
Fancy Red Spanish, 42s.....	2.25
Fancy Red Spanish, 48s.....	2.00

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$3.75
Extra Fancy Messina, 360 size, per box.....	3.50
Choice Messina, 300 size, per box.....	3.50
Choice Messina, 360 size, per box.....	3.25
Extra Fancy Large, 150 size, per per half box.....	1.75

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.00
Fancy quality, 126 to box	3.75
Fancy quality, 150-176 to box	4.25
Fancy quality, 200-216 to box	4.25
Fancy quality, 250-288 to box.....	3.75
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.50
Extra choice, 150-176 to box	4.00
Extra choice, 200-216 to box	3.75
Extra choice, 250 to box.....	3.60

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-112 to a box.....	\$2.50
Fancy quality, 126 to a box.....	3.00
Fancy quality, 150-176 to a box.....	3.50
Fancy quality, 200-216 to a box.....	3.50
Fancy quality, 250 to a box.....	3.00

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box.....	\$2.35
Fancy Quality, 126 to box.....	2.50
Fancy Quality, 150-176-200 to box.....	3.00
Fancy Quality, 216-250 to box.....	3.00
Fancy Quality, 288-360 to box.....	2.50

CALIFORNIA PLUMS.

Tragedy, Large Blue, 4 baskets to crate.....	\$1.25
Burbank, Red, 4 baskets to crate.....	1.25
Clymax, 4 baskets to crate.....	1.50
Peach Plums, Fancy, 4 baskets to crate.....	1.50

Good Fruit Attracts Trade

There is just one place in Philadelphia to get every thing in the fruit line as fine as it grows, at the right price.

If you want to attract trade to your store put handsome fruit where it can be seen.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN::: ECONOMICAL::: SANITARY
Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, \$4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributors for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1-	
MOLASSES AND SYRUPS.	
Porto Rico Molasses—	Per gal.
Fancy, barrels.....	.42@.45
Choice, barrels.....	.40
Good, barrels.....	.26@.30
Fancy, quart jars.....	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle.....	.41@.43
Prime.....	.37
Good.....	.35
Ordinary.....	.22
Blended, fancy.....	.36
Blended, choice.....	.33
Blended, good.....	.30
2-lb tins, 8 dozen.....	per case, 2.90
Quarts, 2 dozen.....	per case, 2.90
Sugar Syrup—	
Pure, extra fancy.....	.85@.88
Pure, choice.....	.24
Blended, fancy.....	.32
Choice.....	.29
Vanilla Drips.....	.29@.30
Tins, 2-lb., 2 dozen.....	per case, 1.95
Tins, 2½-lb., 2 dozen.....	per case, 2.80
Tins, 3-lb., 2 dozen.....	per case, 2.50
Tins, 5-lb., 1 dozen.....	per case, 2.25
SALT FISH.	
Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95.....	32.00
Georges, count 110@115.....	25.00
Shore 2s, count 225@250.....	30.00
Medium Irish 2s, thin, count 300@400.....	18.00
Norway, count 400@450.....	22.00
Norway, count 800@850.....	26.00
Norway, count 240@270.....	
Norway, count 170@185.....	
Norway, count 125@140.....	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes.....	.10½
Fancy bricks, 40-lb. boxes.....	.09
Fancy middles, 40-lb. boxes.....	.12
Choice strips, 40-lb. boxes.....	.08½
Choice middles, 40-lb. boxes.....	.08½
Hake, bricks, 40-lb. boxes.....	.06
Fancy, whole, quintals.....	.08
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy chnks, Iceland, 20 lbs.....	
Bloaters, Cromarty, 100s.....	
TEAS.	
Gunpowder—	Per lb.
Common to fair.....	.15@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.28@.35
Choicest.....	.45@.65
Imperial—	
Common to fair.....	.22@.25
Superior to fine.....	.30@.35
Extra fine to finest.....	.40@.45
Choicest.....	.50@.55
Young Hyson—	
Common to fair.....	.16@.18
Superior to fine.....	.22@.30
Extra fine to finest.....	.35@.40
Choicest.....	.45@.60
Hyson—	
Common to fair.....	@.14
Superior to fine.....	@.18
Extra fine to finest.....	@.25
Japan—	
Common to fair.....	.23@.25
Superior to fine.....	.28@.30
Extra fine to finest.....	.32@.38
Choicest.....	.42@.45
Basket-fired—Common to fair.....	.22@.25
Basket-fired—Superior to fine.....	.28@.30
Basket-fired—Extra fine to finest.....	.32@.38
Basket-fired—Choicest.....	.42@.45
Dust.....	@.12½
Oolong—	
Common to fair.....	@.17
Superior to fine.....	.17@.22
Extra fine to finest.....	.25@.35
Choicest.....	.40@.65
Onchong—	
Common to fair.....	.17@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.30@.35
Choicest.....	.40@.60
ROASTED COFFEES.	
Sumatra—Mandheling—Fancy brown.....	.36
Old Government—Best.....	.29
Old Government—Choice.....	.27
Old Government—Prime.....	.25
Old Government—Good.....	.23
Mocha—	
Genuine Arabian.....	.28
Maracaibo—	
Cucuta—Best.....	.16½
Cucuta—Choice.....	.16
Cucuta—Prime.....	.15
Cucuta—Good.....	.14
Laguayra—	
Caracas—Finest.....	.20
Caracas—Choice.....	.17

-2-	
SPICES.	
Whole, bags or barrels.	Per lb.
Allspice.....	.07
Cassia buds.....	.85
Cinnamon, Mats.....	.10
Cinnamon, Twalo.....	.20
Cinnamon, Ceylon.....	.23@.27
Cinnamon, Batavia.....	.25@.30
Cinnamon, Saigon.....	.75
Cloves, Zanzibar.....	.17@.20
Cloves, Amboyna.....	.25
Cloves, Penang.....	.85@.88
Ginger, African.....	.08
Ginger, Jamaica, bleached.....	.21@.22
Ginger, Jamaica, unbleached.....	.20@.21
Ginger, Calcutta.....	.08
Nutmegs, 75-80s.....	.22@.25
Nutmegs, 105-110s.....	.18@.20
Nutmegs, 130-140s.....	
Black Pepper, Singapore.....	.10½@.12
Black Pepper, Shot.....	.14
White Pepper, Singapore.....	.15@.17
White Pepper, fancy.....	.25@.30
Red Peppers.....	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice.....	.15½
Cinnamon, extra.....	.26½
Cinnamon, Saigon.....	.73½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.89½
Black Pepper.....	.18
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, Straight Penang.....	.87½
Mustard.....	.24½
Pure Ground, ½-lb. tins, case 2 dozen	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
Cinnamon, Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
Ginger, Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Pepper, black.....	.96
Pepper, cayenne.....	.98
Pepper, white.....	1.56
CANNED GOODS.	
VEGETABLES.	
Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.....	5.75
Medium green 2½s, Calif.....	5.25
Tips, green, 1s.....	4.10
Tips, white, California, 1s.....	4.40
Beans, Baked—	
Standard, plain 1s.....	.55
Standard, plain or sauce, 2s.....	.75@.80
Standard, plain or sauce, 3s.....	1.00@1.05
Fancy, plain or sauce, 2s.....	1.15@1.25
Fancy, plain or sauce, 3s.....	1.55@1.65
Beans, Lima—	
Fancy 1s.....	1.50
Fancy 2s.....	1.15@1.25
Extra standard 2s.....	1.10@1.15
Standard.....	.75@.85
Soaked.....	
Beans, Stringless—	
Fancy 2s.....	2.00@2.10
Fancy 1s.....	1.10@1.20
Extra 2s.....	1.40@1.75
Extra standard 2s.....	1.10@1.15
Standard 2s.....	.90
Standard, not stringless, 2s.....	.80
Beans—	
Yellow Wax 2s, fancy.....	1.20@1.25
Yellow Wax, standard cut.....	1.00@1.10
Red Kidney 2s.....	.85@1.00
Corn—	
Fancy Maine 2s.....	1.20@1.25
Fancy New York 2s.....	1.00@1.10
Standard New York 2s.....	.90@1.00
Maryland 2s, Maine Style.....	.75@.80
Other standard grades 2s.....	
Peas—	
Smallest Sifted 2s.....	2.10
Extra Sifted 2s.....	1.60@1.75
Sifted 2s.....	1.15@1.85

-3-	
FRUITS.	
CALIFORNIA.	
Telephone 2s.....	1.25
Sweet Wrinkled 2s.....	1.40@1.60
Standard E. J. 2s.....	1.00@1.10
Soaked 2s.....	.75@.80
Succotash—	
Extra fancy Maine 2s.....	1.40
Fancy Maine 2s.....	1.10@1.25
Extra standard 2s.....	.95@1.00
Pumpkin—	
Fancy, 8s.....	1.10@1.20
Fancy, gallons.....	
Squash—	
Fancy 8s.....	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey.....	1.60
5½-in. cans, ex. stand. N. Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95@1.00
2-lb. cans.....	.75@.80
Gallons, standard New Jersey.....	3.75
Gallons, extra standard Maryland.....	2.80@3.00
Quarts, glass jars.....	2.90
Beets—	
Fancy Strawberry 2s.....	1.40@1.60
Cut 8s.....	1.10@1.15
Sweet Potatoes 8s.....	1.15
Sauer Kraut 8s.....	.95@1.10
Spinach—	
Standard Maryland 8s.....	1.25@1.40
Fancy New Jersey 8s.....	1.40@1.65
Gallons.....	4.75@5.00
FRUITS.	
CALIFORNIA.	
Apricots—	Per doz.
Fancy 8s.....	3.80
Extra 2½s.....	3.20
Extra standard 2½s.....	2.65
Standard 2½s.....	
Gallons.....	8.25@8.65
Cherries—	
Extra White 8s.....	4.40
Extra White 2½s.....	3.75
Extra standard White 2½s.....	3.50
Standard White 2½s.....	
Extra Standard gallons.....	9.75
Bartlett Pears—	
Extra 8s.....	3.80
Extra 2½s.....	3.10
Extra standard 2½s.....	2.75
Standard 2½s.....	2.40
Plums, Egg or Gage—	
Fancy 8s.....	3.00
Extra standard 2½s.....	
Standard 2½s.....	
Gallons.....	
Peaches, L. C.—	
Extra 8s.....	3.80
Extra 2½s.....	3.25
Peaches, Crawford—	
Fancy 8s.....	3.25
Extra standard 2½s.....	
EASTERN.	
Pears—	
Fancy New York 2s.....	1.75
Fancy New York State 2½s.....	2.90
Standard 2s.....	1.50
Pineapples—	
Sliced or grated 2s.....	2.25@2.40
Sliced or grated 1s.....	1.10@1.20
Pie, grated, gallons.....	4.00
Singapore 1½s.....	1.15@1.25
Plums, egg, 8s.....	
Plums, gage, 8s.....	
Apples—	
Gallons.....	3.50
Strawberries—	
2s, fancy.....	8.00
2s, extra.....	
Raspberries—	
Red, fancy, 2s.....	2.75
Standard 2s.....	
FISH.	
Lobster—	
Flat 1s.....	5.00
Flat ½s.....	2.50@2.75
Klippered Herring—	
1s.....	1.50
Alaska Salmon—	
Pink 1s.....	1.10
Medium Red.....	1.25@1.30
Choice Red 1s.....	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s.....	1.25@1.30
Tail 1s.....	2.00
Flat 1s.....	2.20
Oval 1s (steaks).....	2.90
Sardines—	
Domestic ½s, oil, 100 tins.....	2.15@6.00
Domestic ¾s, mustard, 50 tins.....	2.35@4.25
DRIED AND EVAPORATED FRUITS.	
Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09½
Smyrna Sult., fancy, 6 cr., 30 lbs.....	.15
Smyrna Sult., choice, 4 cr., 30 lbs.....	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons.....	.16
Smyrna choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	

-4-	
IMPORTED GROCERIES.	
Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs.....	.07
California, 4 cr., 50 lbs.....	.08
California, 5 cr., 50 lbs.....	.07
California, 2 cr., 50 lbs.....	.06½
Figs—	
Baskets, 1 lb. and 2 lb.....	.15 @.18
Layers, 2½-in., 10 lbs.....	10
2½-in., 12 lbs.....	
2½-in., 12 lbs.....	.09
2-in., 12 lbs.....	.08½
Currents—	
Fancy, 1-lb. cartons.....	.11
Cleaned, 1-lb. cartons, choice.....	.09
Bulk, choice, 50 lbs.....	.08½
Natural, choice.....	.06½
Citron—	
According to quality.....	.19½@.21
Lemon Peel—	
According to quality.....	.11½@.13
Orange Peel—	
According to quality.....	.11½@.13
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.05½
Prunes, California, 25-lb. boxes.....	
Epineuse, 20x30.....	.14
80x40, choice.....	.07½
40x50, choice.....	.06½
50x60, choice.....	.06
60x70, choice.....	.05½
70x80, choice.....	.05
Choice, 50-lb. box—	
60x70, 80x 90.....	
70x80, 90x100.....	
Prunes in 25-lb. boxes.....	
Fancy 40x 50.....	.11½
50x 60.....	.10½
60x 70.....	.10
70x 80.....	
Prunes, Oregon, 25-lb. boxes.....	
80x40.....	.07½
40x50.....	.07
Apples—	
Fancy, 50 lbs.....	.12
Fancy, 1-lb. cartons.....	
Prime, 50 lbs.....	.10
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	
Unpeeled, fancy, 25 lbs.....	.12
Extra Choice Mnir.....	.11½
Apricots—	
Royal, extra fancy, 25 lbs.....	.27½
Moorpark, fancy, 25 lbs.....	
Royal, fancy, 25 lbs.....	.28
Royal, choice, 25 lbs.....	.20
NUTS.	
Almonds—	
Jordan, shelled, large, 28 lbs.....	.40 @.46
Valencia, 28 lbs.....	.33 @.40
Flot, shelled.....	
In shells—	
California P. S., 80 lbs.....	.20
French Princess.....	.20
Tarragona, 120 lbs.....	.15½
Hard Shell, 100 lbs.....	
Brazilis—	
New, large, 180 lbs.....	.11
Filberts—	
Turkish.....	
Sicily, 180 lbs.....	.12
Jumbo Naples, 110 lbs.....	
Long Naples, 110 lbs.....	.14
Pecans—	
Polished, 80 lbs.....	.10 @.12
Louisiana Paper Shell.....	
Walnuts—	
Chilli, 1907 crop.....	
Grenoble, 220 lbs.....	.15
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs.....	.18½
Extra choice, boxes, 25 lbs.....	.14½
Choice, bags, 125 lbs.....	.12½
IMPORTED GROCERIES.	
Imported Sardines, 100 in case.....	Per case.
Reduced quarters, boneless.....	
Reduced quarters, with bones.....	8.00@22.00
French quarters, boneless.....	
French quarters, with bones.....	17.00@22.00
High quarters, boneless.....	24.50@27.00
Halves, boneless.....	15.00@40.00
French Vegetables, 100 in case.....	
Peas, according to quality.....	11.00@20.00
Mushrooms, ½s, accord'g to qual.....	19.00@35.00
Mushrooms, ¼s, accord'g to qual.....	15.00@20.00
String Beans, according to qual.....	12.00@17.00
Lima Beans, according to quality.....	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.....	.08@.09½

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
	Column.		Column.		Column.	Standard Weights per Bushel.	
Hams.....	43-44	Tub Butter.....	7			Marrow Beans.....	.60 lbs
Lard, Pure and Compound.....	44	Cheese.....	27			Medium Beans.....	.60 "
		Mackerel.....	34			Pea Beans.....	.60 "
		Poultry, Philadelphia Broilers..	45			Red Kidney Beans.....	.58 "
						Hominy.....	.36 "
						Pease.....	.60 "
						Barley.....	.48 "
						Potatoes.....	.56 "
						Flaxseed.....	.58 "
						Onions.....	.55 "
						Shellbarks.....	.48 "

COL.		COL.		COL.		COL.		COL.		COL.	
Alarm Cash Drawer.....33	Sardines.....13	Dressed Meats.....44	Ink.....37	Nuts.....37	Rope.....59	Sugars.....1	Sago.....30	Tacks.....59	Vermicelli.....32	Washboards.....65	Wax, Fruit Jar.....59
Alum.....47	Meats.....13	Drugs, Grocers.....47	Insect Powder.....48	Oat Meal.....30	Rosin.....48	Sulphur.....48	Salad Dressing.....52	Tapoca.....30	Vinegar.....43	Wheat, Cracked.....30	Wheat Flour.....30
Ammonia.....3	Soups.....15	Eggs.....17	Ironing Wax.....59	Oils.....39		Sundries.....59	Sal Soda.....55	Tar.....49		Wrapping Paper.....41	Wringers, Clothes.....61
Ammonium.....6	Can Openers.....33	Essence of Coffee.....6	Jams.....46	Oil, American.....40		Syrups.....60	Salt.....51	Tees.....1		Woodenware.....61	Witch Hazel.....48
Azle Grease.....3	Capers.....57	Extracts.....49	Jars and Jar Rubbers.....7	Olive Oil.....40			Sapolio.....55	Tobacco, Chewing.....64			
	Caps, Gun.....6		Jellies.....46	Olives.....39			Sardines.....13	Smoking.....64			
Bags, Paper.....41	Catsup.....16		Junket Tablets.....59				Sauce and Condiments.....55	Tobacco Cutters.....33			
Bag and Twine Holders.....33	Cereal Specialties.....30	Fancy Groceries.....57	Ketchup.....16				Sauer Kraut.....46	Tubs.....67			
Baking Powder.....3	Cereal Coffee.....36	Farina.....59	Lamp Goods.....37				Scales.....32	Twine Holder.....33			
Barley.....30	Cheese.....17	Farinaceous Goods.....59	Lard.....44				Scoops, Grocers.....33	Twine.....59			
Baskets.....63	Chocolate and Cocoa.....17	Faucets.....33	Lemons and Oranges.....30				Scouring Soap.....55				
Bath Brick.....59	Chewing Gum.....51	Canned Fish.....18	Lentils.....30				Seeds.....53				
Beans.....59	Codfish.....35	Fixtures.....34	Licorice.....47				Shoe Dressing.....4				
Blacking, Shoe.....4	Cocoanut.....21	Flour.....29	Lime.....37				Shot.....6				
Bluing.....7	Coffee.....5	Flour, Self Rising.....29	Live Poultry.....45				Smoked Fish.....35				
Borax.....47	Essence.....6	Flour, Buckwheat.....29	Lye, Concentrated.....37				Soap, all kinds.....54				
Brooms.....61	Chicory.....6	Fly-paper.....59	Macaroni.....32				Soda, Bicarb.....53				
Brushes.....63	Coffee Mills.....32	Food, Bird.....59	Mackerel.....34				Soft Drinks.....53				
Buckwheat Flour.....59	Cooking Herbs.....8	Fruit Butters.....46	Maple Sugar and Syrup.....60				Soups.....15				
Burg Bore.....33	Condensed Milk.....50	Fruits, Domestic, Dried.....35	Matches.....37				Specialties.....56				
Butchers' Sundries.....44	Cream.....20	Fruits, Foreign, Dried.....35	Measures.....33				Spices.....56				
Butter Dishes.....65	Condensed Mince Meat.....38	Fruits, Green.....35	Meat.....44				Whole.....57				
Butter.....7	Corn Meal.....59	Gelatine.....31	Mince Meat.....38				Starch.....58				
Butter Color.....47	Corn Starch.....58	Ginger, Jamaica.....47	Molasses.....60				Stove Polish.....58				
Camphor.....47	Cottolene.....27	Gravel, Bird.....59	Mucilage.....59				Soap Powders.....55				
Candles.....16	Cracked Wheat.....59	Grocers' Fixtures.....32	Mustard.....57				Segars.....64				
Candles.....7	Crackers, Cakes, etc.....21	Herring.....35	Mustard, Prepared.....57								
Canned Goods.....8	Cranberries.....32	Hominy and Grits.....30	Marmalade.....46								
California Fruits.....10	Cutters, Dried Beef.....33	Honey.....60	Noodles, Egg.....30								
Vegetables.....8	Tobacco.....64										
Fish.....15	Delicatessen.....22										
Pie Fruit.....10											

-1-		-2-		-3-		-4-	
SUGAR.		PACKAGE TEAS.		AXLE GREASE.		SHOE DRESSING.	
Confectioners' Lozenge, XXXX.....5.60		Lipton's Teas.....Per lb.		Frazer's, 15 lb. pails......80		Mason's......78	
" Powdered.....5.50		In ½ & lb. In ¼ lb.		Frazer's, boxes, ½ gross.....9.25		Acme, 1 doz.....1.15	
" Crown A.....5.75		Ceylon and India, No. 1......45		Mica, ¼ gross.....8.40		Bixby's Royal Polish, 1 doz......78	
" Crystal A.....5.40		Ceylon and India, No. 2......40		Peerless, ¼ gross.....4.40		Bixby Jet Oil Polish......80	
" Coarse Granulated.....5.50		Ceylon and India, No. 3......35				Brown's Shoe Dressing, 1 doz......82½	
Eagle Tablets.....6.70		Black and Green, No. 1......45				Brown's, Army and Navy, 1 doz......82½	
Crystal Dominoes.....7.85		Black and Green, No. 2......40				Boyer's French Dressing......65	
Cut Loaf.....6.30		English Breakfast, No. 1......45				Oil Polish......75	
Patent Cubes.....5.65		English Breakfast, No. 2......40				Admiral Russet Combination......70	
Powdered.....5.50		Formosa Oolong, No. 1......45				Admiral Shoe Dressing......70	
Extra Fine Granulated.....5.50		Formosa Oolong, No. 2......40				Whitemore Bros. & Co.:—	
Coarse Granulated.....5.35		Counter box 30 ten cent tins, only packed				Gilt Edge Polish, black.....2.00	
Granulated.....5.35		in No. 1 quality, \$2.00				Boston Waterproof, black.....2.00	
Fine Granulated.....5.35						Boston Jr. Waterproof, black, 10-cent size......85	
in 50-lb. bags packed 2 in 100-lb. bag.....5.40		Levering Coffee Co.:—				Elite Combination, Baby, black......85	
in 25-lb. bags packed 4 in 100-lb. bag.....5.40		Tourist, ½s and ¼s, 15, 20 and 25 lb. boxes.				Elite Combination, large, black.....2.00	
in 10-lb. bags packed 10 in 100-lb. bag.....5.50		Formosa, Ceylon, English Breakfast, Gun-				Superb Patent Leather Paste, large......75	
in 5-lb. bags packed in bbls.....5.55		powder, Mixed Tea......50				Champion, black, friction polish.....2.00	
in 5-lb. bags packed in 100-lb. bags.....5.55		Almoco, lead foil package teas, ¼s and ½s,				Champion Jr., black, friction polish......85	
in 2-lb. bags packed in bbls.....5.65		15, 20 and 25 lb. boxes. Formosa, Ceylon,				French Gloss, black, self-polishing......75	
in 2-lb. bags packed in 100-lb. bags.....5.65		English Breakfast, Gunpowder, Mixed				Royal Gloss, black, self-polishing......75	
in 2-lb. cartons in cases.....5.55		Teas......40				Dandy Combination, russet.....2.00	
in 2-lb. paper packages in cases.....5.55		Tetley's Tea.....Per lb.				Star Combination, russet......75	
Confectioners' A.....5.20		½ lb. or ¼ lb. in lead or tin, 25 lbs. in case.				Dandy Russet Paste, large......75	
1—Keystone A.....5.10		No. 2, Green Label, India and Ceylon......45				Bossola Waterproof Paste Polish, large......75	
2—American A.....5.15		No. 1, Buff Label, India and Ceylon......60				Bossola Waterproof Paste Polish, small......40	
3—Centennial A.....5.05		Ex. Gold, India and Ceylon......75				Quick White, cleans dirty canvas shoes......85	
4—California A.....5.00		Mixed (Green and Black), same prices as				Quick White, cleans dirty canvas shoes......85	
5—Franklin B.....4.95		above.				Oil Paste black, never dries up, large tins......75	
6—Keystone B.....4.90		Formosa and Oolong, same prices as above.					
7—American B.....4.85		½-lb. tins, per lb.					
8—Centennial B.....4.80		India and Ceylon, Sun-Flower......50					
9—California B.....4.75		Mixed (Green and Black), Sun-Flower......50					
10—Franklin Extra C.....4.70		Formosa and Oolong, Sun-Flower......50					
11—Keystone Extra C.....4.65		Sun-Flower, 10c. sample size, 36 in carton,					
12—American Extra C.....4.65		all three grades.....per doz......90					
13—Centennial Extra C.....4.60		Caricol Blend, Martindale & Co.:—					
14—California Extra C.....4.60		5-lb. Silver Sacks......22					
15—Franklin C.....4.60		1-lb. Silver Sacks......22½					
16—Keystone C.....4.60		¾-lb. Silver Sacks......23					
		¼-lb. Silver Sacks......23½					
		½-lb. Silver Sacks......25					
		Spring Garden Tea—					
		100 lb. barrels.....per lb. net......18					
		5 lb. silver bags......19					
		1 lb. silver bags......19½					
		¾ lb. silver bags......20					
		¼ lb. silver bags......21					
		Packed in cases containing 100 pounds.					

-5-		-6-		-7-		-8-	
GREEN COFFEE. Per lb.		Lipton's Package Coffee—		BLUING—Dry. Per Gross.		Jelly Tumblers—	
Rio Golden Fancy.....	.09 ②.09½	Special.....	.26	Barlow's, small, 2 doz.....	2.60	Barrels, 22 doz.....	1.19
" Prime.....	②.08	Perfection.....	.20	" large, 1 doz.....	5.20	(No charge for barrels.)	
" Choice.....	②.07½	Packed in 30 and 60 pound cases.		Sawyer's, No. 1, 6 doz.....	1.50	Jar Tops and Rubbers—	
Santos Peaberry, extra fancy.....	②.12½	German-American Coffee Co.—		" No. 3, 3 doz.....	3.35	Mason's Caps, ½ gro., 20 rubbers, per gro.	2.75
" Fancy.....	②.10½	Triunfo, 24 2-lb. cans.....	.29	Colburn's, No. 1, 4 doz.....	1.60	Jar Rubbers—	
" Choice.....	②.09½	" 48 1-lb. cans.....	.29½	" No. 2, 3 doz.....	2.50	Lip, wide.....	per gross .85
Maracalbo, Strictly Fancy, Mild.....	②.12½	Trinidad, 60 or 100 1-lb. cartons.....	.26	" Mammoth, 3 doz.....	3.60	Acme, wide, 1 doz. cartons.....	per lb. .45
" Choice.....	②.11½	"G-A" Blend, 20 3-lb. cans.....	.24	" Ball Blue, 1 os., 3 doz.....	2.60	" medium, 1 doz. cartons.....	" .40
Washed Caracas, Fancy.....	②.14	La Cruzada, 60 or 100 1-lb. cartons.....	.21½	" Ball Blue, 2 os., 3 doz.....	4.80	Rollable, white rubber, wide.....	.26
Laguayra, Santos, Fancy.....	②.10½	Iowa, 60 or 100 1-lb. cartons.....	.18½			" medium.....	.26
Java, Extra Fancy Old Government.....	②.20½	Tumbala, 60 or 100 1-lb. cartons.....	.16½			Black, medium.....	per lb. .25
" Extra Fancy.....	②.20	Quesal (after-dinner), 12, 24 or 48 ¼-lb. cans				(25 lb. lots 1 cent per lb. less.)	
" Fancy.....	②.19½	per ¼ lb.....	.35				
Mocha, ½ and ¾ bales, genuine, finest..	②.19	Levering Coffee Co.—		BLUING—Liquid. Per Gross.			
Mocha Seed, Santos, Fancy.....	②.10½	Tourist, 40 or 60 1 lb. tins.....	.27½	Boyer's Bengal, 8 oz., ¼ gross.....	3.90		
Mocha Seed, Santos, Choice.....	②.10½	Tourist, 24 or 30 3 lb. tins.....	.27½	Cream Indigo, 2 oz., ¼ gross.....	3.90		
ROASTED COFFEE IN BULK.		Almoco, 40 or 60 1 lb. tins.....	.20½	Cream Indigo, 4 os., ¼ gross.....	7.40		
Ric, Extra Fancy Golden.....	②.12	Almoco, 24 or 30 3 lb. tins.....	.20½	Cream Indigo, 8 os., ¼ gross.....	11.40		
" Prime.....	②.10	E. L. C., 100 lbs. to case.....	.14				
" Choice.....	②.09½	E. L. C., 60 lbs. to case.....	.14½				
Santos Peaberry, extra fancy.....	.16	Golden Drip, 2 lb. bags, 100 lbs. to case.....	.14½				
Santos, Extra Fancy.....	.13	Golden Drip, 1 lb. bags, 100 lbs. to case.....	.14½				
" Fancy.....	②.12½			BUTTER. Per lb.		COOKING HERBS.	
" Choice.....	②.12			Tub Butter:—		Mayflower brand, Sweet Marjoram.....	per doz. .25
Laguayra, Fancy.....	②.14	COFFEE ESSENCE AND		" Creamery, Extra, 60-lb. tubs.....	.25	" Sage.....	" .25
Maracalbo, Choice.....	②.14½	CHICORY.		" First, ".....	.24	" Thyme.....	" .25
" Fancy.....	②.15	Pfeiffer & Diller's "Kosyr":—		" Second, ".....	.23	" Savory.....	" .25
" Extra Fancy.....	②.15½	50 tins in box.....	3.80	" Third, ".....	.22	" Special case assortment, 2	
Java, Extra Fancy Old Government.....	②.25½	12 tins in box.....	.95	" Imitation, 30-60 'bs.....	.21	dos. Sweet Marjoram, 1	
" Fancy.....	②.24½	12 tins in box.....	.95	" 5- and 10-lb. rolls, 60- and 100		dos. Sage, ½ dos. Thyme,	
Mocha, Finest.....	②.23½	1 lb. tins.....	5.75	lb. boxes.....	.26	½ dos. Savory.....	per case 1.00
Lipton's Blended Coffee—		George Floto's Sons—		Ladles, 30-60 lbs., bakers' use.....	.20	Colburn's "A" brand, Sweet Marjoram,	
Mocha and Java, No. 1.....	.22	Floto's Coffee Essence, ¼-gross improved		Print Butter:—		Thyme, Sage, Savory—	
" " " 2.....	.20	cans.....	2.25	Star or S. D. brands, 1 lb., 20-50-lb. boxes	.29	¼-lb. cartons, 1 doz.....	per doz. .40
" " " 3.....	.17	Floto's Coffee Essence, ½-gross cans, tin		B. B., E. D. brands, 20-50-lb. boxes.....	.28	¼-lb. " ".....	" .75
" " " 4.....	.14	ends.....	2.70	J. J., C. V., Gilt Edge, Gold Medal, 20-		¼-lb. " ".....	" 1.25
Pack in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.		Floto's Coffee Essence, ¼-gross cans, all		50-lb. boxes.....	.27	¼-lb. screw cap bottles, 2 doz.....	per doz. .90
Levering Coffee Co.—		tin.....	2.85	Sheaf ("400") Egin, 20-50-lb. boxes.....	.26	¼-lb. square cans, 2 doz.....	" .85
Ventura.....	.17½	Floto's Package Chicory, 65-lb. cases, per lb.	.04½	Sheaf.....	.25		
Eureka.....	.14½	Floto's Vienna Coffee Essence, Manila,		Milken Farm, lbs. and ¼ lbs.....	.30		
Leader.....	.13	½ gross.....	2.25	Gurnee, pounds or half pounds.....	.28		
Jap.....	.12	Hummel's Essence, tin can, ¼ gross, per gross	2.85	Belle Spring.....	.26		
Special, No. 6.....	.11	" " tin ends, ".....	2.70				
Special Drive.....	.11	" " Improved ".....	2.15				
Extra Value Blend.....	.10½	Chicory, Selig's, 65's.....	.05½	CANDLES. Per lb.			
Bargain Blend.....	.10	" English Ground, bags about 160 lbs.	.05½	P. & G., 8's, 30 lbs.....	.10½		
Packed in 50 and 100 lb. fancy paper lined bags.		" Franks', stick, 65 lbs.....	.06½	" 16's, ".....	.11½	CANNED GOODS.	
		" Muller's, Columbus Brand, 5 sticks	.04½	Paraffine, 4's, 6's, 8's cartons, 36-lb. cases,		Tomatoes—	
		to lb., 65 lbs.....	.04½	per lb.....	.08½	Mrs. Hancock's Fryng.....	per doz. 1.19
				Searchlight Hotel, 16's, 30 lbs.....	.09½	DuBois' Fryng.....	1.10
				Peerless " ".....	.10½	Jersey King, No. 3, Standard Jersey.....	.90
				Bright Light, " ".....	2.00	Silver Lake, fancy, Jersey.....	.97½
				Werk's, 8's, 30 lbs.....	.11	Hoffecker's, standard, No. 3.....	.85
				" 16's, 30 lbs.....	.12	Plantation, No. 10, 1 doz.....	2.45
				Carriage Candles, size 6x1½.....	.19	Silver Lake, No. 10, 1 doz.....	2.75
				Martha Washington, long 12s.....	.17	Golden Rule, No. 3, seconds.....	.77½
						Alta, No. 2.....	.60
						 Lima Beans—	
						Tinsley's, extra small.....	1.25
						Silver Lake.....	1.00
						Early Autumn.....	.95
						Boyer's, No. 2.....	1.07½
						Oxford, Maine packed.....	.87
						String Beans—	
						Extra Fancy.....	1.50



More Customers=How YOU Can Get Them

By selling your customers goods of such quality that they will tell their friends about them, and those friends will come to you to buy those goods.

The housewife who insists upon the highest quality is the customer who will give you the most profitable trade.

She will buy more than others.

She will pay better prices than others.

We are spending thousands of dollars in our advertising and telling the housewives of this country the quality and convenience of

Veribest Meats

to help you cultivate the trade that is worth most to you—trade that is attracted and held by quality.

Keep Veribest Meats prominently displayed on your shelves and with a little effort you will be pleased with the results.

ARMOUR AND COMPANY

-2-

-10-

-11-

-12-

Boyer's, ea.....	.70
Acorn, 35.....	.95
Acorn, No. 2.....	.65
Safe, No. e.....	.55

White Wax Beans—	
Champion.....	.67½
Winsom, N. Y., No. 10, 2 doz.....	3.60

Beans (Pork and Beans—	
B. & M., No. 3, plain.....	1.35
B. & M., No. 3, tomato sauce.....	1.55
Campbell's, No. e, plain.....	.90
Campbell's, No. e, sauce.....	.90
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37½
Van Camp's, No. 1, sauce, 4 doz.....	.87½
Van Camp's, No. e, sauce, 2 doz.....	1.32½
Moore & Brady, No. 3, plain.....	.85
Moore & Brady, No. 3, sauce.....	.90
Moore & Brady, No. 1, picnic size, plain.....	.42½
Moore & Brady, No. 1, picnic size, sauce.....	.47½
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97½
Martin Wagner Co., No. 3, tomato sauce.....	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 1, sauce.....	.65
Schimmel's, No. 2, sauce.....	.95
Schimmel's, No. 2, plain.....	.90
Bunker Hill, No. 3, plain.....	.77½
Bunker Hill, No. 3, tomato sauce.....	.80
Snider's Pork and Beans, in tomato sauce—	
3-lb. cans, 2 doz.....per doz.	1.80
1-lb. cans, 3 doz.....	1.40
1-lb. cans, 4 doz.....	.90
1-gal. cans, ½ doz.....	5.00
Sunyside Pork and Beans, plain or in sauce—	
3-lb. cans, 2 doz.....per doz.	.95
1-lb. cans, 3 doz.....	.70
1-lb. cans, 4 doz.....	.45
1-gal. cans, ½ doz.....	3.00

Red Kidney Beans—	
Joan of Arc, No. e.....	.82½
Van Camp's, No. e, 2 doz.....per doz.	.77½

Corn—	
Paris, fancy Maine.....	1.15
American Beauty, extra fancy, Shoe Peg.....	.85
Cream of Susquehanna.....	.95
Baker's, G. W., whole grain.....	.82½
Shoe Peg, Susquehanna.....	.80
Shoe Peg, Osborn's.....	.65
Mark, crushed.....	.65
Rex, No. 2, Fancy Whole Grain.....	.65
Vanity, No. e, Whole Grain.....	.62½

Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
French, fine, 100 cans.....	11.75
French, medium, 100 cans.....	10.25
Boyer's, Midgets.....	1.55
Boyer's, Extra Sifted.....	1.25
Boyer's, Sifted.....	1.10
Boyer's, Early June.....	.95
Jumbo June.....	.90
Little Nell's, Baltimore.....	.69½
Hermit Brand, No. 1.....	.52½

Beets—	
Silver Lake, fancy, No. 3.....	1.00
Chataqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.05
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	1.10
Farren's, No. 3.....	1.00
Farren's, No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Pumpkin—	
Silver Lake, No. 3.....	.85
Catawba brand, extra fancy, N. Y. State, No. 3.....	.95
Andrews & Co., No. 2.....	.42½
Silver Lake, No. 10 1 doz.....	2.35
Asparagus—	
Superior, large, No. e½.....	3.50
Staple, medium, No. 2½.....	3.00
Swan, medium, No. 2½.....	3.95
Del Monte Tips, No. 1½.....	2.85
Extra Tips, No. 1½.....	2.75
El Dorado Tips, No. 1½.....	2.70
El Rio, medium, No. 2½, e doz.....	2.75

CALIFORNIA CANNED FRUIT.	
Apricots—	Per doz.
Extra Quality.....	2.40
Extra standard.....	
Standard.....	
Pears—	
Bartlett, extra quality, e½s.....	2.05
Bartlett, extra standard, e½s.....	2.40
Bartlett, standard, e½s.....	2.00
Cherries—	
Extra quality, 2½s.....	2.55
Extra standard, 2½s.....	2.50
Standard, 2½s.....	2.25
Peaches—	
Goddess, No. 2½, ex. stand'd lemon cling..	2.20
Tioga, No. 2½, ex. standard lemon cling..	2.15
Valley, No. 2½, standard lemon cling.....	2.00

Thistle, No. 2½, standard lemon cling.....	1.95
Agate, No. e½, standard lemon cling.....	1.90
Lake View, No. 2½, yellow free.....	1.80
Oak, Sliced, Lemon Cling, No. 1, 4 doz.....	1.35
Columbus, No. e½, pie peeled yellow free..	1.47½
Columbus, No. e½, pie peeled lemon cling..	1.50
Plums—	
Extra standard egg.....	
Extra standard green gage.....	1.45
Standard egg.....	1.45
Standard gage.....	1.45

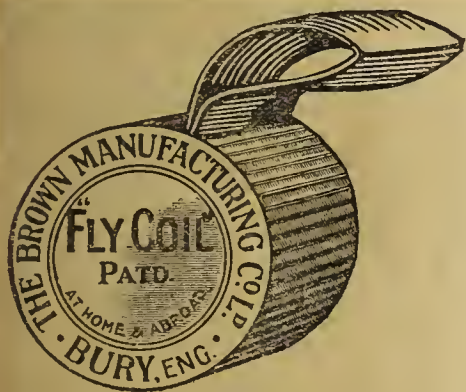
DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz.....	2.50
Booth's, oval, No. 3.....	.70
Blackberries—	
Farren's, extra preserved, No. 2.....	1.30
Silver Lake, syrup, No. e.....	1.35
Nigger Head, No. e.....	1.07½
Spring Garden, No. e.....	.90
Blueberries—	
Loggies, No. e.....	1.50
Loggies, No. 10.....	6.05
Cherries—	
Silver Lake, pltted, No. 2.....	
Flour City, white, No. e.....	
Peaches—	
Maryland Leader, yellow, No. 3.....	1.25
Maryland Leader, white.....	1.20
P. & B. yellow, No. 3.....	1.40
Pears—	
Silver Lake, No. 3.....	
Fowling Creek, good, No. 3.....	1.25
Ayres Good, No. 3.....	1.05
Raspberries—	
Red Farmside, extra, preserved, No. 2.....	2.30
Pride of Rochester, fancy, preserved, No. e	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz.....	2.20
Strawberries—	
Anchor, No. e.....	.90
Jumbo, No. 1, 4 doz.....	1.00
Silver Lake, No. e.....	1.45
Defence, No. e.....	1.90
Pineapple—	
Acorn, E. & C., No. e.....	1.90
General, E. & C., sliced, No. e.....	1.80
Indian River, E. & C., No. 2.....	1.65
Terrapin, E. & C., sliced, No. e.....	1.60
Orange Grove, E. & C., No. 2.....	1.35
Singapore Chunks, No. 1½, 4 doz.....	1.05
Wallace, E. & C., sliced, No. 2.....	1.30
Singapore, cubes, No. 1½, 4 doz.....	1.00
Wagner's, No. 1, cocktail, 2 doz.....	.95
P. & B., grated, No. 3.....	.75
James, No. 3, pie, grated.....	.80
Singapore, cubes, No. 1, 4 doz.....	.67½

The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved.	
Chop Tan Hin, ¾ lb., cubes.....	75½
" ¾ lb., sliced.....	.77½
" 1½ lb., cubes.....	1.02½
" 1½ lb., chunks.....	1.10½
" 1½ lb., spiral sliced.....	1.15
" 1½ lb., smooth sliced.....	1.02½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

Crabs—	Per doz
Devilled, No. 1, 4 doz.....	2.17½
Devilled, No. 2, 2 doz.....	3.25
Clams—	
Gold Label, No. 1, 4 doz.....	1.05
Star, No. 1, 4 doz.....	.95
Lobster—	
B. & M., No. 1, flat, 4 doz.....	4.65
B. & M., No. ¾, flat, 4 doz.....	4.45
B. & M., No. 1, tall, 2 doz.....	4.35
B. & M., No. ¾, flat, 4 doz.....	3.00
Star brand, No. ¾, flat, 4 doz.....	1.40
Star brand, No. 1, tall, 4 doz.....	3.85
Star brand, No. ¾, flat, 4 doz.....	2.40
Shrimps—	
Peerless Brand (Barataria), dry, No. 1, e doz.....	1.17½
Peerless Brand (Barataria), new pickled, No. 1, e doz.....	1.10½
Cotton Bale, pickled, No. 1, e doz.....	1.10
Mackerel—	
Pickert's, soured, No. 3, 2 doz.....	3.15
Underwood, soured, No. 1, 4 doz.....	1.65
Underwood, soured, No. 2, e doz.....	2.50
Oysters—	
Boyer's, No. 1, e doz.....	.92½
Boyer's, No. e, e doz.....	1.80
M. & B., No. 1, e doz.....	.92½
Stewart's, No. 2, e doz.....	1.65
Stewart's, No. 1, 2 doz.....	.85
Victory, No. 1, e doz.....	.87½
Kipperd Herring—	
Macomache's, 2 doz., plain.....	1.47½
Gold Label, No. 1, spiced, 4 doz.....	.82½
Salmon—	
Gibraltar, Sockeye, No. 1, tall.....	1.90
Gibraltar, Sockeye, No. ¾, flat.....	1.25
Haggood's, No. 1, tall, 4 doz.....	2.10
Haggood's, 1 lb., flat, keyz.....	
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz.....	1.70
Humes, Karluk, No. 1, tall, 4 doz.....	1.42½



Make Money OUT OF Flies

It's time to even things up because you've been losing money on them by spoilage of goods and annoyance to customers.

BROWN'S FAMOUS "FLY COIL"

has nearly three feet of fly-catching tape and the flies crowd on to it by hundreds and Stay! Hang up two or three and rid your store of the dirty pests; then just tell your customers what they are and see how fast you can sell the Coils. They do more good than "fly paper" and sell faster.

TO BE OBTAINED FROM

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

— 16 —

CATSUP.		Per Doz.
Beef Steak Catsup, Medium.....		2.00
Campbell's, No. 8, 2 doz.....		2.75
Campbell's, No. 8, Tobasco.....		2.75
P. P. Co., Spiced, No. 32, 5 doz.....		1.35
Home Made, No. 8, 4 doz.....		.65
Waldorf, medium, 12 oz., screw top, 2 doz. ....		.92 1/2
Snyder's Catsup:—		
Pints, 2 doz.....		2.10
1/2-quarts, 2 doz.....		1.30
Quarts, 1 doz.....		3.25
Gallons, 6 jugs in crate.....	per jug	.85

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

-21-

COCOANUT.		Per lb.
Schepp's Shredded, 1/4-lb. pkgs., 15 lbs. to case	23 1/2	
" " 1/2 lbs.	22 1/2	
Dunham's, 5-cent package	29	
" " 1/2 lbs.	26	
" " 1/2 lbs. and 1/4 lbs.	28	
" " 1/2 lbs. and 1/4 lbs.	26 1/2	
Franklin Baker Co's—		
Brazil, 70 1/4-lb. packages	2.50	
" " 35 1/2-lb. "	2.50	
" " 35 1/2-lb. and 16 1/4-lb. packages	2.50	
Brazil, 18 1-lb. packages	2.50	
" " Shred, in palls, 20 lbs.	11	
" " " in boxes, 25 lbs.	10 1/2	
" " " in barrels, 140 lbs.	10	
Table Talk, Thread, in palls	11	
" " " in boxes	10 1/2	
" " " in barrels, 140 lbs.	10	
Rakers', Macaroon, barrels, 140 lbs.	10 1/2	
" " Silce, " 120 lbs.	10 1/2	
" " Strip, " 120 lbs.	10 1/2	

CRACKERS AND CAKES.

A. Exton & Co.:—		Bbls.	Bxs.
Butter Crackers	.08	.08 1/2	
Oyster " "	.08	.08 1/2	
Wine Scroll	.10	.10 1/2	
Cracker Dust	.08	.08	
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.			
J. S. Ivins' Son:—		Bbls.	Bxs.
Assorted Jumbles	.07 1/2	.08	
Brown Edge Water		.12	
Butter Thin		.12	
Clover Mixed		.08	
Cocoanut Ripple		.10	
Cookie Mixed	.08 1/2	.09	
Crystal Bar		.09	
Fig Bars		.10	
Frosted Spiced Wafer		.09	
Fruit Cookies	.08 1/2	.09	
Fruit Gem		.08	
Graham Wafer		.10	
Grandma Cookies	.08 1/2	.09	
Honey Jumbles, XX	.09 1/2	.10	
Iced Charter Oak		.09	

-22-

Iced Ginger Tablet	.08	.08
Iced Houey Jumbles	.09 1/2	.10
Iced Penn Treaty	.07	.09 1/2
Iced Vedette Wafer	.07 1/2	.08
Lemon Bar	.08 1/2	.09
Man-in-the-Moon	.07	.08
Milk Lunch	.07 1/2	.07 1/2
Orange Cookies	.07 1/2	.08
Quaker City Mixed	.07 1/2	.08
Salted Strips	.07 1/2	.09
Sa ltines	.12	.12
Soda Biscuit XX	.06	.06 1/2
Soda Biscuit XXX	.06 1/2	.07
Spiced Wafers	.07 1/2	.08
Sunshine Cookies	.07 1/2	.08
Water Crackers Star	.06 1/2	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Geld Medal Soda (small)		.50
" " (large)		.90
Graham Wafers		1.00
Ivinettes		.50
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1.00
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.	
Stone Pots, small size, 2 doz. in case, per doz.	1.15
" " with Horse-radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
" " with Horse-radish, p. dz.	1.75

-22-

Wein Senf, in bbls.	per gal.
" 1 gallon stone jars	per jar
" 5 gallon kegs	per keg
Prepared Mustard, in bbls.	per gal.
" " in 15 gallon kegs	per gal.
" " in 10 " "	" "
" " in 5 " "	" "
" " in 3 gallon palls	per pall
Prepared Special, with spoon, 2 doz. in case,	
per doz.	.95
" Sifting top, 2 doz. in case, per doz.	.46
" with Horse-radish, 2 doz. in case,	
per doz.	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmentaler Swiss Cheese, Selected tub	.23
" " leaf	.24
Sap Sago, 3 to 4 lb. case, per lb.	.18, less
Roquefort Cheese, 12 lb. case, per lb.	.32 1/2
Parmesan, loaves about 30 lbs. leaf	.27, cut
Edam Cheese, 12 lb. case, 10.50, single,	.80
" in tin	per lb.
" 1-lb. tins	per case
Camembert, in wood boxes	per doz.
Sap Sago, grated, ready for use, 10 oz. bottles,	per doz.
Parmesan, grated, ready for use, large bottles,	per doz.
Parmesan, grated, ready for use, small bottles,	per doz.
Olmutzer Hand Cheese, 100 lb. box	.85
Edelweiss, Romatour and Bier-Kase, per doz.	4.00
American Swiss, No. 1, leaf	.16 cut
" Square loaves, No. 1, about	25 lbs. each
Limburger Cheese, No. 1, box, 14; 1/2 box,	14; less
Muenster Cheese	per lb.
Brick Cheese, No. 1	" "
English Dairy Cheese	" "
Pineapple (Picnic size), 6 in box	per box
" (Gem size), 6 in box	" "
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case	per doz.
Lunch size, 2 doz. in case	" "
Picnic size, 2 doz. in case	" "
Trial size	" "
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " No. 1 size	2.40
" " large size	2.95
" " small size	1.45
Fromage de Brie, M. C. C., 1 in box	per box
" d'Isigny, " 6 in box	" "
Wm. Tell brand, 12 in box	" "
Neufchatel (Cow brand), 25 in box	per box
Star Cream, or Phila., 12 " "	" "
Miniature Cream, or Phila., 12 " "	" "
Hand Cheese, 8 doz.	" "
" 4 " "	" "
" 4 " Thuringer	" "

-24-

Farmer Hand Cheese, 4 doz. in box	per box
Schutzen Cheese, 12 in box	" "
American Mountain Cheese (Alpen Kase), 50	1-lb. packages

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)	per lb.
Wiener Wurstel, 16 in tin	per doz.
" " 8 " "	" "
Carlsbad Speck (Imported Bacon)	" "
Imported Cervelat Sausage (Roh's)	per lb.
Imported Frankfurters	per doz.
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size	per doz.
American Holsteiner, by bbl. 12 less, per lb.	.14
" Landjager, short	per lb.
" " long	" "
" Mortadella, Dry	per lb.
" Knackwurst, 25 in box, per box,	\$4.75
" Cervelat (K), 50 and 100-lb. boxes,	.21; less
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes,	.19; less
" Cervelat, Crescent, 50 and 100-lb. boxes,	.16 1/2; less
" Cervelat, Tip Top, 50 and 100-lb. boxes,	.14; less
" Cervelat, E. Gothaer, 50 and 100-lb. boxes,	.23; less
" Salami (K), 50 and 100-lb. boxes,	.20; less
" Salami, Blue Ribbon, 50 and 100-lb. boxes,	.18 1/2; less
" Salami, G. A. P., 50 and 100-lb. boxes,	.16 1/2; less
" Tongue Sausage	per lb.
" Smoked Braunschweiger Liver Sausage	per lb.
" Lachs Ham	" "
" Petit Delicatess Frankfurters, plain,	per doz.
" Petit Delicatess Frankfurters, with	per doz.
" Sauer Kraut	per doz.
" Lebanon Beef Bologna	per lb.
" Paprika Speck	" "
Mettwurst, half-round	" "
Liver Sausage (Special), truffle, goose or sardellen	per lb.
Smoked Thuringer Blutwurst	" "
" Pfefferwurst	" "

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars,	per doz.
" (Derby Brand), quart glass jars	per doz.
" (Derby Brand), 10-oz. jars,	per doz.
Calves' Head, in round tin	per doz.
Pickled Meats, in glass	" "
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	



WHAT YOU'LL FACE

If you sell your delivery team and get a Lindsley Delivery Car, what's before you?

1. Getting deliveries made in one-third the time, and therefore being able to deliver three times as many goods in the same time.
 2. Getting them made at about half the expense necessary for the team.
 3. The best advertisement, with the saving of money, you've ever had in your life.
- We're not asking you to spend more money—we're asking you to save some.

J.V. Lindsley & Co.
Suite 1112 Monadnock Bldg., Chicago

All Grains Are Alike

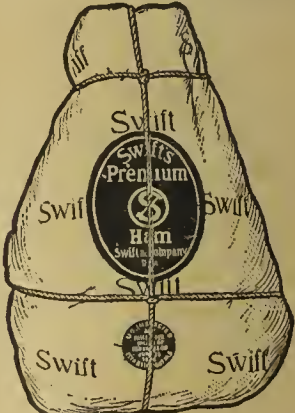


The new automatic cooker with which Onarga Country Gentleman corn is prepared for the market is as revolutionary in its improvement over the old cooker as the canning of corn was in the beginning.

Every grain of Onarga Country Gentleman corn is cooked like every other grain—even and tender and juicy. None dry, none tough, none over or under-cooked.

Since canning began there was never a can of corn cooked that way by the old cooker.

Iroquois
Canning Company
Onarga, Illinois



Ham without a name is "just ham," and has no uniform quality. It may be good once, but you don't know how it will be the next time.

Your customers can't depend on you if you sell that kind of ham.

SWIFT'S PREMIUM HAMS are uniform—always properly cured, tasty, appetizing. When a woman gets a PREMIUM HAM she wants another like it next time. The only way you can be sure to have all your hams uniformly good is to see that all you sell are SWIFT'S PREMIUM HAMS.

Swift & Company, U. S. A.

—28—

— 27 —

— 28 —

French Peas, Extra Fins, per case.....	16.00
" Fins, per case.....	14.00
" Moyen's, per case.....	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case.....	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb..	19
" Dinner Biscuits, per lb.....	30
" Breakfast Biscuits, per lb.....	35
(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.....	1.25
" 3/4 pints, per doz.....	.60
Salt, in 4-doz. stone jars.....	1.75
Morris' Extract of Beef, 4 oz., per doz.....	6.50
" " " 2 Oz., ".....	3.55
Anker's Extract of Beef, 120 vials.....	4.00
" " " 4 oz.....per doz.	4.00
" " " 8 oz....." "	7.25
" " " 16 Oz....." "	13.50

EGGS.

	EGGS.	Per Do
Nearby, candled and selected, 30-doz. crates...		.22
Western.....		.21

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	.12
New York, Full Cream, new, 1st's, 40-lb. bxs.	.12
Picnic, Full Cream, new, fancy, 20-lb. bxs.....	.13

GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.....	.28
Anchovies, in oil, $\frac{3}{4}$ bottles	4.50
" " $\frac{1}{4}$ "	3.25

GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.....	.28
Anchovies, in oil, $\frac{1}{4}$ bottles	4.50
" " " $\frac{1}{2}$ "	3.25
Anchovy Paste, fancy, per doz.....	4.75
" " plain, per doz.....	3.75
Boullion, Burnham, pints, & doz. in case	3.75
" " " $\frac{1}{2}$ pints, & doz. in case....	2.00
Capers, Nonpareil, $\frac{1}{2}$ gallon kegs.....	1.50
" " Quart, glass.....per doz.	7.00
" " bottled, $\frac{1}{2}$ size.....per doz.	2.35
" " " $\frac{1}{4}$ " " " "	1.90
" " " $\frac{1}{8}$ " " " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" med. " " 12 " "	5.00
" small " " 24 " "	4.75
Cherries in Maraschino, in glass, 1-doz. case...	7.00
Clam Chowder, Burnham, x lb., 4 dz. cse. p. dz.	.90
" " 3 lb., & dz. case .	2.20
Currie Powder, pints, per doz.....	3.50
" " 4 Oz., " "	2.85
" " 3 Oz., " "	1.60
Russian Caviar, $\frac{1}{2}$ s.....	2.65
" " " $\frac{1}{4}$ s.....	5.00
" " " $\frac{1}{8}$ s.....	9.50
" " 1 s.....	18.00

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg 2.50,	
10 gal. keg	4.50

SALT SARDELLEN.

Original Package, 1902.....	per anker	16.00
Repacked—kegs, about 8 lbs.....	per keg	3.25
" plnt jars.....	per doz.	6.00
" large tumblers.....	"	3.25
" small tumblers.....	"	1.25

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb.		
bags, per bag.....		\$.75
Green Kern	per lb.	.10
Potato Flour.....	"	.08
German Dried Pears	"	.14
Dried Mushrooms.....	"	.60-.100
Juniper Berries.....	"	.08
St. John's Bread.....	"	.05
Bay Leaves.....	"	.06-.08

Philadelphia, Penna.

Gold Medal Flour



FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

-29-

FLOUR.

	Per Bbl
King Midas	6.40
Gold Medal	6.40
Millbourne	6.10
On Top	6.30
Ceresota	6.15
Pillsbury's Best	6.15
Taylor's Fancy	5.10
Semper Idem	4.70
Pride of the West	4.75
Sunbeam	4.65
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per Bag.
Corn Meal—	
Lea's, white, Table, 100 lbs.	2.20
" yellow, granulated, 100 lbs.	2.20
" table, 100 lbs.	2.10
Western yellow, granulated, 100 lbs.	1.95
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacher's, 24 packages, per case	1.05

Beans—	
California Lima	per lb. .06
Marrows, Fancy N. Y. State, grain bags	bush 2.52½
Medium, Fancy, grain bags	bu. 2.55
Pea, fancy, grain bags	busbel 2.60
Pea, fancy, Michigan, grain bags	busbel 2.50
Red Kidneys	2.00

Peas—	
Green	per bushel 2.60
Scotch	" 2.60
Split, yellow	" 2.10
" green	"

-20-

Lentils—	
000000, 110-lb. bags	per lb. .05
Less quantity	" .05½
Shaker Corn—	
Fancy, barrels	per lb. .05½
Less quantity	" .06
Hominy—	
Lea's Breakfast, 10 pkgs.	case 1.50
Lea's Pearl, 100 lbs.	per bag 2.25
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100 lb. bags	1.75
Western Grits, 100 lb. bags	1.75
Barley—	
OO	.05½
No. 3, 100-lb. bags	2.50
Noodles, Climax, 24 10c. pkgs., asst., case	1.15
" 48 5c. pkgs., case	1.25
" asst., 24 5c., 12 10c. case	1.20
" Smith's, 30 10 c. packages	1.90
" assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent.	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, 25, per bbl.	6.55
" kgs 100 lbs., per keg	3.45
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.42½
Banner Gats, 20 packages	4.35
H. O. Oats, 18 packages	2.30
Mother's, 18 packages	1.75
Quaker, 18 small size	1.45
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs.	5.90
Avena, per keg, 90 lbs.	3.15
Standard, 180-lb. bbls.	5.60
" 90-lb. bags	2.70

Sago—	
Fine, bags about 160 lbs.	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.07½
Taploca, Instantaneous, 50 1's	.08½
" Colburn's Hearty, 36 pkgs.	.07½
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs.	per lb. .04¾
" less quantity	" .04¾
" Pearl, 150 lbs.	.03¾
" less quantity	" .04¾

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs.	case 3.05
Purina Cream Graham	per bbl.
Ralston Barley Food, 24 2's	per case, 3.85
Ralston Health Food, 24 2's, packages	3.00

-31-

Purina Whole Wheat Flour, 20 5's	per case 4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.70
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " 25	2.60
Cream Wheat, 36 packages	4.50
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.35
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.20
Zest, 24 packages, 15 cent size	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz 1.10
" Acidulated	" 1.10
Cox's, large	1.57½
" small	.95
Plymouth Rock, Pink or White	1.20
Nelson's	per doz. 1.35
" small	.95
Bromangolon, assorted 3 doz.	.87½
Fruit Pudding, 2 doz., asst. flavors	.80
Jell-O, assorted flavors, 2 doz.	.87½
Jell-O Ice Cream Powder, 2 doz.	.97½
Jellycon, 1 doz. in case	per doz. .87½
Jellycon, assorted flavors, 3½ doz.	per doz. .87½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.80
Tryphosa	per doz. .95
Imperial Wine Jelly	per doz. .95
"	per gross 11.00
Gelatine, MoKinley's	per doz. .85
Westmore's Double Refined, 36 100.	pkgs.
"	per case 2.70
Pudding, assorted, 2 doz	per case 1.60
D-Zerta Jelly, assorted, 2 doz	per doz. .90

-33-

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05½
" Elbows, " "	.05½
" Macaroni, long, " "	.05½
" " square " "	.06½
Larosa Spagbetti, long, 25 lbs.	.05½
" Vermicelli, square, " "	.05½
" Macaroni, bulk, " "	.05½
Anger Baking Co.—	
" Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
" Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb. " "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eler Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spagbetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
"Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
"Golden Seal" Macaroni and Spagbetti, lithographed cartons, 25 1/1 cartons	2.00
"Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
"Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs.	1.60
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle	per bundle .30
Bulk, 12-lb. wooden boxes	.03

FIXTURES.

H. F. Heacock.	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00

FOOD



VALUE

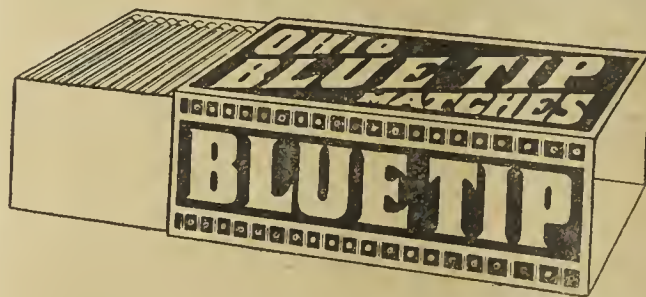
Better Than Milk or Meat

¶ Royal Peanut Butter is one of the most healthful food products ever manufactured. We want you to tell this to your customers, and as a real incentive for you to do so we are going to give you the money we would otherwise use to tell consumers of its merit. Universal Coupons packed in every case from January 1, 1908. Remember, it is the best thing of its kind ever made. You make a splendid profit on it and the coupons are exchangeable for any article of merchandise you may need for your home or store.

Cleveland Health Food Co.

Cleveland, Ohio

The Ohio Blue Tip, Double Dip SAFETY MATCH



is the only one that never gets soft and never drops.

All Jobbers.

Prices Will Interest You.

OHIO MATCH SALES CO., New York, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street



Help the Housekeeper if You Want to Hold Her Trade ::

Most housekeepers have a lot of trouble getting brooms that please them—you know how particular they are. We are making brooms to catch the trade of this class of people. Is there any doubt in your mind that you can sell such brooms—and keep on selling them? If there is we will dispel it.

Chipman & Wills Broom Co., 5 Granite St., Philadelphia, Pa.

INK.

Arnold's, black, 3032.....	per bottle	.48
Continental, red, 1 doz.....		.30
" black, 3 doz.....		.25
Royal, black, 3 doz.....		.25
Stafford, Commercial, 2032.....	per bottle	.58

Per case of 6 doz.

Lamp Chimneys—	No. o.	No. i.	No. 2.
Macbeth, Pearl Top	3.98	4.10	4.80
Acme, Victor Top	3.60	4.20	4.80
Pure Flint, Luzter Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. o. Tubular Lantern Globes.....	5 doz.		2.75
Cold Blast.....	4½ doz.		3.38
Jumbo Chimneys, plain.....per doz.	No. i.	No. 2.	
" " dec., 107, " "	.75	.85	
	.90	1.00	
Banner Burners.....	No. o.	No. i.	No. 2.
	.45	.55	.75
No charge for packagez.			
Oil Cans—			
1-gallon, Glass.....per doz			2.25
1- " Galvanized.....			2.10
5- " Lenox, Spout			5.00
5- " " Spigot.....			5.50
5- " Columbia.....			7.00
5- " Banner.....			8.00
5- " Climax, Pump.....			10.00
5- " Home Rule, Pump.....			12.00
Lanterns—			
No. o. Standard.....per doz.			4.75
No. o. Dash.....			7.80
Cold Blast.....			8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52 $\frac{1}{2}$
Chloride, sifting, 25 lb. boxes, 1 lb.	per lb.	.05 $\frac{1}{2}$
" " 25 lb. boxes, $\frac{1}{2}$ lb.	"	.06 $\frac{1}{2}$
Acme, 1 lb., sifting, 25-lb. boxes .....		.05 $\frac{1}{2}$

LYE AND POTASH.

Banner, 4 doz.....	per case	3.15
Babbitt's Potash, 4 doz.....	"	3.30
Lewis.....	"	3.25
Red Seal, 2 doz.....	"	1.87½
" 4 doz.....	"	3.65
Popular, 4 doz.....	"	1.45

MATCHES.

Ohlo Blue Tips—		
200's, 1 gross.....	per case	1.70
500's, 100 packages.....	"	3.25
500's, 1 gross.....	"	4.50
Ohlo Noiseless—		
500's, 1 gross.....	per case	3.75
King Bird—		
100's, 3 gross.....	per case	2.85
500's, 1 gross.....	"	4.00

Swift & Courtney's,	200's, 1-gross case.....	1.75-1.90
"	400's, 1 " 3.50-3.70
"	500's, 1 " 3.75-4.00
Blue Hen,	200's, 1 " 1.50-1.60
"	500's, 1 " 4.00-4.25

	Per Gross

	Per Gross
Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65s, No. 37.....	.55
" 65s, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazeppa, Parlors, 500's.....	3.50-3.75
Searchlight, 500's.....	4.25-4.50
Press, 200's.....	1.80-1.90
" 500's.....	4.50-4.75
America, 200's.....	1.30-1.35
American Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue bead, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ½ gross, No. 4, 1,000.....	2.75

John Bower & Co.:-	
Barrels and half barrels, Superior.....per lb.	.08½
18, 37 and 68-lb. buckets, "....."	.09
10-lb. buckets, 6 in crate, ".....per crate	6.25
5-lb. " 6 " "....."	3.65
5-lb. glass jars, 6 in case, ".....per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior...per lb.	.13
5-lb. gl. jars, 6 in case, XXX, ".....per case	4.40
Barrels and half barrels, Fairmount.....per lb.	.07½
18, 37 and 68-lb. buckets, "....."	.08
Wm. J. Troth:-	
Barrels and half barrels, Famous.....per lb.	.08½
18, 37 and 60-lb. buckets, "....."	.09
10-lb. buckets, 6 in crate, ".....per crate	6.25
5-lb. " 6 " "....."	3.65
5-lb. glass jars, 6 in case, ".....per case	3.80
18, 37 and 60-lb. bcks., XXX, Famous...per lb.	.13
5-lb. glass jars, 6 in case, XXX, ".....per case	4.40
Barrels and half barrels, Golden.....per lb.	.07½
18, 37 and 60-lb. buckets, "....."	.08
Campbell's Mince Meat, 30-lb. pails....."	.08
Mrs. Wells', bbls. & ¾ bbls. & 30-lb. kits, per lb.	.06
New Year, bbls. and kegs and 30-lb. kits...per lb.	.05
Crecent, bbls., ¾ bbls. and 30-lb. kits "	.04½
Schimmel's, 30-lb. Kits, bbls., ¾ bbls...per lb.	.07½
" 18 and 37 lb. Kanakas....."	.08
" 10-lb. Kks., 6 to crate...per dos.	9.80
" 5-lb. " "....."	5.30
" 5-lb. Glass Jars, 6 to case "	6.25
National, 30-lb. Kits, bbls., ¾ bbls....per lb.	.05½
Southwark, 30-lb. pails, bbls., ¾ bbls. "	.04½

Altmore & Son, Extra Family—Seedless:—		
No. 5, glass jars.....	per case 6 jars	4.50
No. 3, glass jars.....	per case 6 jars	3.15
Family—Seedless.		
No. 5, wooden pails.....	per box 6 pails	3.75
No. 10, wooden pails.....	per box 6 pails	6.40
No. 18, 37 and 68, wooden pails.....		.09%
Celebrated—Seedless.		
Barrels, Halves, Quarters.....	per lb.	.08%
Wooden Pails, 18, 37 and 68 lbs.....		.09%
Altmore's Mince-meat, No. 2, 2 doz. in case,		
per doz.....		2.00
Cartons Condensed, (3 dozen in case,)		
per gross.....		11.00

Stove Gasoline	per gal.	.15½
Headlight, 15 test.....	"	.12¼

H. Kellogg & Sons, Agents :—	Doz.
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" Extra, quarts.....	5.40
" Extra, pints.....	4.00
" Mammoth, ½ pints.....	2.20
" Extra, ½ pints.....	2.15
Fourees, 19 oz., anted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins.....	2.15

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " " pts., 2 doz.....	2.90
" " " ½-pt., 2 doz.....	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.	8.75
" Finest Sublime, qts., 1 doz.....	6.30
" " " pts., 2 doz.....	7.50
" " " ½-pt., 2 doz.....	4.75
" " " 8-oz. flasks, 2 ½ doz.....	7.50
" " " 12-oz. flasks, 2 ½ doz.....	9.00
" " Sublime, 8-oz. flasks, 2 ½ doz...	6.50
" " " 12-oz. " 2 ½ doz.....	8.00

Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gl.	2.36
" " 1 qt., 40 to case,	2.65
" Sublime, 1-qt. tins, 40 to case,	2.35
" " $\frac{1}{8}$ -gal. tins, 20 to case,	2.26
" " 1-gal. tins, 10 to case,	2.10
" " 5-gal. tins, 1 or 2 to case,	2.00

J. L. Neff & Co., Agents—	
La Toscana Olive Oil, packed and sealed abroad.	
24 ¼ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 12 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ⅛ gal. cans, case.....	27.50
Bulk at \$20 for 10 gallons.	

Nicelle Olive Oil—
The highest type of Pure Olive Oil pro-

Large bottles, 1 doz. to case.....	7 25
Medium bottles, 2 doz. to case.....	7 75
Small bottles, 4 doz. to case.....	8 50
5 gallon tins, 2 tins to case.....	26 50
1 gallon tin, 4 tins to case.....	11 00
½ gallon tin, 8 tins to case.....	12 00
32 oz. tin, 25 tins to case.....	22 00

Trade discounts on quantity.

Jaz. Hill & Sons Co.
Quarts, Cal. style, 1 doz. in case....per case, 8.50

Pints,	12	12	12	12	12	9.00
$\frac{1}{2}$ Pints,	12	12	12	12	12	4.75
Ollver's Olive Oil—						
1 dozen large,	12	12	12	12	12	6.00
2 dozen medium,	12	12	12	12	12	6.75
2 dozen small,	12	12	12	12	12	4.25
6 1-gallon tins,	12	12	12	12	12	2.10
10 $\frac{1}{2}$ -gallon tins,	12	12	12	12	12	2.20
20 $\frac{1}{4}$ -gallon tins,	12	12	12	12	12	2.25

Stohrer's, No. 8, 2 doz.....	per doz.	.55
Stohrer's, No. 16, 2 doz.....	per doz.	.90
Stohrer's, No. 32, 1 doz.....	per doz.	1.85
Keystone, bottles, 2 doz.....	per doz.	.90

Manila, 15 x 20, full	per ream	.36
" 24 x 36, full, 20 lbs.....	"	.80
" 18 x 24, full, 10 lbz.....	"	.37
" Special, 15 x 20, 6 lbs.....	"	.21

Established 1877.



SAMUEL WILDE'S SONS CO., Importers
Coffees, Teas and Spices
11 DUTCH STREET - - - NEW YORK

**The
Wm. Glenny Glass Co.
Cincinnati, Ohio**

-44-

Swift & Co.—	
Premium brand Hams, 10 lb.....	.14 $\frac{1}{2}$
Premium brand Hams, 12 lb.....	.14 $\frac{1}{2}$
Premium brand Hams, 14 lb.....	.14 $\frac{1}{2}$
Premium brand Hams, 16 lb.....	.14 $\frac{1}{2}$
Premium brand Hams, 18 lb.....	.14 $\frac{3}{8}$
Premium brand skinned Hams, 18-20 lb.....	15 $\frac{1}{2}$
Premium brand boiled Hams, skinned, fatless.....	.26
Premium brand Bacon.....	.23
Premium brand Dried Beef, Inlides.....	.26
Premium brand Beef Tongues, short cut.....	.18
Winchester brand skinned Hams, all aver....	.14 $\frac{3}{8}$
Winchester brand Picnics.....	.09 $\frac{3}{8}$

Fresh Steer Tongues.....	.90-1.00
Cow Tongues.....	.75-1.00

103-107 HUDSON STREET, NEW YORK

Calf Heads, scalded	50-75
Sweetbreads, veal.....	60-90
" beef.....	1.00
Calf Livers.....	30-25
Beef Kidneys.....	1.00
Beef Livers06
Ox Tails.....	50-65
Hearts, beef.....	03-05
Rolls, beef.....	.14
Tenderloin, beef, western.....	.20
Fresh Pork, loins, city.....	.10
" western.....	.10

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.		Per lb.
Turkeys—		
Western, Y H., 8 to 10 lbs.....	..	.20 -.22
" Y. T., 15 to 17 lbs.....	..	.20 -.22
Old hens and toms19 -.21
Common to Good.....	..	.15 -.16
3rollers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy.....	..	.30 -.35
Philadelphia, fresh killed, 3½ to 4 lbs to pair30 -.35
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy.....	..	.30 -.35
Western, 4 to 4½ lbs. to pair, fancy26 -.28
" 3 to 3½ lbs. to pair, fancy26 -.28
" fair to good.....	..	.20 -.22

Fowls—		
Western, fancy.....	.13	-.14
Heavy Roasters, 4 to 5 lbs.....	.19	-.22
Fair to good.....	.17	-.18
Old cocks.....	.10	-.11
Western capons, fancy.....		
" " small.....		
Squabs—		
Prime, large, fancy.....	3.00	3.50
Mixed.....	2.50	3.00
Dark.....	1.25	1.75

Spring chickens, nearby, 1½ to 2 lbs....	.22	-.26
Large Springers.....	.20	-.25
Fowls.....	.13	-.14
Roosters.....		-.10
Ducks.....	.10	-.12

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case.....per doz.		85
" " " " " " " " " "		.85
Large or No. 2, 1	"	1.40
7-lb. cans, 1 doz. in case.....per case		4.00
3-lb. " " " " " " " " " "		3.75
3-lb. " " " " " " " " " "		5.40
5-lb. " " " " " " " " " "		8.70

Extra Quality, 50-gal. tierces.....	4.50
Extra Quality, 15 gals., kegs.....	2.20
Victory, extra fancy, No. 3, 2 doz.....doz.	.75
Spring Garden, fancy, No. 3, 2 doz.....doz	.70
Compass, No. 3, cans, 2 doz.....	.67½

Richardson & Rohls:—		
Individual Size, 2 doz. in case, 1/4 lb. per doz.		1.00
No. 1, round conical, with key, 1 doz.		2.35
No. 2, " " " " " "		4.25
No. 3, " " " " " "		6.50
No. 4, " " " " " "		8.50
P. P. Sauce, 2 doz., No. 1.....		1.50
Atmore's Genuine English Plum Pudding—		
Seedless:—		
Individual, per case of 2 doz.....		2.00
1-lb. cans, " " " " " "		2.75
2-lb. " " " " " "		4.00
3-lb. " " " " " "		3.25
4-lb. " " " " " "		3.85

Jellies—	Per doz
No. 32, jars.....	.97½
No. 5, toy palls.....	2.45
American, pure apple, tumblers, assorted slices.....	.88
Schimmel's, No. 10, tumblers.....	.82½
National, No. 10, tumblers.....	.72½
National, No. 6, tumblers.....	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. palls.....	.13½
National, 30-lb. palls.....	.09
Southwark, 30-lb. palls.....	.06½
Southwark, 4½-lb. toy palls, ½ doz.....	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars.....	.98
Apple, Southwark, No. 3, tins.....	1.03
Apple, No. 5, toy palls.....	2.70
Apple, 30-lb. palls.....	per pail 1.08
Apple, 20-lb. crocks.....	per lb. .07½
Apple, Schimmel's, 30-lb. palls.....	per lb. .06
Prune, 30-lb. palls.....	per lb. .07½
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz.....	1.70
Southwark, assorted, jars, 2 doz.....	.98
Orange Marmalade—	Per doz.
Hartley's, imported.....	1.82½
Schimmel's, pure.....	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers.....	4.00
½-lb. ".....	2.25

Curtice Bros. Preserves--		Per Doz
Cherries,	jars.....	4.85
Strawberries,	".....	4.60
Raspberries,	".....	4.60
Apricots,	".....	4.60
Pineapple,	peeled.....	4.85
	".....	4.60

FAMILY MEDICINES.				
Guaranteed Full U. S. P. Strength.				
Per doz.	In cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint.....			0 85	1.95
Castor Oil.....	.45		.85	1.95
Sweet Oil.....	.40		.85	1.95
Spirits Nitre.....	.45		.85	1.95
Spirits Camphor.....			85	1.95
Spirits Painters' Commercial.....	.45		.85	1.95
Paregoric.....	.45		.85	1.95
Glycerine.....	.45		.85	1.95
Syrup Squills.....	.45		.85	1.95
Syrup Rhubarb.....	.45		.85	1.95
Syrup Ipecac.....	.45		.85	1.95
Turtington Balsam.....	.45		.85	1.95
Golden Tincture.....	.45		.85	1.95
Tincture Arnica.....	.45		.85	1.95
Balsam de Malta.....	.45		.85	1.95
Bateman Drops, rd bts.....	.45		.85	1.95
Godfrey's Cordial, rd bts.....	.45		.85	1.95
Turpentine.....	.45		.85	1.95
Machine Oil.....	.45		.85	
Laudanum, 15c.-size.....		per doz.		1.20
Laudanum, 25c.-size.....		per doz.		1.90
5 per cent. discount in gross lots assorted.				
Alum.....		per lb.		.03
20 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.				2.40
" " " 1/2-lb., "				2.60
" " " 1/4-lb., "				2.80
Anker's Beef Capsules.....				3.00
Borax, Powdered, bulk.....		per lb.		.08
" Lump, bulk.....		" "		.08
Butter Color, W. & R.....		per doz.		8.00
Bluestone, bulk.....		per lb.		.08 1/2
Copperas.....		per lb.		.07 1/2

Camphor, gum, 1-oz. blocks.....	‘	.65
“ Flakes, 250 hbls.....	‘	.02 3/4
“ less quantity.....	“	.03 1/2
“ Tar Balls, bbls., 25c lbs.	‘	.02 3/4
“ less quantity.....	“	.03
Castoria, Fletcher’s.....per doz.	“	2.80
“ Pitcher’s.....	“	.85
Carbonate of Ammonia.....	“	.11
Epsom Salts.....per lb.	“	.02
Glauber Salts.....per lb.	“	.11 1/2
Glue, ordinary.....	“	.09 1/2
Glue, white.....	“	.20
Goff’s Cough Syrup, 25c. size.....per doz.	“	1.75
Goff’s Herb Bitters, 25c. size.....	“	1.75
Goff’s Oil Liniment, 25c. size.....	“	1.75
Goff’s Sarsaparilla, 50c. size.....per doz.	“	3.50
Goff’s Worm Syrup, 15c. size.....	“	1.20
Goff’s Horse and Cattle Pwd., 25c. size.....	“	1.20
Goff’s Dyspepsia Tablets, 10c. size...	“	.75
Gum Arabic.....per lb.	“	.50
Haarlem Oil.....per doz.	“	.40
Licorice, P. & S., 5c. stick, Imported.....	“	.36
“ M. & R., 5-lb. boxes.....per lb.	“	.23
“ Lozenges, 5-lb. boxes.....	“	.27
“ Y. & S., 5-lb. glass front, “	“	“
“ 5-lb. bx., 4’s, 6’s, 8’s, 12’s, 16’s.....	“	.24
“ Root.....	“	.11
Putty, 25-lb. cans.....per 100 lbs.	“	1.60
“ 50-lb. cans.....	“	1.55
Petroleum Jelly, screw top, 5-c. size.....	“	.75
“ 10-c. “ “	“	.75

Paris Green, 100-125-lb. kegs	per lb.	24 1/2
" 1/4-lb. packages.....	"	.79
" 1/2-lb. ".....	"	.28
" 1-lb. ".....	"	.27
Jamaica Ginger, Hires', flasks.....	per doz.	.90
Rosin.....	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.06 1/2
" granulated, kegs, 100	"	.06 1/2
Sulphur, Flour, 175-lb. barrels. . .	per 100 lbs.	2.55
" 100-lb. bags.....	"	2.35
" less quantity.....	"	.03 1/2
Venetian Red.....	per lb.	.01
Whiting	"	.02
Husband's Magnesia.....	per doz.	2.85
Bull's Cough Syrup.....	"	1.90
Roach Powder, Omega, 4-oz. cans.....	"	.80
" ".....	per gross	9.00
Roachsalt, 100-size, 1 doz.....	per doz.	.80

No. 540
No. 1075
Tube V75
McCormick & Co., Bee Brand—	
Insect Powder80
Root Beer80
Talcum Powder80
Triangular Quinine80
Quinine Capsules75

See us about it.

**Tenth and Chestnut Streets
Philadelphia, Pa.**

A vintage advertisement for Moore's Floor Wax. The image shows a cylindrical metal can with a label. The label has a decorative border and contains the following text: 'Moore's' in a cursive script at the top; 'FLOOR WAX' in large, bold, serif capital letters in the center; 'THE' in smaller serif capital letters between 'FLOOR' and 'WAX'; 'BEST KNOWN POLISH' in bold serif capital letters to the left of 'WAX'; 'FOR FLOORS' in bold serif capital letters below 'POLISH'; 'MADE BY' in small serif capital letters above 'E. B. MOORE & CO.'; 'E. B. MOORE & CO.' in bold serif capital letters; 'MANUFACTURERS OF PARQUET FLOORS' in small serif capital letters below 'E. B. MOORE & CO.'; and '78 WABASH AVE CHICAGO.' in bold serif capital letters at the bottom. The can itself is dark and appears to be made of metal, with some wear visible.

Tell your customers if they want to keep their floors in perfect condition permanently to use it instead of scrubbing them. It makes a finish so perfect that all that is necessary is to wipe up the floors with a damp cloth once a week.

Universal Coupons in every case for the grocers and some in each package for his customers.

Chicago, Illinois

1. It is the cleanest reagent made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere indorse it.

And last, but not least—this is in large type because it's a large point—it pays 100 per cent. profit. Costs \$1.50, sells for \$3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

-42-

W. F. Young's Veterinary Remedies, whole-sale prices—	
Absorbins.....	18.00
Absorbine Jr. (Mankind).....	9.00
Young's Kidney and Nerve Powders.....	2.00
Taroleum, small can.....	6.00
Taroleum, large can.....	16.00
Young's Fattening and Condition Drops.....	4.00
Young's Colic and Indigestion Cure.....	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

DRUGGISTS' SUNDRIES.

Acid Phosphate, Horsford's.....	per doz. 4.15
Bath Brick, box 25 bricks.....	per box .60
Sealing Wax.....	per box .03
Silver Sand.....	per bbl. 1.25
Tar, pints.....	per doz. .75
" quarts.....	per doz. 1.00
" gallons.....	each .30
" 1/2 barrels.....	each 3.50
" barrels.....	each 8.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....	per case 3.75
U. S. Nerve and Bone Liniment, 25c. size.....	2.00
McCord's Magic Medicine, 25c. size.....	2.00
" 50c. size.....	4.00
McCormick's Tasteless Chili Tonic, 25c. size.....	2.00
" 50c. size.....	4.00
McCormick's Watermelon Syrup, 50c. size.....	4.00
Wondercure Headache Powders, 10c. size.....	.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	
Vanilla, Rose, Pistachio.....	10c. size .85
" 15c. size.....	2.00
" 25c. size.....	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	
" 10c. size.....	.80
" 15c. size.....	1.75
" 25c. size.....	2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla.....	per doz. .45
No. 2, Vanilla and Rose.....	" .90
No. 3, Lemon and assorted.....	" .85
No. 4, ".....	" 2.00
No. 4, Vanilla.....	" 2.25
Assorted cases, Nos. 1 and 2.....	10.80
" Nos. 1, 2 and 4.....	11.80

-50-

Bulk.		Pts.	Qts.	1/2-Gal.	Gal.
XXX Vanilla.....	1.50	3.00	6.00	12.00	
XX Vanilla.....	1.25	2.50	5.00	10.00	
X Vanilla.....	1.00	2.00	4.00	8.00	
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery.....					
" 1.00	1.50	3.00	6.00		
Peach, Rose, Apricot, Violet.....	1.50	2.75	5.50	10.00	
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit.....	2.25	2.25	4.00	7.50	
Tea.....					7.00
Ext. Vanilla, Kitchen Queen, No. 25, per doz.					2.00
" " " " No. 2X, ".....					.80
" " " " No. X, ".....					.45
" " " " No. 25, ".....					1.75
" " " " No. 2X, ".....					.80
" " " " No. X, ".....					.45
Ingersoll's Flavoring Extracts:—					
High Grade Vanilla.....	per doz. 1.75				
" Lemon.....	" 1.75				
Select Vanilla.....	" .85				
" Lemon.....	" .85				
" assorted.....	" .85				
" small size.....	" .45				

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet.....	per doz. 1.20
Hanson's Junket Tablets, 8 doz., per doz. ....	.75
Blair's Rennet Tablets, 3 doz., per doz. ....	.75
Union Tablets, 8 doz., 5c.....	.45

CIDER.

		Per gal.
Cerson's Champagne.....		.18
" Dry Hard.....		.20
Bottled Cider—		Per case
Duffy's 1842 Apple Juice, 1 doz. quarts.....	3.50	
" 2 doz. pints.....	4.00	
Anchor Brand Golden Russet, 1 doz. quarts.....	3.75	
" 2 doz. pints.....	4.25	

-51-

Mott's Brand Golden Russet, 1 doz. quarts.....	3.75
" 2 doz. pints.....	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages.....	2.75
" boxes, 20 packages.....	.55
Gee Whizz, 75 packs.....	.47
Fleur's Chiclets, 2 lbs., bulk.....	1.25
Pulver's, 20 5-cent packages.....	per box .55
Pulver's, cartons, 5 boxes.....	2.75

RICE.

		Per lb.
Fischer's Fanciest Head, 1-lb. pockets.....	.07 3/4	
Queen Quality, extra fancy, 1-lb. pockets.....	.07 1/2	
" 3-lb. ".....	.07 1/2	
" 5-lb. ".....	.07	
Coronet, choice, 1-lb. pockets.....	.07 1/4	
" 3-lb. ".....	.06 1/2	
Imperial, fancy Japan, 1-lb. pockets.....	.06	
" 3-lb. ".....	.06 1/2	
" 5-lb. ".....	.05 3/4	
Pearl Head, 5-lb. cotton sacks.....	.05 3/4	
Extra Fancy Head, XXXX, 100-lb. bags.....	.07	
Fancy Head, 100-lb. bags.....	.06	
Choice, 100-lb. bags.....	.05	
Prime, 100-lb. bags.....	.04 1/2	
Japan—		
Fancy, 100-lb. bags.....	.05 1/2	
Choice, 100-lb. bags.....	.05 1/2	

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.....	2.50
" " 60 bags, 5 lbs., lim.....	4.00
" " 22 " 14 ".....	3.75
" " 30 " 10 ".....	3.75
" " 115 " 2 1/2 ".....	4.00
Worcester, Irish Linen, bags, 250 lbs.....	1.50
" " 56 ".....	.65
" " 28 ".....	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 300-lb. bags, in bbls., per bbl.....	3.00
" Pretzel, bbls. contain 280 lbs.....	2.40
" sacks, 180 lbs.....	1.55
" Cheese, bbls. contain 280 lbs.....	2.40
Ivory Salt, dime size, 36 wooden boxes to case.....	2.20
New Ivory Salt, 24 large cartons to case.....	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel.....	per bbl. 2.60
Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7 1/2 per cent. discount may be allowed.	

-52-

Worcester Packing Salt, 70-lb. cotton bags.....	.40
" " 240-lb. ".....	.75
Agricultural Salt, 200-lb. hurlaps.....	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.....	per doz. .87 1/2
Durkee's, large, 1 doz.....	per doz. 4.00
" small, 2 doz.....	2.40
Schimmel's, small, 2 doz.....	per doz. .87 1/2
My Wife's, large, 1 doz.....	2.30
My Wife's, small, 2 doz.....	1.45
Snider's Salad Dressing:—	
Pints, 1 doz.....	per doz. 2.40
1/2 pints, 2 doz.....	1.40
Luncheon, 3 doz.....	.90
Gallons, 6 jugs in crate.....	per jug 1.25

SAL SODA.

Bbls., 375 lbs.....	per 100 .65
Kegs, 170 lbs.....	per 100 .82 1/2
50-lb. boxes, bulk or granulated.....	.62

SAUCES.

Lea & Perrins' Worcestershire, large.....	" 3.50
" " middle.....	4.50
" " small.....	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.....	.77 1/2
North of England Sauce, No. 8, doz.....	.77 1/2
Chef Sauce, 2 doz., doz.....	.75
Snider's Chili Sauce:—	
Pints, 1 doz.....	per doz. 2.40
1/2 pints, 2 doz.....	1.40
Gallons, 6 jugs in crate.....	per jug 1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz.....	per doz. 2.40
1/2 pints, 2 doz.....	1.40
Gallons, 6 jugs in crate.....	per jug 1.00

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

As Good As the Most Fastidious Grocer Would Have It



Many a grocer sells lots of goods that are not quite as fine as they would be if he made them himself. They may be good, but his ideas are just a little better.

Gurnsey butter is as good as the most fastidious grocer in business would make it if he could. It is a perfect dairy butter, as clean and pure and delicately flavored as any butter can be made, no matter what price is asked for it.

Gurnsey butter is a splendid specialty for any grocer.

Because it is wrapped in brine-dipped paper and packed in pound cartons under a distinctive name, it gives it an individuality which extends to the store that sells it.

Packed in 30 and 50-pound boxes—pound and half pounds—28 cents
Prices subject to market change.

P. F. BROWN & CO., 39 S. Front Street, Philadelphia, Pa.

-52-

SEEDS.

Canary, bush, 60-lb.	1.75	Mustard, Brown...	.07½
Canary, bush, 10-lb.	1.10	Mustard, Yellow...	.07
Celery, bush, 10-lb.	.09	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax, bush, 10-lb.	.05	Sundower, per lb.	.05½
Hemp, bush, 40-lb.	1.60		

SODA.

Bl-Carb., 110 lbs., keg.	per lb.	.01½
Bl-Carb., bulk, 25-lb. boxes.	"	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs.	"	.05½
Arm & Hammer bd., ¼'s, 36 lbs.	per lb.	.05½
" " " " " " " "	"	.04½
" " " " " " " "	"	.05½
Saloratus, Babbitt's bd., ¼'s, 35-lb. bx.	"	.05½

SOFT DRINKS.

Root Beer Extract, Hires', 1 doz.	Per doz.	1.50
Hires' Root Beer, Carbonated, 6 doz.	"	.87½
Hires' Ginger Ale, Carbonated, 6 doz.	"	.87½
Welch's Grape Juice, case quarts, 1 doz.	"	4.50
" " " " " " " "	"	4.75
" " " " " " " "	"	4.05
" " " " " " " "	"	6.00
" " " " " " " "	"	8.00
" " " " " " " "	"	7.50

5 per cent. discount on 5 case lots.		
Clisquet Club Co.:	Per case	
Ginger Ale, extra dry, pints, 6 doz.	"	6.10
Sarsaparilla, extra quality, pints, 6 doz.	"	6.10
Blood Orange, extra quality, pints, 6 doz.	"	2.10
Biroh Beer, extra quality, pints, 6 doz.	"	6.10
Lemon Soda, extra quality, 6 doz.	"	6.10
Root Beer, extra quality, pints, 6 doz.	"	6.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	6.50
Bon Ami, 10-cent size	¼ gross 6.50
Electro Silicon, 1 doz.	per doz. .70
Putz Liquid, large, 3 doz.	per gross, 16.50
Putz Liquid, large, 3 doz.	per doz. 1.45
Putz Liquid, small	per gross, 7.00
Putz Liquid, small	per doz. .60
Putz Paste, large	per doz. .55
Solarine White Liquid Metal Polish—	
No. 0, sixth-pint cans	per gross 9.00
No. 1, half-pint cans	" 18.00
No. 2, pint cans	" 32.00
No. 3, quart cans	per doz. 4.50
No. 4, half-gallon cans	" 7.50
No. 5, gallon cans	" 13.50

-54-

Solarine Bar Polish—

No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs. per gross 18.00

SOAP—Laundry.

	Less than 5 bxs.
Acme	100 3.50
Acorn	100 0.45
Ark	100 1.85
American	100 0.80
Boo	100 2.90
Best, Babbitt	100 3.45
Babbitt's New York City	60 2.95
Big Master	70 0.90
Brown	60 0.40
Borax, Dreydoppel	40 0.60
" Pearl, Young & Co.	40 0.80
" Day & Frick, Novelty	40 0.80
" Handsome	60 3.10
" Ravensson, large	100 4.75
" " small	100 3.75
" Kirkman's	100 3.80
" Red Seal	100 3.80
" Swift's	100 4.00
Circus	100 3.50
Cotton Oil	100 5.80
Coal Oil Johnny	100 3.57½
Cygnus	100 4.00
Dobblin's Electric	100 4.15
Dowey	100 0.15
Fairy	100 4.00
Fels-Naptha	100 4.00
Five-case lots freight prepaid	100 3.95
German Family	100 4.10
Good Morning	100 3.85
Glycerine Tar	100 3.75
Gloss	100 3.50
Grand Pa's	50 3.15
" "	100 3.80
Ivory	100 7.00
" "	100 4.00
Lenox	100 3.65
Life Buoy	50 0.00
" "	100 4.00
Lautz's Naphtha	100 3.80
Magic Cleaner	100 3.00
Marseilles, laundry size	100 5.80
" 5-cent size	100 4.00
" toilet size	100 4.00
Mayor's	100 3.80
" "	50 1.90
Miller's Naphtha	100 3.75
Naphtha, Swift's	100 3.75
Naphtha, P. & G.	100 4.00
Octagon	100 3.90
Old Mill	100 3.30
Orion	100 3.75

-55-

Oleino, Conway's	60 0.45
" Golden	60 0.55
" Ravensson's	60 0.35
" Kirk's	60 0.07½
" Philadelphia, 60 blocks	60 0.60
" " 70 blocks	60 0.60
" Pennsylvania	60 1.60
" Procter & Gamble	60 3.00
" Young's Best	60 0.30
Pride, Swift's	100 3.75
Pole	100 2.45
Quaker City, boxes	100 0.90
" tube	150 4.60
Small, oval	100 3.85
" twin bars	100 3.95
Santa Claus	100 3.10
Saratoga	100 2.45
Star	100 3.00
Sunny Monday	100 4.00
White Cloud	100 3.85
Wool Soap, large	100 6.75
Wool Soap, small	100 4.00

TOILET SOAPS.

Buttermilk Cosmo	gross 6.75
Buttermilk Cosmo	doz. .60
Buttermilk, Swift's	gross 4.05
Castile, Imported, Cont'l	gross 1.13½
Castile, Cont'l, original boxes	gross 1.13½
Cantharus, Dr. Ranb's	doz. .70
Eldorado, large cake	gross 4.40
Fleur-de-lis	gross 4.50
Fleur-de-lis	doz. .45
Hearts and Flowers	gross 10.05
Maxine Elliot	gross 8.10
Oatmeal, 3 cakes in box	gross 0.65
Olive Oil Castile, white, green or mottled, 9	
¼-lb. bars to box	lb. .09
Turkish Bath	doz. .40
Sweetheart, 50 cakes	box 3.75
Witch Hazel, 3 cakes, ¼ gross	gross 3.05
Witch Hazel, Swift's	gross 4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.84
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapelle, 36 bars	0.05
" Hand, 36 bars	0.05
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	0.35

SOAP POWDER.

	Per case
Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2.65

-56-

Seapine, No. 7, 100 packs	0.37½
Seapine, No. 10, 100 packs	3.90
Seapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	0.30
Finola, 100 packages	3.25
Geld Dust, Fairbank's, 100 re-oz. packages	4.00
" " 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
" " 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4-lb.	4.00
" " 50 lb.	4.00
" " 100 lb.	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	per doz. .45
Swift's Washing Powder, 100 lb.	3.85
Swift's Washing Powder, 24 4-lb.	3.85
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerline, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	1.00
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PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.18	.20
Red, High Grade		.02	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.03	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.00	.03	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.10½	.14½
Ginger—			
High Grade	.25½	.06½	.28½
Low Grade	.10	.11	.13
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co., Beo Brand—			
Pepper, Cinnamon, Mustard, Cloves, Gin-			
ger, Allspice	¼ lb.		.40
	½ lb.		.75
Banquet Brand—			
Mustard, Cinnamon, Pepper, Cloves, Gin-			
ger, Allspice	¼ lb.		.40
	½ lb.		.75

Don't Buy a Cheap Wagon



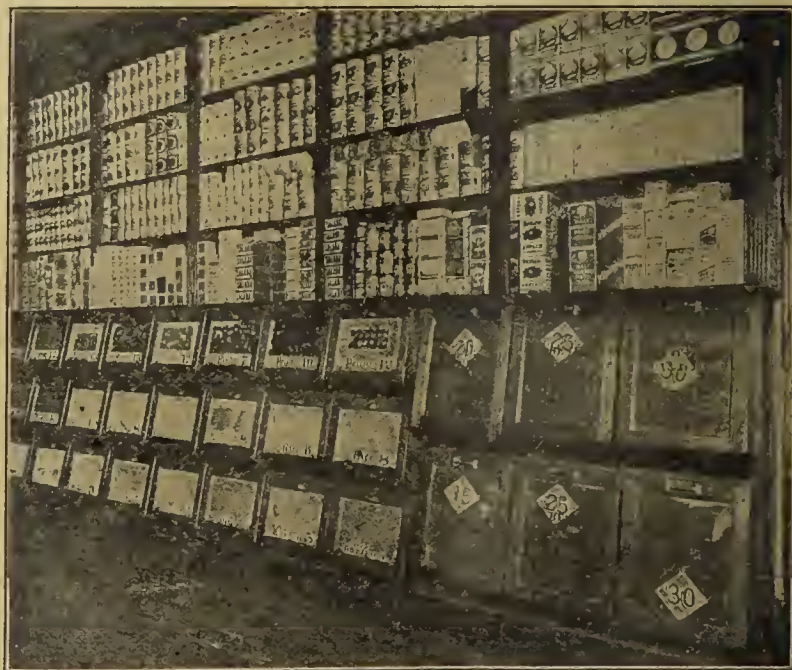
If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

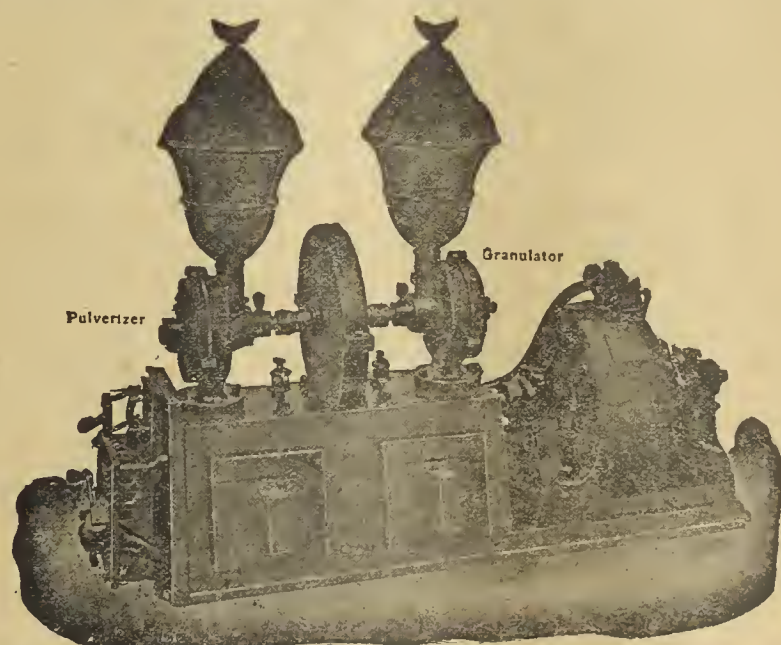
Walker Patent Pivoted Bin Co.
18 to 24 S. Seventh St., Philadelphia, Pa.

-60-

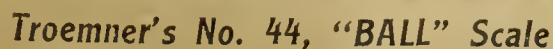
Cleveland, extra fine cotton twine.....	per lb.	.20
Orange Brand, fine cotton twine	"	.00
Texas Medium, cotton twine.....	"	.16
Cotton Candle Wick	"	.00
Colored Twine, 3 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches	"	.03
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	per lb.	.16
Best Jute Rope, 16 yds. to lb.....	"	.09
Best Jute Plow Line, 8 yds. to lb.....	"	.09
Jute Clothelines, 96 ft. to hank.....	per dos.	X.60
Jute Clothelines, 208 ft. to hank.....	"	X.70

Jockey Club, Mason's Quart Jars:—		
4 doz. in barrel.....	per doz.	87½
1 case.....	do	90
Karo, 10 cent size, 2 doz.....	per case	1.90
Karo, 25 cent size, 1 doz.....	per case	3.30
Karo, 50 cent size, ½ doz.....	per case	2.30
Lyle's Imported, No. 2 cans, 2 doz.....	per doz.	1.82½
Globe, No. 2½ tins, 2 doz.....	"	1.12½
Globe, No. 5 tins, 1 doz.....	"	2.20

Davis, 48 5-cent packages.....	per case	1.80
Davis, 36 10-cent packages.....	per case	2.70
Duryea's, 40-lb., 1-lb. packages.....		.06½
Niagara, 40-lb., 1-lb. ".....		.04¾
Cream, 48-lb., 1-lb. ".....		3.45
Kingsford's, 40-lb., 1-lb, ".....		.06¾
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes.....		.07¾
1 lb. packages, 20 lb. boxes.....		.07¾
Bbls., about 200 lbs.....		.06¾



IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"



-61-

Banner, in jars, compound.....per doz.	1.00
White Clover, in jars, compound.....	.92½
Purina Pancake Syrup, 36 pts.....	2.25
" " 24 qts.....	4.00
" " 12 ½ gals.....	7.00
" " 6 gals.....	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz.....	2.25
" " medium, doz.....	1.45
" " small, doz.....	.92½
Vermont Maple Syrup, gal. tins.....per gal.	1.25
" ½ gal. tins.....per doz.	7.75
Hasen's Maple Syrup, qt. bottles.....	4.00
" " pt. bottles.....	2.40
Towle's Log Cabin "Camp" Syrup.....Per doz.	
Gallon cans, 6 in case.....	13.50
Half-gallon cans, 12 in case.....	7.25
Quart cans, 24 in case.....	4.12½
Pint cans, 24 in case.....	2.50
Quart bottles, 12 in case.....	4.50
Pint bottles, 24 in case.....	2.75
Jacket cans.....per gallon	1.00

CRESCENT MAPLEINE.

2-OZ.....	Per doz.	3.00
4-OZ.....		5.25
8-OZ.....		9.50
16-OZ.....		18.00
32-OZ.....		35.00
Gallons.....each		11.00

OIL OF MAPLEINE.

1-OZ.....	Per doz.	2.70
2-OZ.....		4.50
4-OZ.....		8.25
8-OZ.....		15.00
16-OZ.....		27.00
32-OZ.....		48.00
Gallons.....each		15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.	
Little Gem, parlor, 2 string.....		2.40
N U, No. 6, split handles.....		2.45
Leader, No. 6, 3 string, red handles.....		2.40
Princess, No. 4, fancy handles.....		2.75
Parlor, No. 3, 2 tie.....		1.85
Toy Brooms.....		.90
Whisks, 2 sewed.....		.90
Stable, 2 tie, rattan centre.....		3.50
Stable, 3 tie, rattan centre.....		4.00
Factory, heavy.....		2.90
Handy Wall Broom Rack, for 12 brooms.....		.90

-62-

WASHBOARDS.	Per doz.	
No. 69, Good Enough, double, spring protector.....		3.65
57, Peerless, double.....		3.75
80, Seal Globe, double, swing protector.....		3.20
61, Peerless, double, spring protector.....		4.45
110, Peerless, single, spring protector.....		3.55
100, Northern Queen, single, protector.....		3.10
101, Tidal Wave, single, protector.....		2.75
118, Good Enough, single, protector.....		3.15
175, Glass.....		3.50
Murdoch.....		2.75
Celery City.....		3.00
126, Single Ruby.....		2.60
128, Anchor, single head.....		2.25
130, Little Gem, pail board.....		1.35

BUCKETS.

O. G., 2 electric hoops.....	Per doz.	1.75
O. G., 3 electric hoops.....		1.90
Clear, 2 hoop.....		1.65
Clear, 3 hoop.....		1.75
Electric Cedar, 2 hoop.....		2.40
Electric Cedar, 3 hoop.....		2.60
Pine, 3 galvanized hoops.....		2.20
Galvanized, 12 quart.....		1.90
Galvanized, 14 quart.....		2.10

BUTTER DISHES.

No. 1, Solid oval.....	Per M	1.00
2, Solid oval.....		2.20
3, Solid oval.....		1.40
5, Solid oval.....		1.80
1, Wire ends.....		1.00
2, Wire ends.....		1.20
3, Wire ends.....		1.40
5, Wire ends.....		1.80
Picnic Plates, 8 inch.....		2.10
Picnic Plates, 9 inch.....		2.35

Crates contain 250 each.

CLOTHES PINS.

5 gross.....	Per box.	.46
--------------	----------	-----

EGG CRATES.

Perfection.....	1.00
Perfection, 10 sets fillers.....	2.35

-63-

BRUSHES.

SCRUB BRUSHES.	Per doz.	
No. 22, White corner.....		.70
23, Medium size.....		.80
27, Large.....		1.00
13, Marble, medium size.....		.90
00, White.....		.45
Handy House.....		.42

STOVE BRUSHES.

No. 20, Black bristle, curved end, wood handle.....	Per doz.	.90
21, X, crescent shape.....		1.75
1, strap handle, grey fibre.....		1.20
2, strap handle, grey fibre.....		1.65
6, all hair, extra quality.....		2.75

SHOE BRUSHES.

No. 0, Mexican fibre.....	Per doz.	.90
1, Mexican fibre, large.....		1.30
4, Bristle outside.....		1.65
5, All bristle.....		1.75
16X, All bristle, extra value.....		2.15
18, All bristle, spotted white.....		2.20

WHITEWASH BRUSHES.

No. 6, 6 in., White tampico.....	Per doz.	.40
7, 7 in., White tampico.....		.48
8, 8 in., White tampico.....		.55
6, 6 in., Family, extra heavy.....		.80
8, 8 in., Family, extra heavy.....		.95
10, 7 in., Family, extra heavy.....		1.10
12, 8 in., Family, extra heavy.....		1.25
6, 5 in., A., hair bristle.....		1.40
8, 6 in., A., hair bristle.....		1.65
10, 7 in., A., hair bristle.....		2.00
12, 8 in., A., hair bristle.....		2.35
6, 5 in., Ideal, all bristle, 3 row.....		1.90
8, 6 in., Ideal, all bristle, 3 row.....		2.25

DUST BRUSHES.

No. 7X, Fibre, wire drawn.....	Per doz.	.90
21, All hair, wire drawn.....		2.25
28, White, wire drawn.....		2.90
1, 7 in., All hair, flat end.....		2.05
22, 7 in., Mixed, round end.....		2.10
11X, 7 in., All hair, round end.....		2.25

-64-

TOBACCOS—PLUG.

Battle Ax.....	Per lb.	.37
Deer Skin.....		.37
Gold Rope.....		.56
Jolly Tar.....		.39
Newsboy.....		.39
Old Honesty.....		.43
Piper Heldick.....		.64
Spear Head.....		.44
Standard Navy.....		.37
Toddy.....		.35
Vinco.....		.38
Town Talk.....		.28

SMOKING TOBACCO.

Briar Pipe.....	Per lb.	.38
Duke's Mixture.....		.39
Greenback.....		.38
Green Turtle.....		.28
G. & A. Navy, 3½ oz.....		.34
Honest.....		.39
Polar Bear.....		.29
Ripple.....		.39
Sensation.....		.39
Wild Rose.....		.39

YEAST CAKES.

Compressed.....	per doz.	.18
Magic, 1½ doz. packages.....	per box.	.58
Yeast Foam, 1½ doz.....	per box	.58

D X N D X N D X N D X N D X N D X N D X N

A new product from an old house

DIXON'S

POWDERED

STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

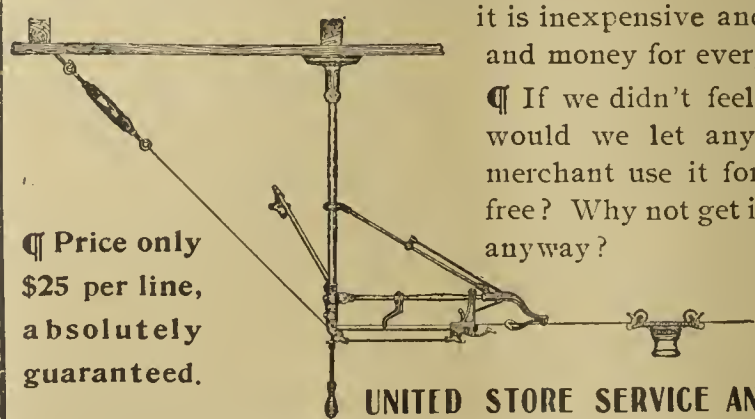
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No Dealer Too Small

☐ No dealer is too small to profitably use our *Meteor Cash Carrier*—it is inexpensive and saves time and money for everybody.

☐ If we didn't feel sure of that would we let any responsible merchant use it for thirty days free? Why not get it for a month anyway?

☐ Price only \$25 per line, absolutely guaranteed.



UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg.

BOSTON, Tremont Bldg

CHICAGO, Medinah Bldg.

Want a \$10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

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No. 3.

Contents.

	PAGE
ould He Cut the Price or Lose the Customer?	8
ould Sell More Fish to Italy.....	8
ational Secretary Green's Opinion of a New Co-operative Dealing Plan.....	9
he New York Letter.....	10
ocoa and Chocolate Declines.....	11
ditorial	12
Asking versus Compelling. The Sardine Combine's Defense. "Eating With the Eyes and Ears."	
When Offenses Against Oleo Laws Are Complete.....	12
I Loathe My Work"	13
Failures Look Bad Compared with 1907.	13
ational Secretary Green Smokes Out Manufacturers on Limited Prices.....	14
hiladelphia Trades League Will Fight Freight Advance.....	14
he Grocery Markets.....	15
ndividual Market Reports.....	16
Window Dressing Articles Wanted.....	17
Market Notes.....	18
Two-Minute Sermons for the Retail Grocer	18
The Science of Advertising.....	19
The Stroller's Column (Contributed)..... From a Grocer's Widow.	22
Canned Goods Packers Now Out Against Freight Advances	22
Window Dressing for Grocers	27
Selling Talks With Grocery Clerks.....	28
Legal Department.....	28
Correspondence.....	29
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
"Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World"	29
Anker's Bouillon Capsules.....	27
American Can Co.....	15
American Slicing Machine Co.....	15
Arbuckle Bros.....	Cover 2
Armour & Co.....	4
Atsatt Bros.....	50
Barber & Perkins	10
Bell & Sons, Samuel.....	41
Bishop, R. W.	31
Borden Condensed Milk Co.....	47
Bower & Co., John.....	45
Brown & Co., P. F.....	4
Brown's Fly Coil Co., Ltd.....	37
Buckley, Elton J.....	8
Bucknam & Vanderpoel Co.....	37
Butler Brothers.....	29
Cauchois & Co., F. A.....	Cover 3
Ceylon Tea.....	11
Chipman & Wills Broom Co.....	36
Corn Products Mfg. Co.....	42
Croft & Allen Co.....	38
Daetwyler & Co., R.	32
Dixon Crucible Co., Jos.....	50
Eagle Glass and Manufacturing Co.....	39
Egg-O-See Cereal Co.....	38
Enterprise Mfg. Co. of Pa., The.....	43
Esterbrook Steel Pen Co., The.....	Cover 4
Fell Manufacturing Co., E. C.....	Cover 2
Fels & Co.....	13

	PAGE
Fischer & Co., B.	20
Flischmann's Yeast.....	18
Fly Ribbon Mfg. Co., The.....	32
Forbes, J. P.	16
Franklin Sugar Refining Co.....	Cover 4
Freihofer Vienna Baking Company.....	41
Fulton & Walker Co.....	48
Glenny Glass Co., The Wm.....	44
Gold Medal Flour	41
Great Western Cereal Co., The	5
Grocers' Printing Co.....	31
H - O Company, The.....	39
Hetfield Extract and Mfg. Company.....	36
Hires Condensed Milk Co.....	Cover 3
Indexed Coupon Books.....	16
Iroquois Canning Co.....	16
Johnson, A. W.....	22
Kingsbury, H. P. D.....	17
Kirk, Foster & Co.....	30
Lamson Consolidated Store Service Co.,	5
Lautz Bros. & Co.	Cover 2
Lindsley J. V., & Company.....	Cover 2
Lowney Co., The Walter M.....	40
Malta-Vita Pure Food Co.....	5
Manufacturers' Trade-Mark Association.	3
McCahan Sugar Refining Co., The W. J.,	Cover 3
McCray Refrigerator Co.....	28
Millbourne Mills.....	18
Miller & England	40
Moneyweight Scale Co., The.....	3
Moore & Co., E. B.....	36

	PAGE
Morgan & Cornell.....	46
National Cash Register Co.....	21
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	Cover 2
Ohio Match Sales Company.....	28
Philadelphia Electric Co., The.....	17
Phillips, F. H. & Co.....	28
Postum-Cereal Co., Ltd.....	9
Pressing & Orr Co., The.....	42
Quaker Oats Company, The.....	27
Rltter Conserve Co., Phillip J.....	37
Royal Specialty Co.....	27
Sauer Co., C. F.....	Cover 4
Scott & Co., Inc., John.....	Cover 1
Shinn & Kirk	6
Shredded Wheat Company, The.....	13
Swift & Co.	18
Swift & Co., Gloucester, Mass.....	27
Toledo Computing Scale Co.....	Cover 1
Troemner, Henry.....	49
Van Camp Packing Co.....	4
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	48
Washburn-Crosby Co.....	41
Welles & Davis Mfg. Co., The	45
Wells & Richardson Co.....	31
Wilde's Sons Co., Samuel.....	44
Williams Bros. Co., The.....	47
Young & Co., Chas. W.....	44
Young, P. D. F., W. F.....	31
Zahm Tobacco Company, J. F.....	50

Should He Cut the Price or Lose the Customer?

A Southern Subscriber Raises a Question which is With the Grocer Night and Day. Where a Good Customer Demands Sugar 1-2 Cent Below the Lowest Profitable Price, Because a Competitor Sells it for that, Should the Grocer Grant the Concession or Let the Customer Go?

The "Grocery World and General Merchant" has received a request for an opinion, through the following letter, upon a question which probably arises several times a week in every grocery store in business:

Hagerstown, Md., July 16, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I would like to ask your advice in handling a customer under the following conditions:—

Our price on granulated sugar is 6 cents per pound, we must pay \$5.45 per 100 pounds at present. I have a good heavy buying cash customer. He comes to me with a good order for a general line of groceries. When he comes to sugar he asks the price, I quote him 6 cents. He says, "Well, I can get it further down town from your competitors at 5½ cents." For a few times I have made the reduction of ½ cent in order to hold him.

What is the proper thing to do in the case?

Please let me hear from you, either in your valued paper or by personal letter.

I am,

Respectfully,
A. M. HORST.

This is not an easy question to settle. If you eliminate the side of business principle, it is easy to settle it in favor of holding on to the customer. If you consider the question of business principle, and eliminate the practical side, it is just as easily decided in favor of maintaining the principle of absolute independence, the same price to all and no secret reductions under any circumstances.

It can scarcely be doubted that a merchant should make a fixed price on sugar, as well as on every other article, and that that price should be alike to all, except where the question enters of the quantity purchased. When he makes a lower price to one customer than he makes to another, he is departing to some extent from the strict line of honorable storekeeping. More, he is placing himself in a humiliating position, for he is permitting a customer to run his business and dictate his prices. From this standpoint there is only one thing to do: say to the customer: "I am very sorry, sir, but 6 cents is the very lowest price I can afford

to make." And then let him go to your competitor if he likes.

Just here there is a collateral question to consider—would he go? Of all the stores in Hagerstown, this customer has chosen the store of this correspondent. There can be only one reason why he did that—because he preferred it, either on account of price, service, quality of goods or something else. Is he likely, for a reduction of ½ cent a pound on sugar, which on 12 pounds would mean only 6 cents, to violate that preference and go to a store that he rejected when making his choice? The writer thinks not in ninety-nine out of one hundred cases. He might go to the competitor for sugar alone, perhaps. It is a favorite plea on the part of close buyers that "I can get it cheaper of your competitor." Consumers have learned how potent that is, and they work it with great effect. Ninety-eight times out of one hundred they can't get it cheaper of the competitor, and ninety-nine times out of one hundred they wouldn't go there if they could. There is really only one chance left of losing their trade.

The only other side to the case is the side of business principle. Obviously if principle were not involved, it would not pay to lose a good customer in an effort to exact an extra half cent on 10 or 15 pounds of sugar. It would always pay, under such conditions, and without considering principle, to cut the price and hold the customer.

But there is unquestionably a question of principle involved. That principle is the right to run one's own business; to hold one's self independent of unreasonable demands on the part of customers; to decline to be bound always to meet competitors' prices, and last but not least, to give every customer all that any other customer in his class can get.

There is this additional to be said: that the customer who demands a cut price and gets it, very often becomes so exacting in his de-

mands as to make it impossible to placate him with any degree of satisfaction.

The "Grocery World and General Merchant" would greatly appreciate it, and doubtless so would Mr. Horst, if some of the subscribers of this journal will send in their opinions for publication.

We Could Sell More Fish to Italy.

All the Lard Italy Buys She Gets of Us. We Could Sell Tinned Sardines if We Would Go About It. A Suggestion How to Interest Italian Trade.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

July 16, 1908.

The Italian demand for lard, sausages, mackerel, herrings, and canned and barreled sardines is constantly increasing. Imports from the United States have doubled in recent years and an even more rapid increase is predicted for the future. An important local dealer stated to the Consulate that he could easily do a \$200,000 annual business with the American lines mentioned.

All the lard imported into Italy comes from the United States. No other country attempts to export it, and native manufacturers cannot turn out lard to compete with that from America in price or quality in their own market. Thus, as far as lard is concerned, the American manufacturer has a perfectly clear way in Italy. The increase of exports from the United States is entirely due to the change in attitude of the Italian public toward the American lard. Up to a few years ago lard manufactured in the United States was thought to be prepared only to sell and that purity was disregarded by the American manufacturers. This feeling does not exist now, and the opportunity for American lard in Italy is rapidly extending.

In regard to sausages, mackerel, herrings and canned and barreled sardines, there is undoubtedly a good field for American stock, as the Italian demand is constantly increasing, and the largest part of it continues to be furnished by imported supplies on account of the inability of native firms to compete. The bulk of the sausage imported comes from the United States and Servia, the larger quantity from the latter. American manufacturers

could increase these exports by more exploitation.

There seems to be a good opportunity for the American manufacturer to introduce standard quality canned sardines prepared in oil in which a profitable business could undoubtedly be done.

Evidently the most profitable way for the American firm to exploit these goods on the Italian market is to send a thoroughly experienced traveling salesman to Italy, familiar with Italian or French. The salesman should "drum up" well the wholesalers in the principal cities of Italy. The salesman should come once or twice a year, which will enable him to keep in close touch with the trade. If necessary the traveler should visit the retail dealers with some one attached to the wholesaler's establishment and show him the American way of "drumming up" the retail trade. It should be explained to the jobber that he will receive the usual percentage on the orders booked in this way which will help to enthrone them. If the traveler notices that the goods stay on the shop shelves longer than necessary he can dispose of the jobber's man, telling him what he intends to do, and get a list of the shop's customers, take some one from the shop with him and visit each customer, thus doing a house-to-house canvassing. Samples should be shown and it would be a good idea for the salesman to distribute small "catchy" advertisement articles. It should be explained to the shopkeeper that he will receive the usual percentage on all orders booked in this way which will undoubtedly have the same effect on him as on the jobber.

HOLT.

Tomatoes have been considerably upset during the week. Early in the week first earlies ranged from 25 to 30 cents, on account of the large supply. At the present writing the range is 60 to 75 cents and \$1 to \$1.25 for second earlies. The receipts are heavy.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

National Secretary Green's Opinion of a New Co-operative Dealing Plan

Sixty-five New Philadelphia (Ohio) Retailers Unite to Deliver Goods by Co-operative Plan. Expect to Save Fifty Per Cent. of Old Cost. Secretary Green Inspects Plan and Sends the "Grocery World and General Merchant" His Opinion.

The "Grocery World and General Merchant" is constantly receiving inquiries from grocers everywhere for all possible information regarding the co-operative delivery plans which seem to be growing in number and importance in all parts of the United States. Co-operative delivery seems to be the coming thing, having been demonstrated to be just as satisfactory and much cheaper than the old method of individual delivery.

The latest plan of this sort has just been launched at New Philadelphia, Ohio, where about sixty-five retail dealers joined in it. The secretary of the National Retail Grocers' Association, John A. Green, was present at the opening day, and sends the "Grocery World

and General Merchant" an interesting opinion, which is published below.

The initial notice to the public, which describes the plan, was as follows:—

We, the undersigned dealers of the city of New Philadelphia, after a close and careful investigation, have become fully convinced that we could serve our patrons much better through a central delivery system than we have been able to do with our own delivery. We dare say there are but few, if any, housekeepers in the city who have not had their patience tried to the utmost, time and again, by waiting for the goods they had ordered hours before, and more than once been obliged to serve the meal without the very article they wanted for that particular meal. This delay and sore disappointment was in most cases unavoidable, because the wagons could not go in all directions at once.

A central delivery station will obviate all this inconvenience and

worry of the dealers and customers alike.

The workings of a central delivery are described as follows:—

The location is in the central part of the city. The New Philadelphia Central Delivery Co. is incorporated and located on lot between Broadway and Fifth street, on West High street, on the Senhauser lot, where we have erected a very substantial building, well ventilated, and so far as we know, it is the best in the State, and when completed and you do us the favor to call and see the station, you will find yourself within a modern building.

The city has been divided into nine routes, and we will have at least ten wagons and drivers. At stated times these wagons leave the station, each one calling at one, two or more stores, taking all that is ready, no matter in what direction the goods are to go; after thus gathering, all wagons drive direct to the central station, where, in a very few minutes, the ten drivers sort or route all the goods under the watchful eye of the superintendent. This done at given times, all the wagons start out in ten directions, making five deliveries each day, as will be seen on time card given each family. In this new and improved way the people living equal distances from centre of city, whether it be east, west, north or south, all get their goods at about the same time, while under the present system the dealer who receives ten orders and each one in different directions would need ten horses and wagons to make the deliveries as promptly as the central will do it.

When you look at the question in this light it can be seen that delay, disappointment and story tell-

ing was unavoidable under the old or individual way of doing.

Secretary Green's description and opinion of the plan, sent the Grocery World and General Merchant," is as follows:—

Many inquiries have from time to time reached this office in regard to a co-operative delivery system. In many towns this has been in operation for the last year, in other places longer, and it is meeting with much success. On the afternoon and evening of July 1st, I was invited to address the grocers of New Philadelphia at the opening of their new central warehouse and the inauguration of a new co-operative delivery system. I found a building three stories in height, 100 feet long and 60 feet wide. The basement was used as the barn proper. The next story was used to sort and arrange the baskets for distribution and to load up for delivery. The upper story was used for storing.

Invitations had been sent to every consumer in the city and to the people of the surrounding country to come and inspect the building. In the evening a grand parade took place in which the Sons of Veterans, town authorities, grocers and their families in automobiles and carriages, and the rear was brought up by the old and new delivery systems. The old delivery system created considerable merriment and the new delivery outfits were a credit to the concern.

The next morning it was my privilege to visit the system in working order. The first delivery left the warehouse at 7.30, the second at 9.30 and the third at 10.45, with two de-

There's a Bit of

Extra Money

For the Retail Grocer in a Small "Drive" on

Grape-Nuts

The "Sugar" will be fed out, beginning July 15, 1908, not exactly by the ton, but enough to taste good. Ask jobbers' salesmen to fix you.

"There's a Reason"

Postum Cereal Co., Ltd., Battle Creek, Mich.

liveries in the afternoon and three deliveries on Saturday afternoon. Each wagon was sent to the stores in a certain district, brought the goods to the warehouse, where the baskets were sorted out, and then given to the driver who covered the territory to which the goods were sent. The entire system was put under a manager who hired and discharged the help, said what the wages of each would be, bought all wagons and horses, and in fact managed the entire system, so that the grocer had no thought of hiring a delivery boy or any care of his horses or wagons, that being done entirely by the superintendent. A grocer doing a business of \$2,500 a year (Probably \$25,000 a year is meant.—Ed.), had his delivering done for \$7 a week, net. No orders could be taken by the driver unless it were a written order. He was not allowed to solicit, so that the possibility of his working for any one firm was entirely eliminated. The orders were taken by the person going to the store, by telephone, or by written communication to the grocer from the customer, and in no other way.

Everyone seemed satisfied with the arrangement and the saving in expense was at least 50 per cent.

Having seen this system and noticed the operation of the same, would be glad to furnish any information that any association might wish along the lines as far as they have come to my notice.

North Carolina is shipping lima beans, but only in small quantities. The range is \$2 to \$2.50 and the demand is good.

The New York Letter

Special Campaign Against Illegal Sales of Oleomargarine. Callanan Attacks Southern Jobbers' Attitude on Direct Sales to Retailers. Cheese Quotations Manipulated. Coffee and Sugar Freight Rates Advance. Small Items of Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, N. Y.,

July 17, 1908.

Inspectors of the State Department of Agriculture have begun a new investigation as to the sale of oleomargarine in this city. While the courts have decided that the sale in this State is lawful, if the product be properly labeled, yet there are suspicions that some of the old and fraudulent methods of selling the oleo have been revived, and that it is being substituted for butter, the purchasers not knowing the difference.

It is learned that the Inspectors have obtained quite a lot of samples and evidence that is now being considered with a view of taking such proceedings as will most

effectively check this kind of business.

The manufacturers of oleomargarine in pushing the sale, since the courts decided in their favor, have been emphatic in declaring that they are ready to do everything possible to keep out fraudulent practices from the business, and that they desire to have the product sold simply for what it is and not under any circumstances for butter. However, they furnish the material for coloring the oleomargarine yellow and it may be that the ease with which it is made to resemble butter in color has tempted some smaller dealers to resort to the old tricks. That is the theory of the officers who have been investigating.

In some cases while the oleo-

margarine has not been directly represented as butter and sold as such, yet the precautions as to labeling were not satisfactory and it is likely that improper labeling will form the basis of some proceedings.

The New York Retail Grocers Union has communicated with the American Cereal Co. with reference to the practice of printing the prices on packages and of advertising the prices in popular magazines. It is expected that a representative of the company will attend the next meeting in order to talk over the subject. The association has already taken a position against such advertising of prices. A representative of the company said that the advertising of the 10-cent price of Quaker Oats was intended to assist the grocer, as the trade price was reduced in order that he might make a fair profit, which he had not been doing before.

The address delivered by President John A. Van Hoose before the Southern Wholesale Grocers Association at its convention this

Wind up YOUR clock and set it by B. & P's STANDARD Grocery Time. OUR clock does not "tick," but it regulates prices for the entire grocery trade

New Apricots, fancy, very bright, 25-lb. boxes . per lb., \$0.10 3/4
New Apricots, choice, bright, 25-lb. boxes per lb., .09 1/2
This is the first arrival of new Apricots of the season, and at these prices there will no doubt be considerable demand for them.

45-gallon 1200s, Pickles per bbl., 9.20
45-gallon 1000s Pickles per bbl. 8.65

**BUY FELS-NAPTHA SOAP FROM US!!
BUY FELS-NAPTHA SOAP FROM US!!
BUY FELS-NAPTHA SOAP FROM US!!**

5 or 10-box lots delivered, freight paid to your station
This is the most economical way to buy this brand of soap, and
HERE is an economical place to buy it.

Extra Quality Genuine Hand-made Pretzels,
40-lb. bbls. per lb., .07 3/4
No. 1 Dark Baked Pretzels, 40-lb. bbls. per lb., .06 1/4
WHOLE SPICES 25-lb. lots 10-lb. lots
Best Quality Whole Pepper07 1/2 .08
Best Quality Whole Allspice05 1/2 .06
Best Quality Whole Cloves12 .12 1/2
Best Quality Pure Celery Seed08 1/2 .09
Best Qual. Cal. Yellow Mustard Seed .05 3/4 .06 1/4
Best Quality Cal. Yellow Mustard Seed, in original bags, about 100 lbs. each, at 5 1/4 c. per lb.
Armour's Shield Brand Pure Lard, 60-lb. hard-wood tubs per lb., .10 1/2

Pure Lard, 50-lb. tins per lb., \$0.10 3/4
5 or 10-tin lots per lb., .10 1/4
Oro Brand Extra Standard Cal. Genuine Bartlett Pears, No. 2 1/2 cans, 2 doz. per doz., 1.95
Extra Fancy Oregon Brand Genuine Bartlett Pears, No. 2 1/2 cans per doz., 1.80
Sweet Mellow Brand Jersey Packed Canned Pears, in heavy sprup, No. 3 sanitary cans, single cases, 2 dozen per doz., 1.10
5 or 10-case lots per doz., 1.07 1/2
Wilbur's Cocoa, 1/2s, 6-lb. boxes per lb., .31
1/4s, 6-lb. boxes per lb., .32
10c. size, 2 doz. in case per case, 1.65
Best Quality Glazed Silk Parchment Paper Rolls, 12", 15", 18", 20", 24" wide, single rolls . . per lb., .03 1/2
5 or 10-roll lots per lb., .03
It has been many a day, if ever before, that you have been able to purchase such a high-grade paper at so low a price as here named.
1-lb. Solid Oval Butter Dishes, 1/4 M in bundle . . per 1000, .85
2-lb. Solid Oval Butter Dishes, 1/4 M in bundle . . per 1000, 1.20
Horseshoe Salmon, 1 lb. tall, 4 doz. per doz., 1.52 1/2
5 or 10-case lots per doz., 1.50
Not over 10-case lots to any one buyer.
Pet Milk, tall, 4 doz. per case, 3.50
Pet Milk, baby size, 6 doz. per case, 2.50
Wheel Brand 30-40s Fancy Black Santa Clara Prunes, fresh goods just in from the coast, 25-lb. boxes per lb., .08 1/4
5 or 10-box lots per lb., .08

These Prices for This Week Only—July 20th to July 25th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street **Phila., Pa.**
28 N. Delaware Avenue

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

week in Asheville, N. C., is being analyzed by L. J. Callanan, who proposes to reply, probably at an early meeting of one of the local associations of retail grocers. Mr. Callanan is likely to take issue with the contention that the manufacturers should not sell to the retailers, for he is an old-time champion of the principle that the quantity plan is correct. The statement that the jobbers have been getting some of the manufacturers to suggest minimum prices is also likely to be discussed by Mr. Callanan. So far, the minimum price plan has met with little favor in the discussions of the subject at meetings of the local retailers.

Complaint is heard among the grocery jobbers in relation to the cheese quotations of the New York Mercantile Exchange. It is said that a clique manipulates the prices just the same as butter quotations were manipulated until it resulted in suits and other troubles. The method of the clique as described, is to fix the quotations below the prices that must actually be paid, this being done in the interest of the large receivers who have secret agreements with the manufacturers and who are trying to control the entire business in this city. One result that is noted is to drive some of the jobbers to disregard the local market and try to make their purchases in the up-State and western markets.

Freight rates in sugar have been advanced this month by the New York Central and other trunk lines on shipments to this city 11 per cent. The rates on coffee have been advanced $7\frac{2}{3}$ per cent. This is all that has actually been done up to to-day in making effective the movement for higher freight rates all around, according to the statements of railroad men.

The wholesale grocery companies are watching the developments with interest. It has been said that the New York Central and other railroads within the last few months have been gradually advancing the rates on groceries and various other commodities. W. S. Kallman, of the New York Central's Department of Tariffs and Rates, said that in the official classification territory there

have been no recent advances on groceries, canned goods, condensed milk, flour or other commodities about which there had been rumors. The railroad committees are continuing their conferences on the general question of higher rates.

A committee of confectioners called Monday at the office of the Corn Products Refining Co. where they talked with President E. T. Bedford with reference to the profit-sharing plan. He told them that the plan had tended to maintain uniform prices. The committee, which was appointed by the National Association of Confectioners, decided not to ask for any change in the plan at the time and to send requests in writing to the company in case any are to be made.

Mr. Bedford denied that his company contemplates the extension of the business into the candy manufacturing field.

A number of bakers sailed for Europe Wednesday on the "Ryndam" and will pass several weeks investigating the baking methods that are pursued in Germany.

The newly organized Queens Borough Retail Grocers' Association gave a highly successful picnic Wednesday in Schuetzen Park, Astoria. A number of representatives of manufacturing firms were present and there were also visitors from the retailers' associations in the other boroughs.

FRED. A. MCGILL.

Cocoa and Chocolate Declines.

Owing to a Large Decline in Cocoa Beans Since Last Fall, the Manufactured Product Declines Two to Five Cents Per Pound.

There has been a general decline in the prices of manufactured cocoa and chocolate during the last few days, nearly all large manufacturers concurring. The cause was the decline in cocoa beans.

The decline seems to be about 3 cents on cocoa, 5 cents on premium chocolate and 2 cents on sweet chocolate.

Cocoa beans, which up to last fall ruled at an extremely high price, has since declined until at the present writing the market is 40 to 50 per cent. lower than in the fall of 1907.

To the Trade:

Of Course YOU Know
that

CEYLON TEA

Makes the

Best Iced Tea;

But Do You Impress That
Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather
Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impair-
ing Its Tonic Values.

Grocery World AND General Merchant

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Monday, July 20, 1908.

The secretary of the National Re-
tail Grocers' Association has never
been in favor of

Asking versus
Compelling.

co-operative buy-
ing, and partly for
that reason the

National Association itself has
never declared itself upon the sub-
ject in any way. In his correspond-
ence this week, however, the na-
tional secretary speaks rather
pointedly of a problem which the
agitation over co-operative buying
has lately emphasized, viz.: Is there
any good reason why a manufac-
turer should not limit the selling
price of his product at a figure
which would protect the dealer
against crazy cutters and assure him
a fair profit.

In his correspondence Mr. Green
states that certain manufacturers, in
conference with him, declared
that they had always asked the re-
tailer to charge 15 cents for their
product in the East and 20 cents in
the West. But, according to the
secretary, these manufacturers said
nothing about *compelling* the retailer
to do so, so that the entire trade
might get a profit.

There is only one party in inter-
est who can prevent the market on
a given product from being com-
pletely demoralized by cut prices.
The retailer can't do it; if one or

more competitors start to cut he is
not only powerless to prevent it, but
is a personal loser always. The
jobber can't do it, for the same rea-
son. The only person with the
power to do it is the manufacturer.
A very few use the weapon, but the
overwhelming majority do not, for-
getting that the retailer's prosperity
is their prosperity, and vice versa.
The time will come, however,
when they will.

As stated in a recent issue, prac-
tically all the important packers of

Maine sardines
The Sardine
Combine's Defence. have united in an
iron-ribbed com-
bination, the two

main principles of which are to hold
the price and control the produc-
tion. The plan has been perfectly
successful from the start. Not one
of the combination packers would
dare make a lower price than \$3.10
per case for quarter oils, f. o. b.
Eastport, and not one would be per-
mitted to pack more than the num-
ber of cases allotted to him to pack
by the Maine Mercantile Co., the
controlling concern.

There is no doubt whatever that
this is in violation of the anti-trust
laws, and that any person who cared
to raise the question could have it
stopped on that ground. And yet
it must be admitted that there is
another side to the case, moral if
not legal. One of the leading com-
bination packers, in conversation
with the writer during the week,
argued as follows: "The sardine in-
dustry of Maine practically never
paid before the packers combined.
There were too many packers, and
in years when there was plenty of
fish they packed too much. This
depressed both the price and the
quality to a point where it paid no-
body to pack sardines and nobody to
eat them, because for a while they
sold below the cost of production,
and the packer, to reduce his loss,
cut quality. The packers have now
an arrangement by which only
enough are packed to supply the de-
mand. There can now be no sur-
plus to depress the market. They
have also fixed on a price which
while still low leaves the packer a
living profit. Who is harmed by
such a combination? As a matter
of fact, it is not only true that no-
body is harmed, but that everybody
is helped. The consumer may be
asked to pay a cent or two more for
a tin of sardines, but she gets it
back in greatly improved quality.

The packer is saved from extinc-
tion, and the whole trade is better
off, because the market is steadied
and is never broken by an oversup-
ply."

This is a strong statement, yet no
stronger than and not materially
different from the defense made for
every monopolistic combination in
existence. Strong as it is, it is ab-
solutely no defense under the law,
and the courts have repeatedly so
held. Whether it should be a de-
fense is another matter.

Those who have studied food law
questions know that probably half

the commoner
food adulterations
are inspired by
the consumer's

habit of eating with his eyes.
Hence the numerous schemes of
coloring and polishing and facing
"to make food appear better than it
really is."

It is natural, perhaps, that the
consumer should insist that the
food he eats shall please his eye,
because very often the most direct
road to creating anticipatory pleas-
ures of the palate is through the
eye. Nevertheless it is of course
absurd to give, as some do, more
attention to the appearance of food
than to its actual quality and flavor.

But the American consumers ap-
proach the selection of some of their
food from a more illogical stand-
point even than the choice of the
eye. Cases can be cited where they
eat with their ears, an instance of
which was satirically cited by a
wholesale fish dealer to the writer
last week. The case concerned the
mackerel market of a few months
ago, when \$5 per barrel more was
eagerly paid for Norway 3s than
for much superior Irish mackerel.
"There is not the smallest doubt
that the Irish fish at \$5 less were
better," said the fish dealer. "Even
a man who knew nothing about fish
could see that. The Norways com-
manded the higher price simply be-
cause it is the popular idea that
Norway mackerel are superior to all
others. The consumer has imbibed
that idea and she asks for 'Norway
mackerel,' and cheerfully pays a
higher price to get it. Naturally
the retailer must have it, and so
must we."

Here is a case in which the rela-
tive quality of these two grades of
mackerel actually had no hand
whatever in fixing their relative
values. On account of a delusion

cherished by the consumer, Nor-
way mackerel, in the case above
cited, wholly left its proper place
in the range of prices and either
took the place properly belonging
to Irish mackerel, or if the Irish fish
were properly placed, the Norways
became grossly inflated. If the
consumer would once learn that the
only proper answer to "what's in a
name?" is "only what the quality of
the product bearing the name shows
to be there," business could be con-
ducted on a much saner basis than
now.

When Offenses Against Oleo Laws Are Complete.

Pennsylvania Appeal Court Decided
that a First Offense is Complete
when the Jury has Convicted and
Judgment has been Entered. Illegal
Oleo Sales After that Constitute a
Second Offense and Involve the
Heavier Penalty.

An oleomargarine case just de-
cided by the Pennsylvania Superior
Court considers and disposes of a
question never raised before in food
law enforcement in Pennsylvania.

The case was that of Common-
wealth vs. McDermott, a retail
dealer of Charleroi, Washington
County, Pa., and the main point in-
volved was whether certain sales
that McDermott had made were
first offense or second offense. If
first offense the penalty imposed by
the act was much lighter, and the
court had the option of either fin-
ing or imprisoning. If a second
offense, the act provided for a
heavier fine and imprisonment, thus
making a jail sentence obligatory.

McDermott was prosecuted by
the Food Department for a second
offense against the oleo law, but in
order to escape the heavy penalty
argued that he was only guilty of a
first offense, as the first time he was
arraigned the court did not actually
pass sentence, and the offense was
only complete when the court had
sentenced. On this contention the
case was taken to the Superior
Court, which ruled that an offense
against the oleo (or food) law is
complete when the jury has con-
victed and judgment has been en-
tered. Any violation of the law
committed after that is a second
offense.

North Carolina sweet potatoes
are in market and average \$5.50 per
barrel. The quality is good and the
demand fair.

"I Loathe My Work"

I asked a young fellow the other day how he was getting on with his work.

He is employed in an inside capacity with a wholesale grocery house.

"As well as necessary," he said, "but, as you know, this is only play—not my real life work at all. My heart is in literary work, but I can't afford to follow it."

Poor fellow!

Can a man ever have much success under such conditions? I doubt it. He may be a fairly acceptable employee—his employer may have not the slightest complaint to make of him, but there will be lacking from his work that powerful something that makes all the difference between being "satisfactory" and being a brilliant success.

I do know one man who has made a most conspicuous success as a traveling salesman on big trade. Yet he constantly proclaims that he loathes the work, not the traveling so much as the actual work of selling.

In this case I have never believed this man sincere when he said he loathed his work. I think he would rather sell goods than eat. I believe that his alleged antipathy to the work is merely a harmless pose.

The man who is interested in his work—interested body, brain and soul—radiates personal magnetism all day long. If the work he is interested in is selling goods, you can see the magnetism in his persuasive, compelling, enthusiasm. Because of that more than anything else he gets the business.

The man who is not interested—whose enthusiasm is saved for something else more congenial, will almost always work half as hard again as the other fellow. He will have to to accomplish the same results, because there is nothing in his fuel box but conscientiousness. Sometimes not even that.

But he will accomplish nowhere near the same results—not half—for there will be lacking that forceful hypnotic influence that gets us all in line when the born salesman sits down beside us and opens up his

samples. This is the real quality that levels the road and gets us in.

The moral of all this is that the man who is not in the business that he loves best of all work on earth is grinding away his bearings, and sooner or later he will find himself a victim of lost motion. Even if a man who has been thus misplaced is 75 years old, my advice is to even now get out of the wrong hole into the right one. For just one year in the play which work amounts to when you were put on earth to do it can make you almost forget the unsavory husks of those 75 years.

E. J. B.

Failures Look Bad Compared with 1907.

Record for June and the Second Quarter Both Show Great Increase of Grocery and General Store Disasters as Compared with Same Period of Last Year.

The report of grocery and general store failures issued by the R. G. Dun mercantile agency for the month of June, 1908, shows that the disasters in both lines were greater in number than those of June, 1907. The figures are as follows:—

General stores, June, 1908, 110; liabilities, \$809,804; June, 1907, 92; liabilities, \$731,336.

Grocery, June, 1908, 195; liabilities, \$926,745; June, 1907, 163; liabilities, \$480,201.

The figures along the same lines for the second quarter of the year show up very badly compared with the same period of 1907. The figures follow:—

General stores, second quarter of 1908, 393; liabilities, \$2,515,432; second quarter of 1907, 264; liabilities, \$1,910,131.

Grocery, second quarter of 1908, 635; liabilities, \$2,225,616; second quarter of 1907, 488; liabilities, \$1,999,866.

Rennet.

A word to you about James T. Shinn's Liquid Rennet will prove valuable. It is beyond question the rennet that coagulates the most quickly and will keep the best of all liquid rennets because of the care taken in its preparation. It pays you a large profit and is well worth your hearty co-operation. Shinn & Kirk, 1400 Spruce street, Philadelphia, are the makers.

THE GROCER'S EAR—

We want it for a few moments to tell him how much easier it is to sell

Shredded Wheat Biscuit

than it is to sell any other breakfast cereal. Here are a few of the "selling arguments" for Shredded Wheat:

1. Shredded Wheat is the whole wheat—nothing added, nothing taken away—cleaned, steam-cooked, shredded and baked.
2. The porous shreds are quickly penetrated by the digestive juices, making it more easily digested than mushy porridges or other breakfast foods.
3. Pound for pound, it contains more muscle-making, brain-building material than beef-steak or eggs, and costs much less.
4. Being in biscuit form, it has many more culinary uses than the ordinary breakfast cereal, forming delicious combinations with fruits, creamed vegetables or creamed meats.
5. It is the cleanest, purest cereal food in the world, and is made in the cleanest, finest, most hygienic food factory in this country or in any other country.

Cut this out, commit it to memory, and be "ready" for the next customer who asks you anything about breakfast cereals.

Shredded Wheat Makes Satisfied Customers

THE SHREDDED WHEAT COMPANY

Niagara Falls, N. Y.

In Every Class

of goods there is always one "best."

In laundry soaps it's **Fels-Naptha.**

Back of that fact is the emphatic O. K. of countless women. When your order to the jobber is given, Mr. Grocer, be sure it provides well for **Fels-Naptha** soap.



National Secretary Green Smokes Out Manufacturers on Limited Prices

Writes to Three Large Concerns About Limiting Prices. National Committee Appointed to Investigate the Same Subject. National Secretary Says Advance Selling Price. Grocers in National Politics.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio, July 15, 1908.

Within the last few weeks much has been said in regard to the fixed price proposition and the resolution passed at the national convention in Boston. The jobbers, at their convention in Atlantic City June 3d, 4th and 5th, adopted the same resolution that the retailers did in Boston.

It has been noticed through the public press that some of the firms have decided to withdraw their business from any other party and to transact their business exclusively with the wholesale grocers. The firms mentioned in the daily press are the Shredded Wheat Co. and the Pillsbury Washburn Co., as well as Toasted Corn Flakes Co. This office has been in correspondence with these firms in regard to their position with the retail trade. While no definite arrangement has been made, yet the fact that correspondence is entered into between the manufacturers and the retailers shows a disposition to confer and take the matter under advisement. All firms can see it to their advantage that a fair selling price be maintained by the retailer, but many as yet have taken no steps to compel him to secure a profit.

One of the firms mentioned said that they had always asked the retailer to get 15 cents per package in the Eastern States and 20 cents per package on the Pacific coast. There was nothing, however, in the letter that would indicate their willingness to see that their goods were protected from the dealer who would sell them for 10 cents, so that all their advice and advertising goes for naught when the legitimate business man finds it unprofitable to sell any brand of goods that is slaughtered in price at the whim of those dealers who take this means of disrupting the business in their entire neighborhood.

Although it said in their letter that they desired that the foregoing price be maintained, one other

manufacturer suggested that the lines of demarcation should be clearly defined as to who are consumers, who retailers and who wholesalers; whether restaurants, hotels and boarding houses are classed as consumers, and the dealer selling to them classed as a retailer, or that such buyers be classed as retail grocers and the dealers selling to them be classed as wholesalers. They advised that this question be taken up and settled. The above questions were answered along the following lines:—

The Boston convention and the Atlantic City convention, I believe, are the beginning of a movement which will ultimately, possibly within the next year, mark out a dividing line. The resolution passed by the wholesalers to appoint a committee which should meet with the officers of the National Association of Retail Grocers or a like committee appointed by our association to take up such questions and define a policy to be followed up by each was the best thing that has happened to the trade for many years. By this means the question can be taken up very soon by the allied interests. We realize that we are coming to the place where we must know just where each part of the business begins and ends. When the wholesale grocer and the retail grocer get together and agree to any proposition, then the manufacturer will no doubt at once enter into a conference which will in a short time bring about a satisfactory solution and the settlement of the problems that are now confronting the entire chain.

The national president has appointed the following national committee on the maintenance of the retail selling price: F. B. Connolly, San Francisco; L. F. Padberg, St. Louis; Percy Witherell, Boston; T. P. Sullivan, Chicago; L. H. Brandewie, Cincinnati; George W. Sawkins, Toledo; Mr. Christgaw, Brooklyn, N. Y.

Retailers of groceries find it necessary this summer to get away from some of their old ideas about retail prices.

For instance, many articles which retailed for 10 cents are not to be had at figures which allow a 10-cent price and at the same time pay a living profit.

And there are many more in the 15-cent class and the 25-cent class which are just as scarce.

The result is that to save his own hide the retailer is forced to get his trade accustomed to new prices.

If the retailer cannot find a medium grade canned pea to sell at 10 cents, the same figure he sold it at three years ago, he must ask 12 for it.

If his fancy brand of tomatoes costs him \$1.50 per dozen at jobbing point, he must get away from his old 15-cent price.

If his standard canned peach, which he sold at 20 cents, or the extra standard which he sold at 25 cents, are not to be had at the old figures, the new price must be named, and the sooner the better.

Old prices on rice, rolled oats, dried fruits and dozens of things in the grocery list have had to be raised.

The grocer who has his weather eye on the profit all of the time has revised.

Have you revised?

Now that the two political parties have named their candidates and announced their platforms, it is well that the merchants of this country take into consideration their interests in the nomination. The nominations for Congress have taken place in many of the States, and will in the near future take place in the balance of the States. It is well that the merchants take some interest in the selection of these men. Have an understanding with them at least in regard to their attitude on the parcels post momentous question.

The National Association of Wholesale Grocers, at their convention in Atlantic City, adopted a strong resolution protesting against this kind of legislation.

We are sure of their support in any movement along this line, but when you take into consideration that there are 300,000 retail grocers in the United States and but 2,500 wholesale grocers you will readily realize that we hold in our hands the balance of power.

Let us leave no stone unturned to see that the men nominated are friendly to the business interests of the country. Now is the time. You can do more at the present time to help along your position than after the election.

Use your influence now.

Take an active part in the selec-

tion of candidates, and when the election is over you will have nothing to regret.

The Illinois State Association and the Iowa State Association both sent protests to the resolutions committee at Denver in opposition to any plank in the platform that would suggest any parcels post proposition.

JOHN A. GREEN,
National Secretary.

Philadelphia Trades League Will Fight Freight Advance.

Appeals to Interstate Commerce Commission and Adopts Resolutions Denouncing Rate Increase.

The Trades League of Philadelphia, one of the most influential trade organizations in the country, has entered the lists against the proposed concerted advance in freight rates, and has asked the Interstate Commerce Commission for an opinion as to its legality.

The League has adopted the following resolutions on the subject:—

Whereas, It has been reported that the carriers have in contemplation a general advance in freight rates, in order to obtain additional revenue; and

Whereas, Such action on the part of the carriers would tend to further restrict business by imposing an additional burden upon the merchants and manufacturers, which we believe would be most inexpedient at this time; therefore, be it

Resolved, That if it be necessary to obtain additional revenue, as is claimed by the railroads, it should, in our opinion, be secured in a way that would not increase the burden now being borne by the mercantile and manufacturing interests of the entire country.

Up to the present time the Interstate Commerce Commission has refused to commit itself as to the proposed advance.

California cantaloupes range from \$1.75 to \$2 per crate. There are some Arizonas coming which are even better than the Californias. The price is \$2 to \$2.25. Some Southern cantaloupes are also coming forward at \$1 to \$1.25.

Café des Gourmets Coffee.

Let us send you a trial order of the nicest and most tempting drink of coffee it has ever been your pleasure to taste and then we know that you will have no hesitancy in recommending it to your trade.

Café des Gourmets is packed in one pound tins, is a blend of the high-grade coffees so arranged as to furnish a delicious drink. It is put up by Saml Wildes' Sons Co., of New York, and is backed up by their reputation gained through nearly a century of fair business dealings.

THE GROCERY MARKETS

Tea.

There is no change in the tea market for the week. Throughout the line is unchanged, prices on most grades being steady. Some grades are high; cheap Oolongs, for instance, which last fall ruled at 10 cents in a large way are now 12½ to 13 cents. The advance is due wholly to scarcity, and other low grades are in the same condition. The consumptive demand for tea is fair for the season.

Coffee.

The market for Rio and Santos coffee has ruled very stupid for the week. Trading in options has been more than usually dull, there being one day when not a transaction was recorded on the New York Coffee Exchange. Antagonism to the valorization plan of cornering the supply of Rio and Santos grows each day, and much matter is being printed against it both here and in Europe. Actual Rio and Santos are slightly easier, and the immediate outlook is very dubious and uncertain. Mild coffees and Mocha and Java are steady and unchanged.

Sugar.

The sugar market is unchanged so far as any important change is concerned, though raws have weakened somewhat during the week. Refined sugar is unchanged, and there are no prospects of any advance in the near future. Lower prices would seem to be out of the question while the summer demand is on. The consumption of refined sugar is now very large and will be larger as soon as the full tide of the peach crop comes in.

Syrup and Molasses.

Glucose advanced 10 points during the week, owing to the continued high price of corn. Compound syrup has not advanced as it usually does when glucose advances, but may later. The syrup market is being to some extent demoralized by the fact that certain jobbers are selling below cost, counting for their profit on the rebate they expect to get for exclusive purchasing from the Corn Products Co. Sugar syrup is selling well to go abroad, but the home demand is small. Molasses is unchanged and in light demand.

Fish.

Mackerel is not materially unchanged for the week. New Shores are about unchanged, but new Irish are a trifle easier. New Norways

are steady, but old Norways are merely nominal. The demand for mackerel is only fair. Cod, hake and haddock are unchanged in price and very dull. Salmon is fairly active at ruling prices. Domestic sardines are unchanged in price and in fair demand. French sardines are easier and the price is much lower than a few months ago. Norwegian sardines are doing better and are now in fair demand.

Canned Goods.

The tomato market has developed more firmness during the week by reason of the lack of rain in the main producing sections. It is the usual flurry which almost always develops just before the packing season and has strengthened the market to some extent. No sales have been made, however, at any advance over the price of 75 cents, which has ruled for some months. It seems fairly sure that if rains come the pack of tomatoes will be extremely large. Corn is also firmer by reason of drought, though no change in price has occurred as yet. Peas are not advanced, either, though it is practically sure that they will be if the consumption amounts to anything. All packing sections are short and packers everywhere announce only partial delivery. There would have already been an advance had there been any demand. Peaches are unchanged and dull, prospects still pointing to a heavy pack. Apples are unchanged and easy, demand fair. No change has occurred in small Maryland canned goods, the demand being light. California canned goods are nominally unchanged from the last decline, but the tone is easy.

Dried Fruits.

Prunes are unchanged and in light demand. Peaches are dull and weak, apricots being also dull and only a little less weak. Raisins are decidedly weak, offers of fancy seeded being made during the week at 5⅞ cents coast. The demand is light. Currants are unchanged and dull. Other dried fruits quiet and unchanged.

Cheese.

There has been no change in the cheese market during the week. The receipts are about 10 per cent. lower than a year ago and the demand for speculation is much lighter, although the consumptive demand is about the same. The market is quite healthy at present, showing an active consumption, and

The American Sanitary Jar Cap

FOR MASON FRUIT JARS

Attractive :: Inexpensive



¶ This cap is treated with a Sanitary Enamel which perfectly resists the action of fruit acids.

Less than half the

price of zinc and glass caps and no danger from poisonous oxides.

¶ Write for samples and prices.

AMERICAN CAN COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO

Offices in All Large Cities

Two Points of View

THE CUSTOMER

finds that ham or bacon or dried beef sliced on the **American Slicing Machine**

Goes further.

Looks better.

Cooks better.

Tastes better.

Is fresh sliced and just the right thickness.

That's why she trades at the store that has the machine.

THE RETAILER

finds that by using the **American Slicing Machine** he can

Save labor.

Save waste.

Save packer's profits on tinned goods.

Give more slices for the money.

Get all the trade of his locality in this line.

That's why 9000 merchants say it's the best investment they ever made.

Our catalogue and booklet are free.

Under our easy payment plan the machine more than pays for itself as you go along.

A card will bring you particulars.

AMERICAN Slicing Machine Company

54 Fifth Avenue, Chicago

if there is any change it will probably be in the nature of a slight advance. The make of cheese is about normal and the quality is running fine.

Beans and Peas.

Pea beans are unchanged in price and dull, both imported and domestic. Marrows show a decline of 5 to 10 cents per bushel and a light demand. California limas are quiet at ruling prices. All grades of dried and split peas are firm and wanted, stocks being light.

Butter.

The butter market is steady and unchanged. The make is about normal for the season, but neither the consumptive nor the speculative demand is as good as a year ago, and possibly in consequence prices are about 10 per cent. lower. The market is healthy throughout and no material change is looked for within the next few days.

Eggs.

The egg market is firm at an advance of 1 cent. The receipts of fancy eggs are falling off some and the consumptive demand is good. About half the receipts show considerable heat defects, and have to be sold at concessions. No ma-

terial change is looked for during the coming week.

Produce.

Potatoes, 50 to 55 cents per basket, demand good; yellow turnips, 25 cents per basket; white, 25 to 35 cents per basket, demand fair; carrots, 50 to 60 cents per basket, demand fair; Jersey onions, 40 to 45 cents per basket; Bermuda, 50 cents per crate; Egyptian, \$1.25 to \$1.50 per bag, demand fair to good; radishes, 2 to 2½ cents per bunch, demand fair; beets, \$1.50 to \$2 per 100, demand fair; rhubarb, \$1.50 per 100, demand fair; peas, York State, \$1.50 per bushel basket, demand fair to good; cabbage, \$1.25 per barrel, demand good; string beans, green, 60 to 65 cents per basket, demand good; green peppers, 40 cents per basket, demand good; cucumbers, 40 to 50 cents per basket, demand fair; squash, 15 to 20 cents per basket, demand fair; eggplants, \$1 per basket, demand good.

Provisions.

All cuts of smoked meats are very firm at an advance of ½ cent over a week ago. The demand is about normal and stocks are light all over the country. As the re-

ceipts are generally light and hogs show high cost there will likely be continued high prices. Both pure and compound lard are firm at ¼ cent advance, a very active trade being reported in both lines. Barrel pork, canned meats and dried beef are unchanged and in good demand.

Green Fruit.

Bananas, firsts, \$1.25 to \$1.50; 8-hands, \$1 to \$1.25; 7-hands, 60 to 75 cents; 6-hands, 35 to 50 cents, demand poor; lemons, \$2.50 to \$3.75 per box, demand good; limes, 80 cents per 100, demand good; grapefruit, \$4.50 to \$5.50 per box, demand poor; California oranges, \$3.50 to \$4.25 per box, demand slow; pineapples, \$1 to \$3 per box, demand slow.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7¾ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 9½ cents per pound; filberts, 10 cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12 cents per pound; mixed nuts,

11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Coffee.

The crop year being ended, we think it appropriate to cast a glance over the past. The crop movement of Brazils shows conclusively a constantly increasing demand for that kind of coffee. Within three years the consumption of Brazils increased from 11,600,000 to 13,100,000 bags per annum. It is also noticeable at a glance, that the position is still burdened with surplus supplies of the bumper crop of 1906-07, although the excess of that crop was reduced last year by the falling off of the production below the requirements for consumption to the extent of 2,130,000 bags. The total production of Brazils during the last four years was 52,547,000 bags, and the total consumption during that time, 49,775,000 bags.

The production as well as consumption of mild coffees has varied but very little during the period under review. The apparent tendency is for consumption to switch from milds to Santos coffees, and this tendency will probably continue as long as soft drinking Santos coffees can be bought at so much lower prices than sim-

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased **100,000** books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCKTON, OHIO

PLACE YOUR ORDERS NOW FOR Peters' Loaded Shells

to insure getting them when you want them. They have won the big shooting prizes this year, and they are the

"BEST IN THE MARKET" Not in the Trust either



SELLING AGENTS
JAMES M. VANCE & CO.

Wholesale Hardware

211 and 213 Market St., Philadelphia

Why They Haven't Done It

¶ "Canned corn is all right, but I don't see why they can't make it taste more like fresh corn," said a customer of a grocer we know, the other day.

¶ It's the uneven cooking. All canned corn cooked with the old-fashioned cooker loses every semblance of fresh taste because at least half of it is cooked to death. The old cooker had to keep on cooking the corn till the center of the corn was done. That meant overdoing the edges.

¶ Onarga Country Gentleman Corn is the finest, sweetest Country Gentleman Corn that grows, cooked in the new automatic cooker that cooks the edges and the center exactly alike.

IROQUOIS CANNING COMPANY :: ONARGA, ILL.



Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

ilar grades produced in other countries. The visible supply of mild coffees in the world was reduced 1,000,000 bags during the last three years, and is now down to a very low figure. These small existing stocks at this time of the year will make price manipulation comparatively easy, especially between now and next December, when the following crop, which promises to be larger than the last, will reach consuming markets.

The total world's production during the last four years was 69,618,000 bags and the total world's consumption during that time was 68,004,000 bags.

The deliveries from port stocks in Europe and United States, during May and June, have shown a considerable falling off, which we ascribe to the growing feeling of uncertainty regarding the action which the Sao Paulo Government may take, as well as to the close approach of the new crop of Brazils.

The Sao Paulo Government has so far sold in the different markets of Europe and United States about 300,000 bags, for which it has realized a very good price. There still remain under Government ownership about 7,500,000 bags, and whilst no further sales were reported since the 17th ult., a renewal of activity from that quarter may be witnessed any day.

The distributing trade throughout the world refuses to carry more than the most necessary supplies. This condition will probably prevail as long as the Sao Paulo Government is known to be the largest holder of coffee in the world—a condition which we consider encouraging for importers and jobbers, inasmuch as it insures an uninterrupted steady outlet.

Fluctuations in Brazils are apt to be narrow, same as last year, because speculation is entirely eliminated from the article.

Reports have been received here that the coffee growing

States of Brazil intend to levy an additional heavy export tax on low grades, which tax is to be paid in kind. What is to become of this coffee received by the Government in place of taxes, is as yet a problem. The measure would limit exports to the better qualities and thus aid the coffee propaganda, recently inaugurated by Brazil in some European (tea-drinking) countries.

As a matter of fully as much, if not of more importance to this country, we may cite the fact that the United States Food and Drug Inspection Committee has recently begun to examine incoming cargoes of coffee in order to determine whether or not they come within the requirements of the Pure Food law, both as to quality and marking of packages. Similar proceedings were had with regard to importations of tea and spices, which resulted in the exclusion from entry into the United States of inferior qualities. One small shipment of Costa Rico coffee has been tentatively condemned on the ground "that it contains a considerable amount of dirt and blighted berries unfit for food purposes."

It is certainly advisable to await the final outcome of these proceedings before embarking in fresh importations, especially as the form of contract made by some of our importers is a very loose one at the best.

HENRY NORDLINGER & Co.
New York, N. Y.

Baltimore Canned Goods.

The continued drouth has been mitigated by the lower temperature, aided by the prevailing moist southern winds that checked, to some extent, the ill effect of the hot sun and high temperature of the previous ten days. There were two or three showers during this week, but they were local and did very little good. Because of these conditions the tomato canners are not anxious to push

the sale of futures at to-day's quotations. They figure that they will about get their money back, at best, and any change in the market conditions will be against them, not in their favor. On the other hand, if they do not sell some of their output for shipment when packed they will be badly handicapped for room early in the season, and therein lies the chief incentive to sell a few thousand cases of the new goods. There is a saying amongst the canners when the packing is in full blast that "the room is worth almost as much as the goods." As we said in our last market letter, it is too early in the season to get scared about the present conditions, though everyone would feel easier about tomatoes if the drouth were broken. The buying orders for both spot and future tomatoes this week came again from nearly all sections of the country, though the demand was not so large as in the two preceding weeks. The situation in canned corn is about the same as in tomatoes, with the additional fact that the acreage is reported to be largely reduced as compared with last year. The spring crop of string beans is large and the canning season for that article reached its height this week. The present low prices for them are attracting liberal buying orders. The demand for peas has

fallen off now that the big orders for them have been placed, and the buyers of jobbing lots can pick up some excellent trades in the different grades. In the other lines of vegetables the demand is light, and there are no new developments of interest.

In fruits the chief demand is for new peaches, and the market for them is broadening. If anything happens to the crop before the canning season ends, or if the crop should prove to be smaller than it is reported to be, there may be some lively scrambling to cover sales already made. The canning season will begin in a couple of weeks with the cheaper grades, unpeeled pie peaches and seconds in water, for which the demand is excellent. Raspberries was a small crop, and the supply is light already. Cherries are fairly active, and berries of all kinds are firm, and so are pine-apples.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Imported Fish Products.

The fishing of Holland herring during the last week was quite good, but the fish was very poor indeed and there has been very little business done. No new Holland herring have been shipped to America as yet, as, firstly, quality was too bad and, secondly, the weather would not permit.

Q. Back up your trade papers. Make it possible for us advertisers to write a nice note to the editor once in a while, saying "we got splendid results from our 'ad' in your paper." It cheers him up. All the trouble it will take is a postal card or a letter to us, asking to see samples of our California Jams and Marmalades. We do the rest at no cost to you. Don't overlook what may be a good thing.

H. P. D. KINGSBURY, Redlands, California.
(Where the oranges come from.)

Isn't It Foolish to Advertise Light?

It seems ridiculous to advertise light, so obvious is it that that which is lightest is cheerful and draws the most people.

Particularly a store. Every *successful* grocer in business uses an amount of light that you might consider extravagant; but it isn't—it is business. These grocers make their stores cheerful because they know that cheeriness brings people, and people buy.

You'll find that the most successful stores are always the ones that are the brightest at night.

Talk this over with us.

THE PHILADELPHIA ELECTRIC CO.
10th and Chestnut Sts., Phila., Pa.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL



Be an Expert on Hams

You will be surprised to see how many hams you can sell by being able to guarantee every one. Each and every one of **SWIFT'S PREMIUM HAMS** will back up the strongest guarantee you can give it.

You can satisfy your trade and increase it by selling **SWIFT'S PREMIUM HAMS** because their quality never fails.

We keep **PREMIUM HAMS** well advertised, and that makes them easy to sell.
Swift & Company, U. S. A.

Scotch Herring.—Some shipments have arrived here, but most of them had to be put into cold storage, buyers not being anxious to take hold of these goods while the hot weather lasts.

Mackerel.—There has been a better inquiry for the same. Irish are in quite good demand and in scant supply. Norways are selling freely in a hand-to-mouth way and prices show a hardening tendency.

Imported Oil Sardines.—Unfortunately no change. In France they have no catch and it looks as if we shall have another failure the same as the last few seasons. In Portugal they have absolutely no small fish at present. In Norway they have been catching some fish, but the quality of most of it was very poor, so that it could not be used for good brands and the prices paid were very high.

Fishing in Norway has been only very little and it is almost certain that high prices will have to be paid for the fresh fish right through the season.

Sprats.—There is of course no catch now. There is a hand-to-mouth demand and prices are firm.

A lot of Japanese sardines in beautifully decorated cans have just arrived here and quality of the same is the nicest that has ever been shown on this market. They compare very favorably to the French, both in size, quality, oil and packing, and they surpass all the shipments that have ever been here before of Japanese sardines.

Cable reports from Norway are quoting split stockfish at considerably below last season's, while round fish of good quality is quoted at about the same prices as last season. It is very likely that prices for split stockfish will have to come down before the trade will be interested.

STROHMEYER & ARPE Co.
New York, N. Y.

Spices.

The market is more active and there has been considerable trading in futures during the week. There appears to be a great scarcity of many spices and we now look for a slowly but gradually rising market.

Pepper.—The market is firmer and there has been some large sales made during the week. We note a large increase in demand. Pepper is certainly a good purchase at present prices, which are the lowest in many years.

Cayennes.—More demand, which will continue for some thirty or sixty days. Bright Chillies are scarce, but firmly held.

Cloves.—Stocks in our country are small and the demand is exceedingly good, which will continue for the next four months.

Pimento (Allspice).—Spot stocks are small. Jamaica holders are much firmer in their views. The crop is late and is only moderate. Therefore, conditions point toward higher prices.

Mace.—We note a very small spot supply, and from present indications there is no chance of lower prices.

Nutmegs are in better demand during the week. Spot values are really below the import cost. The present is certainly a most advantageous time to buy.

Gingers are all higher; in fact, there was quite a flurry at the close of last week and prices may go up ½ cent per pound or more. This is very likely owing to the small stocks and the fact that there is none in route for some time.

Seeds.—Pickling demand will set in. Celery, Coriander and Mustard are all firmly held.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Georgia peaches are plentiful and are selling at comparatively low prices. The best command only \$1.50 per crate, and from there the price graduates down to 75 cents. The bulk of the receipts are poor. For good peaches the demand is excellent.

All the corn on the market is nearby and ranges from 40 to 80 cents. There is some good coming forward and it is in good demand.

The Delaware peach prospects are large. Some are already coming in and because they are poor range from 30 to 40 cents per basket. By August 1st there ought to be plenty of good fruit. The crop

will probably be from 1,000,000 to 2,000,000 baskets this year, as against a half million last year.

California cherries are about done. The price ranges from 75 cents to \$1.40 per box and the demand is good.

California plums range from 80 cents to \$1.25 per box. There are also some nearby plums on the market, ranging from 15 to 20 cents. The demand is light.

Good peas are scarce and are commanding \$1 to \$1.25 per basket. Receipts are from New Jersey, Long Island and Western New York State. Long Island peas average \$1.75 per bushel.

California Bartlett pears average \$3.50 per box and are in fair demand. The size is small.

Eggplants are coming from Virginia and North Carolina and average \$1.50 per basket. New Jersey eggplants are quoted at \$1.25.

New apples are coming in from Delaware and average 75 cents per bushel basket. The demand is good.

The first Delaware grapes from North Carolina are in market and command \$2.50 per 8-basket carrier. The supply is light as yet and the demand is fair.

Two-Minute Sermons for the Retail Grocer

XLVI.—Making the Other Fellow Work.

The ability to get work out of the other fellow is one of the most valuable qualifications of any manager.

Some men are thoroughly acquainted with every detail of the business they have in charge, and are still unable to make it show a profit. In many cases their trouble is in getting the right amount of work out of those in their employ. It does not take long for a few idle men to cut all the profit out of a good business. The trick is to get the right amount of work out of each and every one, and it is a trick. Some managers are able to do this right along, and without any effort, while others never master it.

One man who has made a success

as a manager of others never hires a man without first telling him that every man on the job must make more money for the house than he draws in pay, or the house cannot continue to pay him. He also tells the applicant, "If you always try to earn more than you get you can look for advancement, and if you try to draw more pay than you earn you will get discharged, because even if I was willing to allow such a thing to happen it would show bad management, and possibly both of us would get put out together. I must do the same as any man under my charge, show that I am making more for the house than I am costing it. You see, we must help each other to produce results if we expect to succeed."

F. A. P.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

I am taking up this week one of the most enterprising little store papers that has ever come to this department. It is issued by J. Hostetter & Son, grocers and house furnishers, of Greencastle, Pa. This concern does things in good shape all the way through. The paper comes to me in a manilla envelope bearing a picture of the store, with the business card, and up in the corner a little panel bearing the following: "Hostetter's Store News. A Compendium of Good Things of our Store, sent to you to ask for and get your interest, your good will, your orders."

The paper itself consists of four pages, 7 x 10 inches. It is printed on exceptionally fine, heavy paper and presents a substantial, good appearance. There seems to be no advertising in it except that of the store itself. I should like to be able to reproduce the whole four pages, but unfortunately I haven't the space, so I reproduce three, the

first, the second and third, which if there is any difference I consider the best:—

This is extremely good advertising, chatty, and straight to the point. It would be almost impossible, in my judgment, for advertising like this to fail to get results, always provided it is properly circulated and fits the neighborhood.

According to my judgment, it is pretty nearly as good as grocery advertising of this class can be made.

In the envelope with the store paper comes a little leaflet, also well printed on fine paper, devoted to "Iced Tea—A New Way." On the inside pages are printed a few lines suggesting the advance in the popu-

larity of iced tea as a beverage, and offering a new way of preparing it. The recipe comprehends an idea that's new to me, and I therefore reproduce it:—

A NEW WAY.

Directions: For each quart take four teaspoonfuls of our Ceylon-India tea—which, by the way, is selling at 30 cents the half-pound tin—and steep it for three hours in cold water. Don't boil or heat it at all. Serve with cracked ice.

By this process, you'll have a beverage that's mild, mellow, and without any of the astringent bitterness that hot water brings out of tea.

Yes, Messrs. Hostetter & Son certainly know how to advertise. Their matter is interesting and will be read interestedly on its merits, outside of the fact that it is advertising.

No Exposed Groceries in Wilmington, Del.

A radical step was taken last Monday by the Board of Health toward placing Wilmington, Del., under a strictly hygienic regime as to foodstuffs. This was embodied in an ordinance which was drawn up for presentation to City Council and which provides that all foodstuffs exposed for sale or shipment within the city limits must be covered when in the open air. The measure deals with meats, fruits, vegetables, breadstuffs, and, in fact, all kinds of edibles, whether displayed in permanent stores or on the farmers' stands in the street markets.

J. HOSTETTER & SON'S STORE NEWS.

Grocery Department Notes.

The best vinegar for green or made salads is the White Wine product as sold here. The flavor is delicate but with all it has great strength and a little of it goes a great way. 8 cents quart; 30 cents the gallon.

Our pickle case contains both the sweet and sour cucumbers of several sizes as well as the mixed varieties. The Sweet Mixed is one of the most popular and at the price of 10 cents a pint, they are the cheapest article in the pickle line.

With to-morrow's dinner serve asparagus on toast. Get the tender tips as sold here in cans at 30 cents and you will have a dish fit for a king.

Was the milk your dealer left this morning sour or grassy in flavor? If so we would suggest you keep handy some of the evaporated kind as sold here at 5 cents a can.

The evaporated milk as sold here may be used the same as fresh milk or cream, as it is simply pure full-cream cows' milk, sterilized and evaporated and then canned. It is free of cane sugar and other such ingredients; in fact it is purer than the purest milk; always fresh and keeps good anywhere.

Salad Dressings for all tastes are to be found among our stock. If you are overly particular about the kind you eat, you will be especially pleased with our "Royal" brand. It's a salad dressing to please the most exacting; and the price is but 25 cents bottle.

If your taste is for a pungent, highly spiced kind, our L. & S. Dressing will suit you.

Sliced Peaches and Apricots, something new to you perhaps. Small cans, sliced fruit ready to serve with cream or for making sherbets, ice cream, etc., 15 cents a can.

If you will have on hand one or more packages of Jelly Powder, you will never be at a loss for a delicious, hasty dessert. So easily prepared—just add a pint of boiling water to the contents of a package and set aside to harden.

Lemon, Orange, Raspberry and Wild Cherry flavors; 10 cents a package.

A word to the lover

of fine candies.



For the cultivated taste which is seeking new delights in candies, there are always treats in store at our candy department. We are not content merely to have the freshest and purest sweets, but are on the outlook at all times for the latest products.

Just a few suggestions of what may be had now:

Dulcets.
Matinee.
Mint Patties.
Coffee Snow.
Maple Walnut.
Charlotte Russe.

Ice cream in a hurry.

Simply stir the contents of one package of

Jell-O Ice Cream Powder

into a quart of milk and freeze in the usual way, and in ten minutes you have two quarts of delicious, velvety cream.

No cooking; no eggs, flavoring nor sugar required.

Four kinds: Vanilla, Chocolate, Strawberry and Unflavored. 12½ cents package.

The Tea that's best for icing.

Every summer sees a marked advance in the popularity of iced tea as a hot weather beverage.

The best tea for icing is our Ceylon-India. This blend is truly delicious when prepared by the cold process.

½ lb. tins 30cts. Sample package free.

The cold process of preparing tea for icing makes a new kind of iced tea, well worth trying, and we will be pleased to give you the recipe.



J. HOSTETTER & SON'S STORE NEWS.

Housefurnishing Department Notes.

Of course you all are interested just now in the matter of cooling off, and the summer drink is a prominent feature.

In summer, particularly, a drink tastes better from a thin glass than a thick one, and is no more liable to break.

In the Household Goods department of this store you will find a line of thin blown tumblers, plain, etched and engraved, suitable for all beverages, priced according to size and style.

In addition to the thin blown line of heavy pressed table and jelly patterns here include every wanted size—from the everyday patterns at 18, 20, 25, 50 and 60 cents the dozen, to the finest cut glass.

Enameled Preserving Kettles, 6 quart size, 35 cents, is one of the many seasonable offerings here. These kettles are made of heavy pressed steel, enameled in a deep blue outside and a pure white inside; worth regularly a third more but offered at this price to induce you to visit our household goods department, where you will see displayed big kettles and little kettles in the old-fashioned iron and the newer patterns in steel and aluminum, at prices lower than other stores.

Fruit canning and preserving accessories—Jar Funnel, Fruit Skimmers, Fruit Spoons, Strainers, Measuring Cups—all the needed things to "bottle-up the winter's sweets" are to be found in our Household section, second floor.

Fruit Jars of all the tried and true patterns—Mason, Lightning, Atlas, Safety Valve and E-Z Seal; in pint, quart and half gallon sizes, are on a low price basis here.

Don't take chances on your fruit spoiling by using old jars with faulty caps and rubbers. New ones cost too little to run any risk. Here you will find caps and rubbers for every make of jars.

Have you ever examined the merits of the Twin Ice Cream Freezer? This machine enables you to have a sherbet and ice cream at one and the same time—freezing the two flavors in the same machine at one operation.



GREENCASTLE, PA., JULY, 1908.

Published monthly in the interest of the customers and the store of

J. HOSTETTER & SON,

THE LEADING DEALERS IN

Fancy and Staple Groceries and Housefurnishing Wares.

Corner Centre Square and West Baltimore Street, GREENCASTLE, PA.



JULY BUSINESS HOURS:—Store open from 6 A. M. to 9 P. M. on all business days but Saturdays, when closes at 10.30 P. M.

REGULAR DELIVERY SERVICE to all parts of the town is from 8 to 12 A. M.; 1 to 5 P. M. When desired we will call for your order at any specified time, and this service is guaranteed as satisfactory as if you called in person.

Store Closed

all day July 4th.

We desire to call your attention to the fact that this store will be closed all day Saturday, July 4th.

Coming as it does this year on Saturday, we dislike very much to inconvenience our patrons by closing, but as it has become an established custom, we trust you will assist us in giving our employes this day for recreation by sending your Saturday orders in on Friday.

Picnic-time

is here and there are certain things which you will want to procure to ensure the greatest comfort.

The Grocery department of this store is fully prepared to aid you in filling your basket.





WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia



From a Grocer's Widow.

Providence, R. I., July 6, 1908.

To "The Stroller."

Dear Sir:—Although I am a woman, I am familiar with your part of the "Grocery World and General Merchant," and when my husband, who was a grocer, was alive, he often read them to me, and we both had a high appreciation of your opinion on matters connected with the business. I am in hope that you will be able to advise me in a difficult matter which I find myself concerned in, and in which I have not been able to make my mind up.

My husband owned a grocery store here up to June 3d, when he died, leaving me and three small children, the oldest not quite nine. The store had been his for about ten years, and he worked very hard at the business, and put it where it meant a good living for himself and the family. In fact, we had saved a little money during the last two years, which was about exhausted, however, by the expenses of his sickness and death. He left only \$500 insurance.

I cannot make up my mind whether to keep on with the store or not. The children are too small to be of any great help, and owing to family reasons, there is no one who I can go to for advice. That is, no one who knows anything about the business, and who could advise me whether it would be the best thing for me to try and carry on the store or not. I had helped my husband in the store to some extent and was somewhat familiar with the business. I am not strong and am not sure that I could succeed, though if I sold it I do not know how I could invest the sum received so as to keep myself and children, so it probably means work for me at something.

The business is fairly profitable. We have about \$400 weekly trade and about two-thirds of it in cash. We do not deal with a rich trade, but with a middle class who, as a rule, are good pay. My husband used to figure on about 10 per cent. clear profit. Our living expenses are small, as we live over the store. It would seem to be too good a matter to give up, if I can carry it on, but there is where I am not sure. Most women have not good business heads, and as I have never tried, I do not know as to myself. Will you tell me what you think I should do? I sign my full name, but please do not print same if you put my letter in the "Grocery World and General Merchant."

Yours truly,
* * * *

My dear woman, do you know it warms me all over that you should think of me in your trouble. I don't know whether anything I can say can help you or not, but you can just bet I'm going to try.

Before we take up your case let's talk a little about women's business ability in general.

I don't think much of it, to tell you the truth. Understand, there

are women with as good business heads as any man alive. But the percentage of 'em is a heap smaller than the percentage of good business men, and that's small enough, goodness knows.

The average business woman isn't a diplomat. She either goes to one extreme or the other. She's either a soft mark and let's customers put it all over her, or she's cold-blooded, snaps 'em off and loses 'em. The woman who can run a business and protect her own interests without offending people is a mighty rare creature.

But you find 'em once in a while, and when you do they'll usually do better than men would.

I never had the pleasure of meeting this correspondent, as I remember, and I therefore can't even guess about her as a business woman. The way she sizes up the proposition, though, makes me think she's apt to be all right.

I wouldn't sell the store. Try it a while anyway and see how it goes. I knew another woman in exactly your condition only last year. She was left much as you are, and she didn't feel equal to running the store, so she sold it. Only got about \$1,200 for it. Nobody can invest that much money and live on the interest, so she had to eat up the principal. Her husband left some personal debts, and she owed for an operation, so her money's all gone and she's working in a shoe factory.

There was no reason in the world why she shouldn't have kept the store going, and if she had she would have had a comfortable living as long as she lived.

I don't want to say anything that will even seem to reflect on your husband—he may have had his reasons for doing as he did—but I think it's a *crime* for any man with a family to carry only \$500 insurance! That is, if he can afford to carry more. I just throw that out so that any other wives who may be reading this can show it to their husbands, if they need it.

I suppose your store, from what you say about it, might sell for \$1,500. What could you do with that? You can get a lot more back from it invested in a going business than you can from anything else. You say you do \$400 a week and net 10 per cent. That's \$40 a week—fine! Suppose you only make half that, you've got three times as much as you could hope to get in anything else.



1908 Model Money Maker

This is a new model, and is the most complete register ever manufactured. Prints itemized record under lock and issues check. This register is equipped with time printer to print the time of day a sale is made. It also has an autographic attachment for making records of goods wanted.

every day's sales; whether it is larger than for the same day last year; unless you know how many sales have been made; unless you know how many customers have been handled?

A National Cash Register Will SHOW You

which of your clerks sells the biggest orders, or the most, or gets cash most often? You can only guess, and you may guess wrong. A **National Cash Register** will show you.

This New 1908 Model

will keep a detailed record of every transaction in your store. **National Cash Registers** are made in inexpensive styles for smaller stores, because no store is too small to be helped by one.

Besides Saving Losses It Will Make Sales

A **National Cash Register** will print a receipt for your customer, which can be made redeemable in goods or cash. This draws new customers and holds old ones. You can have your own brand of tea, coffee, or some other specialty advertised on each receipt. There are many other reasons why you can afford a **National Cash Register**. One reason is an easy payment plan. Just sign and mail the coupon and we will explain to your satisfaction how all these things are done. It will pay you to know **all it will do for you**. Send the coupon and find out.

The National Cash Register Co.

EXECUTIVE OFFICES

28th St. and Broadway NEW YORK CITY

You Can Afford a National Cash Register

but you can't afford to be without one. Because it keeps an accurate daily record of charge sales, money paid out or received on account, and you lose money right along, day after day, by forgetting these very items. You know it would be worth a good deal to **save these losses**.

How can you tell whether your business is **increasing** or **falling off** unless you know the total of

Executive Offices,
28th St. and Broad-
way, New York, N.Y.
I would like to
know how a National
Cash Register can in-
crease my profits and do the
other things you say it will.

Name

Business

Street

City State

No. of Clerks

1
The
National
Cash
Register Co.

Tear Out and Mail To-Day

You don't tell me whether you've got a good clerk or not. If you haven't, get one, and pay for him. A good right-hand man, to a woman situated as you are, is the greatest comfort in the world. Don't try to run the store on half cut help. Instead of paying two half good men \$9 a week apiece, get a good one for \$13 and a young fellow for \$5.

I believe you'll make good. You've already got the business established, so the toughest work's been done. All you need to do is to carry it along. I'd try it.

You'll have one thing that'll help you a heap—sympathy. I'd get up a little letter to every customer, saying that I had decided to carry the store along, and that I intended to do my best, though I was afraid I'd make some mistakes. Would they help me to make a good store? Nobody with blood in their veins would take their trade away after a letter like that.

You've got to think of your credit, too. The jobbers may get a little anxious about what you're going to do. I'd go to see 'em, every one. Tell 'em what you're going to do, and if they're human beings they'll stand by you. But pay cash for your goods if you can possibly do it.

As for me, I wish you all the good luck in the world!

Trenton, N. J., July 13, 1908.
To "The Stroller."

My Dear Sir:—I want to say that I enjoy the way you lay things open in the "Grocery World and General Merchant." Where did you get that word "Footy?" 'Pon my soul, I

haven't heard it since I left County Armagh, twenty-four years ago.

Yours truly,
W. E. SWEENEY,
L. Lehman & Co.

My hat's off to you, sir—thank you and same to you. If I didn't know positively that you wouldn't accept it, I should send you a handsome present.

I admit that my vocabulary is fearfully and wonderfully put together. That's because I've got in my veins the blood of about every race there is. Wait a minute—there's no African, that I know of.
THE STROLLER.

Canned Goods Packers Now Out Against Freight Advances.

National Canners' Association Sends Letter of Protest Against Increase in Canned Goods Freight Minimum.

The National Canners' Association is now out against the proposed increase in freight rates, which has been discussed in recent issues of the "Grocery World and General Merchant." The particular phase of the advance which the packers oppose is the raising of the minimum canned goods from 30,000 pounds to the car to 36,000 pounds. The committee of packers representing the National Association has sent the following letter to all the railroad men having jurisdiction over the territory in which the advance is to be made:—

Sturgeon Bay, Wis., July 7, 1908.

Dear Sir:—Representing practically all the canners of the United States, we ask your support in defeating the above.

We recognize and appreciate the desire of all carriers to increase car

loading and car earnings and whenever possible we load as high as 40,000 pounds, and even have been known to load 60,000 pounds, but not often.

We realize the proposed increase is based on the fact that the official classification minimum is now 36,000 pounds and the Western Classification Committee sees no reason why the same minimum should not be used in the western territory.

Unfortunately for the canners, trade conditions are not the same in the West as in the East. Many of the Western jobbers are unable to buy large carloads of each line of canned goods. If all of a jobber's canned goods came from one factory, the minimum would cut no figure, but, for example, he buys his peas in Wisconsin, his corn in Illinois, and his tomatoes in Indiana, each factory packing but the one line of goods.

Again, in the East it is usually possible to sell several jobbers in each town and if by virtue of crop shortage orders cannot be filled in full, it is possible to put two or three orders together to make a carload and consign to the local representative of the canners. In the West, there are many towns where it is possible to sell only one jobber, and therefore short crops mean paying freight on wind. If canned goods were like merchandise, coal, iron or other commodities, an increase would result in securing large orders from each customer and the manufacturer would be glad of the change. But it must be kept in mind that the pack of canned goods depends upon crops grown under contract, and a shortage in raw material caused by unfavorable growing conditions, cannot be filled from other sources.

Sales contracts are made with a guarantee of pro rata delivery dependent upon the yield. To illustrate, take an order for 800 cases of peas (weight 34,000 pounds), which is a good-sized order for the average jobber. In the event of crop shortage we cannot cancel part of our orders and fill the remainder in full, but each customer must share alike. An 80 per cent. delivery would mean that we would have to ship in this car 640 cases (weight 27,500 pounds), and with no way to fill out the balance of the minimum weight.

In the past, under the 30,000 pound

minimum we have been forced many times to pay freight on 2 to 5,000 pounds per car in excess of the weight of the goods we had to ship and to arbitrarily increase to minimum 6,000 pounds will hamper the growth of this increasingly important industry.

I trust you will see your way clear to oppose the suggested increase and not permit another trouble to be added to the canner's already full measure of tribulations.

Respectfully yours,
R. W. CRARY,
Chairman.

New potatoes keep up in price ranging from 50 to 60 cents per basket. All the present receipts are from nearby.

A Letter from a Subscriber.

One of our subscribers, who is spending six weeks in Germany, has written us a very interesting letter. It occurs to us that possibly our readers might be interested in the following paragraph from our friend's letter:—

"I always have been partial to good American cooking, but the real German cooking is surely a revelation to me, and also to my wife. Everything you eat—soups, sauces, gravies or meats—always seem to taste better and have a different flavor than ours. After a little quiet investigation I soon found the difference was caused by the use of extract of beef. Why, in many cases I even found a jar right on the table. If our people at home would learn the uses of extract of beef as have the people of Europe, it would mean a great saving, because the cheaper cuts of meat would be used much more, and yet the cooking would have flavor far exceeding the result now attained by the ordinary American housewife. It surprised me to see an American extract of beef so popular abroad. From the sales of Armour's Extract of Beef and customers' remarks I have always considered Armour's Extract of Beef the standard in America. Over here I find it occupies the same high place."

Coming from an American grocer this is interesting. We would all be glad to see the American people appreciate and use extract of beef, for it's a product that a woman uses once she will always use and there's a good profit to be made selling the best brand.

IN OUR LITTLE GROCERY STORE IN THESE DULL TIMES

we are retailing between 250 and 300 pounds of Sliced Dried Beef each week. We get

36 Cents a Pound

for all this Sliced Beef. If we had trade for three times this quantity our one

Johnson's Eversharp Slicing Machine

could easily slice it all in full-size sandwich slices, broad as your bread, thin as paper, smooth and glossy, soft, moist and delicious. We have practically no waste, every little scrap of edible meat sliced up in thin, saleable slices.

We place the dried beef business on a higher plane than it ever before occupied, no longer an obscure, neglected, unprofitable vexation. It has become the best-liked, most talked of, easiest managed, fastest selling and most profitable article kept in the store.

HERE IS PRESTIGE AND PROFIT

worth talking about, and there is no good reason why you should not do as well as we, or even better yet, if you install a JOHNSON'S (Patented) EVERSHARP SLICING MACHINE in your store and give this Sliced Dried Beef business the attention its profitable importance deserves.

WHAT RECKLESS FOLLY TO BELITTLE

and set at naught your years of business experience by pushing and praising some short-weight brand of package sliced dried beef that your less experienced and less competent business rival can buy and sell as cheaply as you can. Buy the best dried beef to be had and slice it yourself on

JOHNSON'S EVERSHARP SLICER

and you will see your trade grow in volume and profit, your name and store become a household word, for there is no other machine, no matter how extravagantly it is advertised, that can slice dried beef that can be sold in competition with the mouth-watering product of the EVERSHARP.

Address the Patentee and Manufacturer—

A. W. JOHNSON, New Brunswick, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Two Canning Display Ideas.

No. 1.

Divide the bottom of your window into halves.

In the centre of the first half lay an oblong piece of crepe paper 8 inches wide and about 14 inches long. On the end nearest the side of the window set an empty No. 3 can of peaches which was previously emptied into a quart jar. The top should be cut open and swung back so that any one may see that the can is empty. The peaches in the jar should be covered with the syrup, adding enough water to fill the jar. The jar should then be set alongside of the can on the other end of the crepe paper.

In the centre of the other side set one quart jar with the lid off. Set the lid and a rubber on one side and a quart box of fresh peaches on the other.

In the centre of the window tack to the floor the following sign:—

COMPARE THEM!

COST, QUALITY AND LABOR.

CANNED PEACHES.	CANNED PEACHES.
Our Own Brand.	Your Brand.
— c. Per Can.	Jar — c.
\$— Per Dozen.	Peaches, qt. — c.
\$— Per Case.	Fuel — c.
	Labor — c.
	Other necessities. — c.
	Total, each, — c.
	Per doz. \$—
	Per 2 doz. case. \$—
	Brand, per 2 dozen case \$—
	Brand, per 2 dozen case —
	Brand, per 2 dozen case —

COMPARE THEM!

No. 2.

Build a shelf against the background of your window running the full length of the window and about eight or nine inches in width. It should be about a foot above the floor of the window and be capable of holding 150 pounds. It would be best to brace it only at the ends.

Take the lids off of a number of cases of pint and quart jars. Place across the window, leaning against the shelf in such a manner that each size occupies half the length of the window. This should leave a space in front at least a foot in width. The space in front of these cases should be covered with some shade of green or white crepe paper. In this space place a number of piles of jar tops, jar rubbers, patent jar

tops, paraffine, and jar openers, leaving a space in the centre for a large preserving pot and a preserving dipper and spoon in this pot.

Place a number of jars, bottles and tumblers of preserves and jelly in the centre of the shelf in such a manner as to occupy half the shelf. On each side place a can each of all different kinds of canned fruits and berries; one of each size if you have the room. If not, take the best seller of each kind.

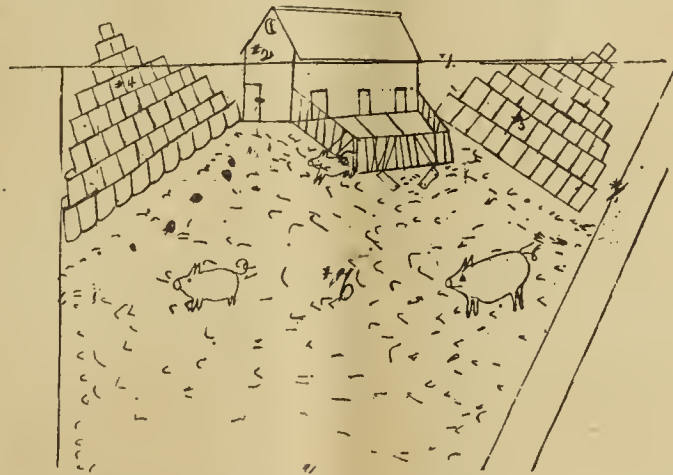
Extending all the way across the background of the window, the bottom about 10 inches from the shelf, was an enormous sign:—

WHICH IS THE BEST AND MOST PROFITABLE WAY—

THE OLD OR THE NEW?

THE OLD WAY.	THE NEW WAY.
You Can Yourself.	Already Canned.
Jars Each Doz. Per	Strawberries \$.18 \$1.90
Paraffine, lb. .12 \$.65	Blackberries .15 1.65
Fruit or Berries, qt. .15	Huckleberries .20 2.10
Fuel, hour. .15	Plums ..... .12 1.35
Labor cooking, filling jars, hulling berries or paring fruit. .10c. to \$10.00.	Peaches ..... .25 2.85
Sealing ..... .004 .048	Apricots ..... .15 1.65
Loss from breakage. .10	Pineapples. .15 1.60
Imperfect tops or rubbers ... .05	Pears ..... .18 2.00
Spoiled fruit .25	Jellies ..... .10 1.10
Total, 12 qts., \$2.00 to \$6.00.	Jellies, tumblers ..... .12 1.35
	Jellies, tumblers ..... .15 1.65
	Preserves, tumblers .. .15 1.70
	jars ..... .20 2.10
	jars ..... .25 2.80
	bottles ..... .12 1.35
	Orange marmalade ..... .12 1.30
	imported. .20 2.25
	Total, any of the above prices, minus the labor and expense of doing your own preserving.

ISN'T IT WORTH THE DIFFERENCE? THINK IT OVER.



But a number of windows cannot accommodate such a sign. For such I would attach a price tag to each article and, in the case of jars and preserved and canned goods, the price per dozen. Suspend the following sign above the shelf:—

THINK IT OVER!

The cost of preserving this year exceeds the cost of fruits and berries already put up.

Is it worth the difference to do it yourself?

THINK IT OVER!

Owing to the high price of jars this year, it is really more economical for the housekeeper to buy fruit or preserves already packed. Push fruits and preserves by the dozen, by the case, and singly, and you will be surprised at the amount of your sales. The greater majority of the public would rather buy your goods than preserve or can their own, especially if they can save money by doing so.

Many people are still afraid of being poisoned through canned fruit. Impress it upon them that this only happens when fruit is left in the can after opening.

HARRY L. LOOP, JR.

Northeast corner Dauphin and Gratz streets, Phila., Pa.

Pork and Beans Display.

This display can be used in any size window and is a very good one at this time of the year.

No. 1 shows the diagrams of the window space.

No. 2 shows a pig sty, doors and pen, of which the pigs escaped into the beans. Boards from pen broke and scattered on the floor over beans.

No. 3 pigs, which can be secured at any 5 and 10-cent store, or even at department stores. Pigs are about 3 inches high.

Nos. 4 and 5 show pyramid of baked beans, diagonal in window, with price cards.

No. 6 represents marrow beans nicely covering the floor from one end to the other, and pigs

placed here and there in them.

The pig sty may be from 2 to 3 feet high; can be bought at a toy store or may be constructed from boards or heavy paper and water color used in bringing out the effect. And the pen, not over 6 inches high,

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

SHOW THESE ONCE!

Anker's
Bouillon
Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 10 in a box; ready for instant use with hot water.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK

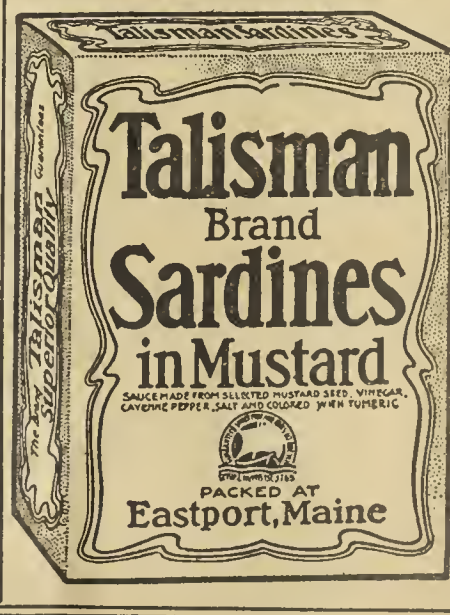
One Taste Convinces

If you have a customer who thinks domestic sardines can't be good, sell him a can of *Talisman Mustard Sardines*.

The youngest, tenderest sardines, fried to a turn, then fastidiously packed in a rich mustard dressing. The fish and the can are a little larger than *Talisman Oil Sardines*.

Talisman Mustard Sardines are worthy to grace the finest table in the land.

Swift & Company





Try This
for
a Week

Has it ever occurred to you that you can make **81 per cent.** on **OHIO BLUE TIP SAFETY MATCHES?**

Can you do that on any other match?

Just try for one week and see how many people you can sell these matches to. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street

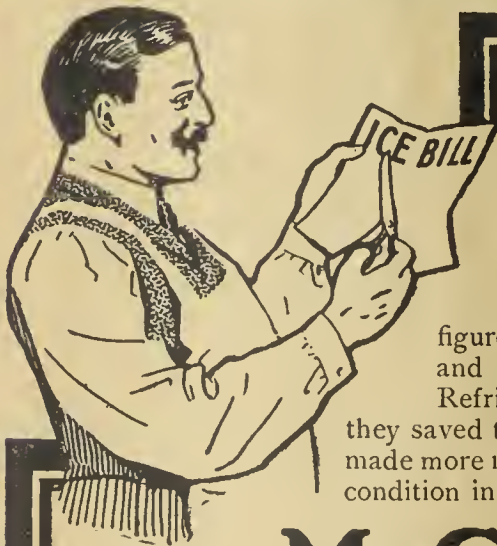
NORWEGIAN SARDINES

THE BEST OF ALL

¶ You can truthfully tell your customers that no sardines in the world compare with a fancy Norway, like our **VITA** brand. These are small, young, silver-skinned, sweet and tender fish, smoked and packed as only the native Norwegian can do it.

¶ Possibly it's the icy waters of the North that gives that rich, delicate and appetizing flavor. **VITA SARDINES** are hand packed in pure olive oil and we defy any French packer to produce anything as good.

F. H. PHILLIPS & CO., 444-446 Greenwich Street, NEW YORK



Cut Down Your Ice Bill

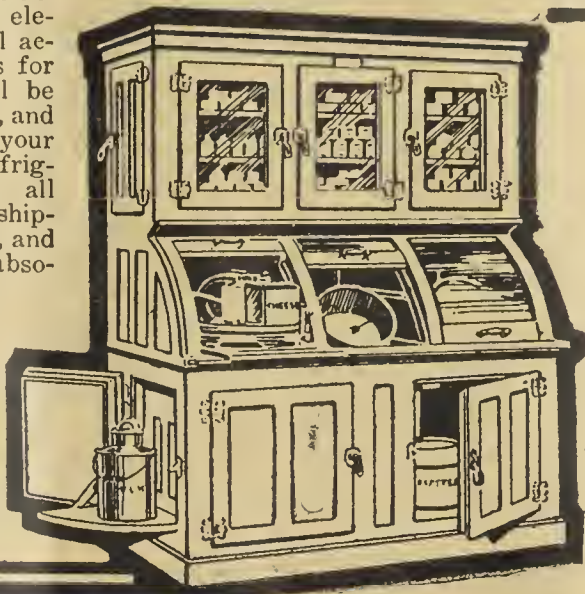
When you buy a McCray Refrigerator you use less ice—and it actually pays for itself. Many grocers have figured it up in dollars and cents, and have found that their McCray Refrigerators cost them nothing—they saved the money on the ice bill and made more money on account of the perfect condition in which their goods were kept.

McCray Grocer's Refrigerators

have the best system of circulation. They keep everything sweet, free from taint, and absolutely dry. A McCray Refrigerator in your store will attract attention because of its elegant finish, and it will actually sell more goods for you because they will be kept in better condition, and be more tempting to your customers. McCray Refrigerators are made in all sizes for immediate shipment, or built to order, and every refrigerator is absolutely guaranteed.

Write your name and address on a postal—ask for catalog No. 65 for grocers, or No. 58 for meat markets. Don't delay a minute. Do this now before you forget. Every moment's delay means the loss of real money and trade to you.

McCray Refrigerator Co.
714 Mill Street,
Kendallville, Indiana.



can be bought or constructed from thin boards which are found in any quantity at grocery stores.

CHAS. M. BORNEMAN.
905 N 5th street, Allentown, Pa.

Georgia watermelons range from 20 to 25 cents. The demand is good.

LEGAL DEPARTMENT.

Question: A. C. Robinson, Penn Yan, N. Y.—We have a party who works every day, Sundays included, and earns a salary of \$55 per month. He works twelve hours a day. Can this party be garnished?

Answer.—You can get after this debtor in supplementary proceedings, which are a form of examination into his private financial affairs. You cannot attach, however, any salary earned by him for personal services within sixty days next preceding the supplementary proceedings.

Back Up Your Trade Papers.

H. P. D. Kingsbury, of Redlands, Cal., is running a series of talks in the trade papers that should appeal strongly to every grocer and general storekeeper in the country. He calls attention to a condition that you should readily see and recognize as a vital principle to the life of your paper—the paper that is published in your interest and fights your fights. Read it.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

SELLING TOILET SOAP.

Why is it that our 15-cent box of three cakes wrapped toilet soap doesn't move? Gentlemen, the fault is yours. The people need the soap. Is that all? No. They have to be told that a pure, clean, agreeably scented soap is indispensable to a bath room in summer. Common soaps for heated skins are not to be trusted. Our line is made for the private bath—15 cents for a box of three cakes! Made to last. Made to give a lather and a peculiar skin-cleansing effect that other soaps lack.

SUMMER FOODS.

Monday we'll give the whole store a summer food effect—cereals, dessert goods, canned meats of all kinds, summer drinks, oils, salad dressings, etc.

Get the spirit of this move. Show people that we are equal to all occasions. Walk your customer around this display. It's simply another case of "she needs the goods." She may bake better beans than the kind we bake and she may not. That isn't the point. Impress her with the fact that little or no baking is necessary, and it isn't.

SELL POTATOES.

Seventy-five bushels of potatoes will arrive Monday morning to go on sale in peach baskets at 55 cents per basket. We won't put a single basket out of sight. We'll have them everywhere, outdoors, in the windows, on the floor, and even on the counter. They're rose stock, full size, clean as a whistle, and will sell at sight. "U C Top U C All." That's how the baskets will be filled, so go ahead.

STICK TO FACTS.

Many a time we are tempted to exaggerate. Many a time an occasion will arise when it seems we must draw a little on the truth. But that won't do. Stick to facts. No new canned peas or beans are in the market just yet, at least not to any extent.

Renovated butter, however good, mustn't be sold for creamery. Twenty-five cent coffee isn't Java, nor 30-cent coffee isn't Mocha. Stick to facts. But turn the question, so that your very honesty will win the sale. It isn't misrepresentation of goods that does the trick, it's proving to the women that this very thing is the thing she needs.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Mr. C. B. Knox's Death.

Johnstown, N. Y., July 3, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—It is with profound sorrow that I announce the death of my father, Mr. Charles B. Knox, which occurred on Wednesday, June 17, 1908. The business of "Knox's Gelatine," owned and directed by Mr. Knox, will be continued by the estate of Charles B. Knox under my management. In the conduct of its affairs I shall adhere to the same policies maintained under his long proprietorship.

Yours truly,
CHARLES KNOX, JR.

Ground Figs for Coffee.

Brooklyn, N. Y., July 12, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Kindly let me know in your next issue where I can buy ground figs to use with compound coffee. The recipe which I received from Oregon says to use coffee chicory, ground figs and cocoa dust. Mostly used for restaurant trade.

Yours truly,
AUG. W. FINCK.

The "Grocery World and General Merchant" has had Messrs. Kirk, Foster & Co., 203 North Water street, Philadelphia, write Mr. Finck in regard to ground figs for use in coffee.

Attention, Show Case Makers.

Pottsville, Pa., July 13, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Will you please have some good show case firm to send me their catalogue and discounts. I want to buy a bread case.

Yours truly,
W. H. SHUMAN, JR.

The Whitney Collection Agency.

Pittston, Pa., July 10, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—In the "Grocery World and General Merchant" of June 22d there's an article entitled "The Slickest Collection Scheme Yet." I should like to know if that's the same Whitney who is president of the Whitney Law Cor-

poration, New Bedford, Mass. I got a pamphlet from them the other day entitled "Dollars for You on Other Men's Books." They offer lots of information if I would send them \$30, in three installments, \$10 for three months, etc. But if they are the same gang as you exposed in the "Grocery World and General Merchant" I won't have nothing to do with them. Kindly let me know if they are the same firm.

Yours truly,
D. M. EVANS.

The "Grocery World and General Merchant" believes that Henry L. Whitney & Co., the collection concern exposed in a recent issue, is not the same as the Whitney Law Corporation of New Bedford, Mass. Nevertheless, we advise that the latter concern be let just as severely alone as the former.

To Sell Huckleberries.

Granville, Pa., July 9, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Can you give us the address of any firms that would buy huckleberries, and can you tell us what price they would bring per quart? Thanking you in advance for an early reply, we remain,

Yours truly,
D. K. DIMM & BRO.

Write R. Daetwyler & Co., 401 Newmarket street, Philadelphia.

Oleo Output for June.

The output of oleomargarine in the Chicago district for the month of June was 147,796 pounds of colored and 2,826,752 pounds of uncolored, or a total of 2,974,548 pounds, against 256,177 pounds of colored and 2,444,440 pounds of uncolored, or a total of 2,700,617 pounds for the same month a year ago, and 178,948 pounds of colored and 2,819,632 pounds of uncolored, or a total of 2,998,580 pounds for the previous month of May. There were six licenses to sell colored and twelve to sell uncolored taken out during the month, against eight to sell uncolored and ten to sell colored for the same month a year ago. The tax was paid on 1,269,400 pounds of renovated butter, against 1,554,096 pounds a year ago and 1,269,400 pounds the previous month of May.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents



Make Us Prove It



We have made some rather large claims as to our ability to save you money on goods you buy and sell every day.

Why not make us prove it?

Our July catalogue prints net prices on goods you buy and sell every day.

Why not take that book and a stack of your recent invoices and get right down to roots of things?

We invite the test.

The catalogue (No. D 672) will be sent to any merchant on request.



Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

SAMPLE HOUSES—BALTIMORE, DALLAS,
OMAHA, SAN FRANCISCO





Southern Wholesale Grocers' Association.

The Southern Wholesale Grocers' Association held its seventeenth annual convention at Asheville, N. C., last Wednesday. The association, after much discussion, decided to go on record as favoring the following things:—

That associations of wholesale grocers in States and cities be encouraged, provided said associations be in full sympathy with the Southern Wholesale Grocers' Association, and that the individual members of such associations be urged to become active members of this association.

That members discourage the carrying of stocks by brokers and that wholesalers have all goods invoiced directly to them and that the broker be convinced that he should be satisfied with his brokerage.

That wholesale grocers be discouraged from competing either by direct manufacture or pack of private brands against manufacturers who are pushing their own brands and show a desire to work through wholesale grocers.

That the association strongly discountenance manufacturers selling retailers or semi-jobbers.

That on adjournment each wholesaler write every manufacturer offering bonuses to salesmen, requesting him to cease, under pain of individual displeasure, and that wholesalers cease purchase of goods from those who then persist in offering bonuses to salesmen.

That the incoming administration be instructed to continue the mailing lists, showing the name of every manufacturer who is willing to individually adopt the four cardinal principles set forth in the "soap mailing list."

That such mailing lists be forwarded at frequent intervals to every wholesale grocer in the association

territory and, where desirable, to wholesalers in other parts of the country.

That Arbuckle Bros. be requested to continue their present plan of distributing their extra and gratuitous rebates and to take under advisement the question of confining the benefits of the plan, on and after October 1, 1908, to such buyers as can show they are doing a strictly wholesale grocery business.

That on and after October 1st no soap mailing list be sent by the head office which shows names of any soap and washing powder manufacturers other than those which have adopted the four cardinal principles as their individual policy of distribution in association territory.

That the new administration after October 1st prepare a mailing list in regard to cooking fats and show manufacturers the advisability of having their names entered on this list on the basis of the four principles.

Toledo, Ohio.

The Toledo (Ohio) Retail Grocers' Association has adopted a plan of keeping track of removals of families in which the members of the organization may be interested through uncollected bills. There, as in every large city, it has often been hard to keep a close "tab" on what are termed "floaters" in the retail business, a name applied to those who often find it cheaper to move than pay rent and grocery bills.

In the smaller towns it is comparatively easy to know of the goings and comings of the householders, but in large cities it is often the ease that people move between two days and it is long before the creditors know either of the move or where the delinquents moved to.

The Toledo plan to keep track of such moves is in the shape of a municipal ordinance which provides that every drayman or person who

is engaged in the moving of persons from one house to another shall make a regular report of the moving to the proper authorities, the report being made a matter of public record.

The association is fostering the plan and has arranged to have the following ordinance introduced at an early day, with each of the members pledged to work hard for its passage:—

An ordinance concerning the removal of the habitation of families and other persons in the city of Toledo, and providing penalties for the violation of said ordinance.

Section 1. Be it ordained by the Mayor and Common Council of the city of Toledo, that hereafter all draymen and other persons who remove or assist in removing any family or person into any building or room in said city, or from any building or any room in said city, shall immediately after such removal report such removal to the superintendent of police of said city, giving the name of the person or family so removed, from where and to where removed, giving the street and number of the building from which and to which such removal takes place, and the date of such removal, which report shall be made upon cards provided for that purpose by the superintendent of police, and signed by the drayman or other persons engaged in such removal.

Sec. 2. Any person failing or refusing to comply with the provisions of this ordinance, upon conviction thereof, shall be fined in any sum not less than \$1, nor more than \$5, with costs of prosecution.

New York.

At the last meeting of the New York Retail Grocers' Union the secretary reported having written to the American Cereal Co. on the matter of printing the price on the package, also advertising their products in the various magazines with the price stated and that the

New York Retail Grocers' Union was opposed to this method of advertising. A representative of the company had called in reply to the letter, and stated that their reason for publishing the prices of Quaker oats was that they found nine-tenths of the grocers were still selling at 10 cents, although the goods cost almost that. They had, therefore, reduced the price so as to give the grocer a chance to make a profit at the 10-cent rate.

AMONG THE TRADE.

A number of the creditors of the Murgatroyd Grocery Co. are not satisfied with the scheme to liquidate the concern without going through bankruptcy. Three of them, A. White & Son, W. S. Woodward & Co., and Charles T. Fox, have joined in a petition to have the concern declared an involuntary bankrupt. The claims of the above creditors are respectively \$302.64, \$612.68 and \$180.

The Story of "Skipper" Sardines.

Not long ago "Skipper" Sardines were introduced to the American market. To-day they are the best known and most used brand in the country. This was brought about by the methods employed by C. E. Winters, the American manager, in advertising and in seeing that each distributor receives a fair share of profit. The company is able, owing to the high quality of the fish—there being no better packed, to guarantee quality, sale and profit; the result is that the dealer has taken hold with a vim and the consuming public, getting full value for their money, are coming back for more. A combination of this sort cannot be beaten, and if you are not acquainted with "Skipper" Sardines, it will pay you to get an introduction.



CALIFORNIA CANNED FRUITS

PACKING OF 1908



We have closed contract for a car of Extra Standard Quality California Canned Fruits. We made the price and the quality is guaranteed equal, if not better, than any so-called "extra standards." We will book orders to be charged and shipped on arrival from the coast, handsome embossed red label, "Tioga Brand," extra quality fruit, in heavy syrup.

California Lemon Cling Peaches, No. 2½ Size per doz., \$1.90
California Yellow Crawford Peaches, No. 2½ Size per doz., 1.75
California White Cherries, No. 2½ Size per doz., 2.30
California Bartlett Pears, No. 2½ Size per doz., 1.90

California Apricots, No. 2½ Size per doz., \$1.55
California Green Gage Plums, No. 2½ Size per doz., 1.50
California Egg Plums, No. 2½ Size per doz., 1.50

Prices are low, send us your order now.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. July 20, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.75 per bunch
Selected, 9 hands, packed 2 in crate.....	1.60 per bunch
Selected, 8 hands, packed 1 in crate.....	1.35 per bunch
Selected, 8 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 3 in crate.....	1.20 per bunch
Selected, 7 hands, packed 1 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.90 per bunch
Selected, 7 hands, packed 3 in crate.....	.85 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.35 per bunch
Selected, 8 hands.....	1.00 per bunch
Selected, 7 hands .....	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller.....	\$3.00 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s.....	\$3.00
Fancy Red Spanish, 30s.....	2.50
Fancy Red Spanish, 36s.....	2.50
Fancy Red Spanish, 42s.....	2.00
Fancy Red Spanish, 48s.....	1.90

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$3.75
Extra Fancy Messina, 360 size, per box.....	3.50
Choice Messina, 300 size, per box.....	3.50
Choice Messina, 360 size, per box.....	3.25
Extra Fancy Large, 150 size, per per half box.....	1.75

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.00
Fancy quality, 126 to box	3.75
Fancy quality, 150-176 to box	4.50
Fancy quality, 200-216 to box	4.50
Fancy quality, 250-288 to box.....	4.00
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.50
Extra choice, 150-176 to box	4.00
Extra choice, 200-216 to box	4.00
Extra choice, 250 to box.....	3.00

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-112 to a box.....	\$2.50
Fancy quality, 126 to a box.....	3.00
Fancy quality, 150-176 to a box.....	3.50
Fancy quality, 200-216 to a box.....	3.50
Fancy quality, 250 to a box.....	3.00

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box.....	\$2.30
Fancy Quality, 126 to box.....	2.50
Fancy Quality, 150-176-200 to box.....	3.00
Fancy Quality, 216-250 to box.....	3.00
Fancy Quality, 288-360 to box.....	2.50

CALIFORNIA PLUMS.

Tragedy, Large Blue, 4 baskets to crate.....	\$1.25
Burbank, Red, 4 baskets to crate.....	1.25
Clymax, 4 baskets to crate.....	1.50
Peach Plums, Fancy, 4 baskets to crate.....	1.50

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN::: ECONOMICAL::: SANITARY
Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, \$4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributors for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

Corrected Weekly by **ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.**

any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

[illegible]

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1-

-2-

-3-

-4-

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels.....	.42@.45
Choice, barrels.....	.40
Good, barrels.....	.26@.30
Fancy, quart jars.....	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle.....	.41@.43
Prime.....	.37
Good.....	.35
Ordinary.....	.22
Blended, fancy.....	.36
Blended, choice.....	.33
Blended, good.....	.30
2-lb tins, 8 dozen.....	per case, 2.90
Quarts, 2 dozen.....	per case, 2.90
Sugar Syrup—	
Pure, extra fancy.....	.35@.38
Pure, choice.....	.24
Blended, fancy.....	.32
Choice.....	.29
Vanilla Drips.....	.29@.30
Tins, 2-lb., 2 dozen.....	per case, 1.95
Tins, 2½-lb., 2 dozen.....	per case, 2.80
Tins, 3-lb., 2 dozen.....	per case, 2.50
Tins, 5-lb., 1 dozen.....	per case, 2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95.....	32.00
Georges.....	count 110@115..... 25.00
Shore 2s.....	count 225@250..... 30.00
Medium Irish 2s, thin, count 300@400.....	18.00
Norway, count 400@450.....	22.00
Norway, count 800@850.....	26.00
Norway, count 240@270.....	
Norway, count 170@185.....	
Norway, count 125@140.....	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes.....	.10½
Fancy bricks, 40-lb. boxes.....	.09
Fancy middles, 40-lb. boxes.....	.12
Choice strips, 40-lb. boxes.....	.08½
Choice middles, 40-lb. boxes.....	.08½
Hake, bricks, 40-lb. boxes.....	.06
Fancy, whole, quintals.....	.08
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy chunks, Iceland, 20 lbs.....	
Bloaters, Cromarty, 100s.....	

TEAS.

Gunpowder—	Per lb.
Common to fair.....	.15@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.28@.35
Choicest.....	.45@.65
Imperial—	
Common to fair.....	.22@.25
Superior to fine.....	.30@.35
Extra fine to finest.....	.40@.45
Choicest.....	.50@.55
Young Hyson—	
Common to fair.....	.16@.18
Superior to fine.....	.22@.30
Extra fine to finest.....	.35@.40
Choicest.....	.45@.60
Hyson—	
Common to fair.....	.14
Superior to fine.....	.18
Extra fine to finest.....	.25
Japan—	
Common to fair.....	.28@.25
Superior to fine.....	.32@.38
Choicest.....	.40@.45
Basket-fired—Common to fair.....	.22@.25
Basket-fired—Superior to fine.....	.28@.30
Basket-fired—Extra fine to finest.....	.32@.38
Basket-fired—Choicest.....	.40@.45
Dust.....	.12½
Oolong—	
Common to fair.....	.17
Superior to fine.....	.17@.22
Extra fine to finest.....	.25@.35
Choicest.....	.40@.65
Onchong—	
Common to fair.....	.17@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.30@.35
Choicest.....	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown...	.86
Old Government—Best.....	.29
Old Government—Choice.....	.27
Old Government—Prime.....	.25
Old Government—Good.....	.23
Mocha—	
Genuine Arabian.....	.28
Maracaibo—	
Cucuta—Best.....	.16½
Cucuta—Choice.....	.16
Cucuta—Prime.....	.15
Cucuta—Good.....	.14
Laguayra—	
Caracas—Finest.....	.20
Caracas—Choice.....	.17

Peaberry—	
Santos—Fancy.....	.17½
Santos—Choice.....	.17
Santos—Fine.....	.16
Rio—Fancy.....	.17
Rio—Choice.....	.16½
Rio—Fine.....	.16
Santos—	
Best.....	.16
Choice.....	.15
Prime.....	.14½
Good.....	.13½
Fair.....	.12½
Rio—	
No. 1—Golden.....	.15½
No. 2.....	.15
No. 3.....	.14½
No. 4.....	.14
No. 5.....	.13½
No. 6.....	.18
No. 7.....	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice.....	.07
Cassia buds.....	.85
Cinnamon, Mats.....	.10
Cinnamon, Twaio.....	.20
Cinnamon, Ceylon.....	.23@.27
Cinnamon, Batavia.....	.25@.30
Cinnamon, Saigon.....	.75
Cloves, Zanzibar.....	.17@.20
Cloves, Amboyna.....	.25
Cloves, Penang.....	.85@.88
Ginger, African.....	.08
Ginger, Jamaica, bleached.....	.21@.22
Ginger, Jamaica, unbleached.....	.20@.21
Ginger, Calcutta.....	.08
Nutmegs, 75-80s.....	.22@.25
Nutmegs, 105-110s.....	.18@.20
Nutmegs, 180-140s.....	
Black Pepper, Singapore.....	.10½@.12
Black Pepper, Shot.....	.14
White Pepper, Singapore.....	.15@.17
White Pepper, fancy.....	.25@.30
Red Peppers.....	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice.....	.15½
Cinnamon, extra.....	.26½
Cinnamon, Saigon.....	.73½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.89½
Black Pepper.....	.18
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, Straight Penang.....	.87½
Mustard.....	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
Cinnamon, Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
Ginger, Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.06
Nutmegs.....	1.50
Paprika.....	1.45
Pepper, black.....	.96
Pepper, cayenne.....	.98
Pepper, white.....	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.....	5.75
Medium green 2½s, Calif.....	5.25
Tips, green, 1s.....	4.10
Tips, white, California, 1s.....	4.40
Beans, Baked—	
Standard, plain 1s.....	.65
Standard, plain or sauce, 2s.....	.75@.80
Standard, plain or sauce, 8s.....	1.00@1.05
Fancy, plain or sauce, 2s.....	1.15@1.25
Fancy, plain or sauce, 8s.....	1.55@1.65
Beans, Lima—	
Fancy 1s.....	1.50
Extra standard 2s.....	1.15@1.25
Standard.....	1.10@1.15
Soaked.....	.75@.85
Beans, Stringless—	
Fancy 2s.....	2.00@2.10
Fancy 1s.....	1.10@1.20
Extra 2s.....	1.40@1.75
Extra standard 2s.....	1.10@1.15
Standard 2s.....	.90
Standard, not stringless, 2s.....	.80
Beans—	
Yellow Wax 2s, fancy.....	1.20@1.25
Yellow Wax, standard ont.....	1.00@1.10
Red Kidney 2s.....	.85@1.00
Corn—	
Fancy Maine 2s.....	1.20@1.25
Fancy New York 2s.....	1.00@1.10
Standard New York 2s.....	.90@1.00
Maryland 2s, Maine Style.....	.75@.80
Other standard grades 2s.....	
Peas—	
Smallest Sifted 2s.....	2.10
Extra Sifted 2s.....	1.60@1.75
Sifted 2s.....	1.15@1.35

Telephone 2s.....	1.25
Sweet Wrinkled 2s.....	1.40@1.60
Standard E. J. 2s.....	1.00@1.10
Soaked 2s.....	.75@.80
Succotash—	
Extra fancy Maine 2s.....	1.40
Fancy Maine 2s.....	1.10@1.25
Extra standard 2s.....	.95@1.00
Pumpkin—	
Fancy, 8s.....	1.10@1.20
Fancy, gallons.....	
Squash—	
Fancy 8s.....	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey.....	1.60
5½-in. cans, ex. stand. N. Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95@1.00
2-lb. cans.....	.75@.80
Gallons, standard New Jersey.....	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jar.....	2.90
Beets—	
Fancy Strawberry 8s.....	1.40@1.60
Out 8s.....	1.10@1.15
Sweet Potatoes 8s.....	1.15
Sauer Kraut 8s.....	.95@1.10
Spinach—	
Standard Maryland 8s.....	1.25@1.40
Fancy New Jersey 8s.....	1.40@1.65
Gallons.....	4.75@5.00

FRUITS.
CALIFORNIA.

Apricots—	Per doz.
Fancy 8s.....	3.80
Extra 2½s.....	3.20
Extra standard 2½s.....	2.65
Standard 2½s.....	
Gallons.....	8.25@8.65
Cherries—	
Extra White 8s.....	4.40
Extra White 2½s.....	3.75
Extra standard White 2½s.....	3.50
Standard White 2½s.....	
Extra standard gallons.....	9.75
Barlett Pears—	
Extra 8s.....	3.80
Extra 2½s.....	3.10
Extra standard 2½s.....	2.75
Standard 2½s.....	2.40
Plums, Egg or Gage—	
Fancy 8s.....	8.00
Extra standard 2½s.....	
Standard 2½s.....	
Gallons.....	
Peaches, L. O.—	
Extra 8s.....	3.80
Extra 2½s.....	3.25
Peaches, Crawford—	
Fancy 8s.....	3.25
Extra standard 2½s.....	

EASTERN.

Pears—	
Fancy New York 2s.....	1.75
Fancy New York State 2½s.....	2.90
Standard 2s.....	1.50
Pineapples—	
Sliced or grated 2s.....	2.25@2.40
Sliced or grated 1s.....	1.10@1.20
Pie, grated, gallons.....	4.00
Singapore 1½s.....	1.15@1.25
Plums, egg, 8s.....	
Plums, gage, 8s.....	
Apples—	
Gallons.....	3.50
Strawberries—	
2s, fancy.....	3.00
2s, extra.....	
Raspberries—	
Red, fancy, 2s.....	2.75
Standard 2s.....	

FISH.

Lobster—

CORRECTED WEEKLY.

ADVANCES.

Column.

DECLINES.

Column

ADDITIONS.

21

Standard Weights per Bushel.

60	lbs
60	"
60	"
58	"
56	"
50	"
48	"
46	"
48	"
55	"
48	"

COL

— I —

SUGAR.

5.6033

.20

TEA.

Per lb.

—2—

22

PACKAGE TEAS.

er lb.

50

—3—

Per dos

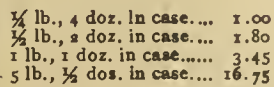
AMMONIA.

per doz.

AXLE GREASE.

.80

BAKING POWDER. Per Doz

161 D0111

- 4 -

BLACKING—Shoe. Per Gross.

Per Gross
07. 75

SHOE DRESSING. Per Doz.

FOR 1944

—8—	
Jelly Tumblers—	
Barrels, 22 doz.....	per doz. .19
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ¼ gro., 20 rubbers, per gro.	2.75
Jar Rubbers—	
Lip, wide.....	per gross .85
Acme, wide, 1 doz. cartons.....	per lb. .45
“ medium, 2 doz. cartons.....	“ .40
Reliable, white rubber, wide.....	.26
“ “ medium.....	.26
Black, medium.....	per lb. .25
(25 lb. lots 1 cent per lb. less.)	
COOKING HERBS.	
Mayflower brand, Sweet Marjoram.....	per doz. .25
“ Sage.....	“ .25
“ Thyme.....	“ .25
“ Savory.....	“ .25
Special case assortment, 2	
doz. Sweet Marjoram, 1	
doz. Sage, ¼ doz. Thyme,	
¼ doz. Savory.....	
per case	
1.00	
Colburn's "A" brand, Sweet Marjoram,	
Thyme, Sage, Savory—	
¼-lb. cartons, 1 doz.....	per doz. .46
¼-lb. “ “	“ .75
¼-lb. “ “	“ 1.25
¼-lb. screw cap bottles, 2 doz.....	per doz. .96
¼-lb. square cans, 2 doz.....	“ .83
CANNED GOODS.	
Tomatoes—	Per Doz.
Mrs. Hancock's Frying.....	1.13
DuBois' Frying.....	1.10
Jersey King, No. 3, Standard Jersey .....	.96
Silver Lake, fancy, Jersey.....	.97½
Peerless, Ex. Fancy, No. 3 .....	.87
Plantation, No. 10, 1 doz.....	2.45
Silver Lake, No. 10, 1 doz	2.75
Golden Rule, No. 3, seconds .....	.77½
Alta, No. 2.....	.60
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake	1.00
Early Autumn.....	.95
Boyer's, No. 2	1.07½
Oxford, Maine packed.....	.87
String Beans—	
Extra Fancy.....	1.50

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

-9-

Boyer's, ss.	.60
Acorn, ss.	.85
Acorn, No. e.	.57½
Safe, No. e.	.50

White Wax Beans—

Champion	
Winsom, N. Y., No. 10, 1 doz.	3.60

Beans (Pork and Beans—

B. & M., No. 3, plain	1.35
B. & M., No. 3, tomato sauce	1.55
Campbell's, No. e, plain	.90
Campbell's, No. e, sauce	.90
Oxford, No. 3	1.05
Narragansett, No. 3, tomato sauce	1.37½
Van Camp's, No. 1, sauce, 4 doz.	.87½
Van Camp's, No. 2, sauce, e doz.	1.32½
Moore & Brady, No. 3, plain	.85
Moore & Brady, No. 3, sauce	.90
Moore & Brady, No. 1, picnic size, plain	.42½
Moore & Brady, No. 1, picnic size, sauce	.47½
Victory, No. 1, tomato sauce, 4 doz.	.45
Martin Wagner Co., No. 3, plain	.97½
Martin Wagner Co., No. 3, tomato sauce	1.05
Martin Wagner Co., Midnight Lunch, No. 1, 4 doz.	.50
Schimmel's, No. 1, sauce	.65
Schimmel's, No. e, sauce	.95
Schimmel's, No. 2, plain	.90
Bunker Hill, No. 3, plain	.77½
Bunker Hill, No. 3, tomato sauce	.80
Salder's Pork and Beans, in tomato sauce—	
3-lb. cans, e doz.	1.80
1-lb. cans, 3 doz.	1.40
1-lb. cans, 4 doz.	.90
1-gal. cans, ½ doz.	5.00
Suanyalde Pork and Beans, plain or in sauce—	
3-lb. cans, e doz.	.95
e-lb. cans, 3 doz.	.70
1-lb. cans, 4 doz.	.45
1-gal. cans, ½ doz.	3.00

ed Kidney Beans—

Joan of Arc, No. 2	.80½
Van Camp's, No. e, e doz.	.77½

Pars—

Paris, fancy Maine	1.15
American Beauty, extra fancy, Shoe Peg	.85
Cream of Susquehanna	.95
Baker's, G. W., whole grain	.82½
Shoe Peg, Susquehanna	.80
Shoe Peg, Osborn's	.65
Mark, crushed	.65
Rex, No. 2, Fancy Whole Grain	.65
Vanity, No. e, Whole Grain	.62½

-10-

Peas—

Trex Fins, 100 cans	13.75
French, very fine, 100 cans	13.25
French, fine, 100 cans	11.75
French, medium, 100 cans	10.25
Boyer's, Midgets	1.55
Boyer's, Extra Sifted	1.25
Boyer's, Sifted	1.10
Boyer's, Early June	.95
Jumbo June	.95
Little Nell's, Baltimore	.62½
Hermit Brand, No. 2	.52½

Beets—

Silver Lake, fancy, No. 3	1.00
Chataqua, No. 3	.95
Succotash—	
Quaker, extra fancy	1.05
Spinach—	
Champion, No. 3	1.00
Shawnee, No. 3	1.10
Farren's, No. 3	1.00
Farren's, No. 10	3.25
Sweet Potatoes—	
Victory, No. 3, e doz.	
Pumpkin—	
Silver Lake, No. 3	.85
Catawba brand, extra fancy, N. Y. State, No. 3	.95
Andrews & Co., No. 2	.42½
Silver Lake, No. 10 1 doz.	e.35

Asparagus—

Superior, large, No. 2½	3.50
Staple, medium, No. e½	3.00
Swan, medium, No. e½	3.25
Del Monte Tips, No. 1½	2.85
Extra Tips, No. 1½	2.75
El Dorado Tips, No. 1½	e.70
El Rio, medium, No. e½, e doz.	2.75

CALIFORNIA CANNED FRUIT.

Apricots—		Per doz.
Extra Quality		2.40
Extra standard		
Standard		
Pears—		
Bartlett, extra quality, e½s.	e.25	
Bartlett, extra standard, e½s.	2.20	
Bartlett, standard, e½s.	2.00	
Cherries—		
Extra quality, e½s.	2.50	
Extra standard, 2½s.	2.50	
Standard, 2½	2.25	
Peaches—		
Goddess, No. 2½, ex. stand'd lemon cling.	2.20	
Tioga, No. 2½, ex. standard lemon cling	2.15	
Valley, No. 2½, standard lemon cling	2.00	

-11-

Thistle, No. 2½, standard lemon cling	1.95
Agate, No. 2½, standard lemon cling	1.90
Lake View, No. e½, yellow free	1.80
Oak, Sliced, Lemon Cling, No. 1, 4 doz.	1.35
Columbus, No. 2½, pie peeled yellow free	1.47½
Columbus, No. e½, pie peeled lemon cling	1.50
Plums—	
Extra standard egg	
Extra standard green gage	
Standard egg	1.45
Standard gage	1.45

DOMESTIC CANNED FRUIT.

Apples—	
Wayne Co., No. 10, 1 doz.	e.50
Booth's, oval, No. 3	.70
Blackberries—	
Farren's, extra preserved, No. 2	1.30
Silver Lake, cyrup, No. 2	1.30
Nigger Head, No. e	1.07½
Spring Garden, No. e	.90
Blueberries—	
Loggies, No. e	1.40
Loggies, No. 10	6.00
Cherries—	
Silver Lake, pitted, No. e	
Flour City, white, No. e	
Peaches—	
Maryland Leader, yellow, No. 3	1.25
Maryland Leader, white	1.00
P. & B. yellow, No. 3	1.40
Pears—	
Silver Lake, No. 3	
Fowling Creek, good, No. 3	1.25
Ayres Good, No. 3	1.05
Raspberries—	
Red Farmside, extra, preserved, No. e	e.30
Pride of Rochester, fancy, preserved, No. e	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz.	2.20
Strawberries—	
Anchor, No. 2	.90
Jumbo, No. 1, 4 doz.	1.00
Silver Lake, No. 2	1.45
Defence, No. 2	1.90
Pineapple—	
Acorn, E. & C., No. e	1.90
General, E. & C., sliced, No. e	1.80
Indian River, E. & C., No. 2	1.65
Terrapin, E. & C., sliced, No. e	1.60
Orange Grove, E. & C., No. e	1.35
Singapore Chunke, No. 1½, 4 doz.	1.05
Wallace, E. & C., sliced, No. e	1.30
Singapore, cubes, No. 1½, 4 doz.	1.00
Wagner's, No. 1, cocktail, 2 doz.	.95
P. & B., grated, No. 3	.75
James, No. 3, pie, grated	.80
Singapore, cubes, No. 1, 4 doz.	.67½

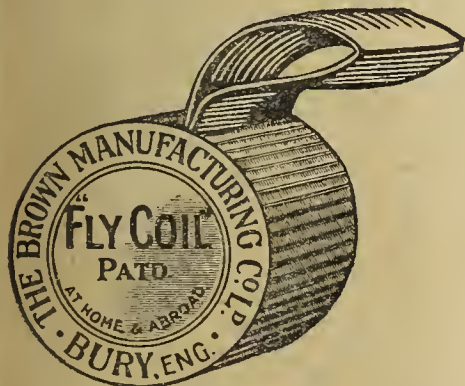
-12-

The Paul Taylor Brown Co's

Singapore Pineapple, extra preserved.	
Chop Tan Hin, ¾ lb., cubes	75½
" ¾ lb., sliced	.77½
" 1½ lb., cubes	1.02½
" 1½ lb., chunks	1.10½
" 1½ lb., spiral sliced	1.15
" 1½ lb., smooth sliced	1.22½

CANNED CRABS, CLAMS, LOBSTERS, SHRIMPS, MACKEREL, KIPPERED HERRING AND OYSTERS.

Crabs—		Per doz.
Devilled, No. 1, 4 doz.		e.17½
Devilled, No. 2, 2 doz.		3.05
Clams—		
Gold Label, No. 1, 4 doz.		1.05
Star, No. 1, 4 doz.		.95
Lobster—		
B. & M., No. 1, flat, 4 doz.		4.65
B. & M., No. ½, flat, 4 doz.		e.45
B. & M., No. 1, tall, e doz.		4.35
B. & M., No. ½, flat, 4 doz.		3.00
Star brand, No. ½, flat, 4 doz.		1.40
Star brand, No. 1, tall, 4 doz.		3.85
Star brand, No. ½, flat, 4 doz.		e.40
Shrimps—		
Peerless Brand (Barataria), dry, No 1, e doz.		1.17½
Peerless Brand (Barataria), new pickled, No. 1, e doz.		1.10½
Cotton Bale, pickled, No. 1, e doz.		1.10
Mackerel—		
Pickert's Soused, No. 1, 4 doz.		1.50
Pickert's Soused, No. 2, 2 doz.		2.50
Pickert's, soured, No. 3, 2 doz.		3.15
Underwood, soured, No. 1, 4 doz.		
Underwood, soured, No. e, e doz.		e.50
Oysters—		
Boyer's, No. 1, e doz.		.92½
Boyer's, No. 2, e doz.		1.80
M. & B., No. 1, 2 doz.		.92½
Stewart's, No. e, 2 doz.		1.65
Stewart's, No. 1, 2 doz.		.85
Victory, No. 1, e doz.		.87½
Kipperd Herring—		
Maconache's, 2 doz., plain		1.47½
Gold Label, No. 1, spiced, 4 doz.		.82½
Salmon—		
Gibraltar, Sockeye, No. 1, tall		1.90
Gibraltar, Sockeye, No. ½, flat		1.05
Haggood's, No. 1, tall, 4 doz.		e.10
Haggood's, No. ½		1.30
Porter's Best extra fancy, Sockeye, No. 1, tall, 4 doz.		1.70
Humes, Karluk, No. 1, tall, 4 doz.		1.42½



The used to say

"You can catch more Flies with Molasses than you can with Vinegar."

That was before we made

BROWN'S FAMOUS "FLY COIL"

It's the only fly-catcher worth talking about now. Nearly three feet of fly-catching tape and holds more flies to the square inch than anything you ever saw! Hang one up and see how it protects your goods! See the flies jump for it! See it jump for the flies, too! You can catch customers for it as easily as it catches flies, and make a good profit.

TO BE OBTAINED FROM

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES
AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

—14—

No. 1, 2 doz.....	2.15
No. ½, 2 doz.....	1.45
Glass, No. ½, 2 doz.....	1.55
Glass, No. 1, 2 doz.....	2.50
Beechnut Sliced Beef, No. 1, glass jars, per doz.	2.70
Beechnut Sliced Beef, No. ½, glass jars, per doz.	1.70

Armour's—	
Size 1	5.40
“ 1½	6.75
“ 2	7.85
“ 2½	9.50
Fairbank & Co. No. 2, 1 doz.	7.00
Libby's, No. 2½, 1 doz.	10.00

Armour's Veribest, No. $\frac{1}{2}$, 4 doz.....	.45
Armour's Veribest, No. $\frac{1}{2}$, 2 doz.....	.80
Libby's, No. $\frac{1}{2}$, 4 doz.....	.44
Libby's, No. $\frac{1}{2}$, 4 doz.....	.80
R. & R., No. $\frac{1}{2}$, 4 doz.....	1.15
R. & R., No. $\frac{1}{2}$, 2 doz.....	1.95

Potted Chicken or Turkey.

Armour's—	
No. $\frac{1}{2}$, 4 doz.....	
No. $\frac{1}{2}$, 2 doz.....	
Libby's—	
No. $\frac{1}{2}$, 4 doz.....	
No. $\frac{1}{2}$, 2 doz.....	
R. & R., No. $\frac{1}{2}$, 4 doz.....	1.75

Cartice Brothers, "Blue Label"—	Per Doz.
Chicken, No. 1/2	2.85
" " 1/2	5.00
Turkey, " 1/2	2.85
" " 1/2	5.00
Whole Rolled Ox Tongue, No. 2	11.00
Whole Ham, No. 1 1/2	7.10
Whole Ham, No. 2 1/2	10.00

Devilled Meats.		
Curtice Brothers, "Blue Label"—		
	No. 5 os. Per Doz.	No. 10 oz. Per Doz.
Ham.....	1.25	2.15
Tongue.....	1.25	2.15
Chicken.....	1.85	2.90
Turkey.....	1.85	2.90

Potted Meats.	
Curtice Brothers, "Blue Label"—	
	No. $\frac{1}{2}$ Tin. Per Doz.
	No. $\frac{1}{2}$ Tin. Per Doz.
Ham.....	1.20
Tongue.....	1.20
Chicken.....	1.80
Turkey.....	1.80

Soups.		
Saldar's Tomato Soup—		per doz
3 lb. cans, 2 doz.....		2.35
2 lb. cans, 2 doz.....		1.35
1 lb. cans, 4 doz.....		.90
Gallons, cans, $\frac{1}{4}$ doz.....		5.00
Schimmel's, assorted, 1 lb., 4 doz.....		.85
Campbell's Assort., No. 1, 4 doz.....		.85
Campbell's Special Assort., 4 doz.....		.87 $\frac{1}{2}$
Schimmel's Assort., No. 1, 4 doz.....		.85

	Quarts.	Pints.	¾-Pints.
	Per Doz.	Per Doz.	Per Doz.
Consomme.....	3.15	1.75	1.25
Bouillon.....	3.15	1.75	1.25
Beef.....	3.15	1.75	1.25
Julienne.....	3.15	1.75	1.25
Printanier.....	3.15	1.75	1.25
Vegetable.....	3.15	1.75	1.25
Tomato.....	3.15	1.75	1.25
Ox Tail.....	3.15	1.75	1.25
Mock Turtle.....	3.15	1.75	1.25
Taploca Cress.....	3.15	1.75	1.25
Pea.....	3.15	1.75	1.25
Mutton Broth.....	3.15	1.75	1.25
Clam Chowder.....	3.15	1.75	1.25
" Broth.....	3.15	1.75	1.25
Chicken Gumbo.....	3.15	1.75	1.25
Mulligatawny.....	3.15	1.75	1.25
Chicken.....	3.15	1.75	1.25
" Broth.....	3.15	1.75	1.25
Green Turtle.....	6.50	3.50	2.00
Terrapin.....	7.25	3.75	2.25

Croft & Allen Co.—		Paid
Extra Mixtures.....	30-lb. pails	.00
Cream Jelly Mixtures.....	"	.00
Elcroften Mixtures.....	"	.00
Nobby Mixtures.....	"	.00
Cadella Mixtures.....	"	.00
Fine French Mixtures.....	"	.00
French Creams.....	"	.00
American Mixtures.....	"	.00
Variety Cut Drops.....	"	.00
Darling Mints.....	"	.00
Golden Drip Bar.....	15-lb. boxes	.00
Sour Balls.....	30-lb. pails	.00
Pancella Cream Chocolate.....	"	.00
I X L Assorted Chocolate.....	"	.00
King B Assorted Chocolate.....	"	.00
No. 1 Fine Assorted Chocolate...	"	.00
Nonpareil Drops.....	"	.00
Chocolate Covered Caramels.....	"	.00
Dairy Chocolate Chips.....	25-lb. pails	.00
Chocolate Mints.....	30-lb. pails	.00
Honey B Comb.....	21-lb. pails	.00
Cream Coconut Balls.....	28-lb. pails	.00
Cream Peppermint.....	30-lb. pails	.00
" Wintergreen.....	"	.00
Wellington Caramels.....	25-lb. pails	.00
Frozen Milk.....	30-lb. pails	.00
Soft Jelly Gum Drops.....	"	.00
Supercine.....	"	.00
Jelly Beans.....	"	.00
Wintergreen Lozengers.....	"	.00
Mint.....	"	.00
Assorted.....	"	.00
Conversation.....	28-lb. pails	.00
C. & A. Crown Stick.....	30-lb. pails	.00
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.00
Rock Candy, assorted.....	10-lb. boxes	.00
Penny goods.....	10 boxes in case	.00

Beef Steak Catsup, Medium.....	20
Campbell's, No. 8, 2 doz.....	8
Campbell's, No. 8, Tobasco.....	8
P. P. Co, Spiced, No. 32, 5 doz.....	1.1
Waldorf, medium, 12 oz., screw top, 2 doz.9
Snider's Catsup:—	
Pints, 2 doz.....	8.1
½-pints, 2 doz.....	1.3
Quarts, 1 doz.....	3.2
Gallons, 6 lugs in crate..... per lug	



WHERE *the*
GLASS JAR
COMES IN

The glass jar in which **Croft's Swiss Milk Cocoa**—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, **Croft's Swiss Milk Cocoa** will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg=0=See Cereal Company

QUINCY

CHICAGO

BUFFALO

Curtice's "Blue Label" Tomato Ketchup:—Per Case

Small, 25 bottles in case	3.00
Medium, 25 bottles in case	4.75
Large, 12 bottles in case.....	3.75

Walter Baker & Co's:—	Per lb.
Premium, $\frac{1}{8}$ s, 12 to 25 lbs	30
Premium, $\frac{1}{4}$ s, 12 lbs	30
Caracas, sweet, 6 lbs	30
German, sweet, 12 lbs	30
Auto, sweet, 6 lbs	32
Cocoa, $\frac{1}{4}$ -lb. cans, 12 lbs. in box	34
Cocoa, $\frac{1}{4}$ -lb. tins, 6 lbs	34

W. H. Baker s:-	
Best Cocoa, $\frac{1}{8}$ -lb. size.....	per lb. .34
" " " " " "	" " .35
Premium Chocolate, $\frac{1}{8}$ s, 12 lbs.....	.32
" " " " " "	.32
Best Sweet Chocolate, 1-5s, 6 lbs.....	.22
Best Sweet Chocolate, 1-5s, 12 lbs.....	.22

iershey's—			
Milk, 48 s cent	per box		1.45
Cocoa, App's, $\frac{1}{4}$ -lb. tins, 7 lbs. ....			.42
" Van Houten's, 6-lb. boxes, 1-lb. tins,	per tin,		.72
" " 6-lb. boxes, $\frac{1}{4}$ -lb. tins,	per tin,		.37 $\frac{1}{2}$
" " 6-lb. boxes, $\frac{1}{4}$ -lb. tins,	per tin,		.19
" Huyler's, $\frac{1}{4}$ s, 6 lb. ....			.42
" " $\frac{1}{4}$ s, 6 lb. ....			.44

Sensdorp's Royal Dutch Cocoa, 12-lb. cases—		
	Per can.	Per doz.
7/8-lb. round cans.....	.19	2.27
1-lb. " .....	.30	3.60
1-lb. " .....	.59	7.08
1 1/4-lb. " 50 cans in case	.07	
		Per lb.
5-lb. "	2.75	.55

Sensdorp's Chocolates, 6-lb. boxes, 24 boxes	
in case—	
Milk Chocolate, 6 to lb.....	.45
Queen, 4 to lb.....	.42
Sweet Vanilla, 4 to lb.....	.28
“ 8 to lb.....	.28
Plain Cooking Chocolate, $\frac{1}{2}$ -lb. cakes .....	.36

Baker's Cocoa Powder—		
1-lb. tins, 2 doz. in box.....	per doz.	1.88
2-lb. tins, 2 doz. in box.....	"	3.50
1-lb. tins, 1 doz. in box.....	"	6.50
5-lb. tins, 1 doz. in case.....	per lb.	.52
10-lb. bags, 1 doz. in case.....	"	.50

Wilbur's Cocoa—	
Breakfast, $\frac{1}{4}$ -lb. tins, 6-lb. boxes.....per lb.	.33
" $\frac{1}{2}$ -lb. tins, 6-lb. boxes.....per lb.	.32
Wilbur's Chocolate—	
Sweet Clover, $\frac{1}{8}$ s, 6-lb.....per box.	1.60



Cocoa, labeled, $\frac{1}{2}$ s.....	.38
Cocoa, labeled, $\frac{1}{8}$ s.....	.40
Premium Cbocolate, $\frac{1}{2}$ s.....	.33
Premium Cbocolate, $\frac{1}{8}$ s.....	.35

Premium Chocolate, 6-lb. boxes, 12 boxes in case, $\frac{1}{2}$ -lb. packages.....	32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, $\frac{1}{2}$ -lb. packages.....	32
Premium Chocolate, 6-lb. boxes, 12 boxes in case, $\frac{1}{4}$ -lb. packages.....	32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, $\frac{1}{4}$ -lb. packages.....	32
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, $\frac{1}{2}$ -lb. packages.....	27
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, $\frac{1}{4}$ -lb. packages.....	27
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, $\frac{1}{4}$ -lb. packages.....	27
Vanilla Sweet Chocolate, 50 5-cent pack- ages in box.....per box	1.65
Cocoa, 6-lb. boxes, 12 boxes in case, fifth-lb. tins.....	36
Cocoa, 12-lb. boxes, 6 boxes in case, fifth-lb. tins.....	36
Cocoa, 6-lb. boxes, 12 boxes in case, $\frac{1}{4}$ -lb. tins.....	36

Cocoa, 6-lb. boxes, 12 boxes in case, $\frac{1}{8}$ -lb.	
tins .....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, $\frac{1}{8}$ -lb.	
tins .....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb.	
tins .....	.39
Cocoa, 5-lb. screw cap cans, 10 cans in case,	
5-lb. tins.....	.36
Diamond Chocolate, sweet, $\frac{1}{8}$ -lb. pkgs.	
6-lb. boxes, 12 boxes in case.....per lb.	.24
" " " " " " " " " " " " " " " "	.24
"Always Ready" Sweet Cocoa Powder,	
1-lb. tins, 12-lb. boxes, 6 boxes in case,	
per lb.	.32
6-lb. bxs., 12 bxs. in case, $\frac{1}{8}$ lb. tins "	.32
$\frac{1}{8}$ -lb. tins, 6-lb. bxs., 12 bxs. case "	.32
Milk Chocolate, 50 5-cent packages in box,	
per box	1.65
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, $\frac{1}{8}$ -lb. jars, 6- and 12-lb.	
boxes .....	.40
Croft's Cocoa, 12 doz. in box	1.85
" " $\frac{1}{8}$ s, 6 lb. " .....	.33
" " $\frac{1}{8}$ s, 6 lb. " .....	.32
" " 5 lb., 6 cans in box .....	.30
" Swiss Milk Chocolate, 48 5-c. cakes..	1.50
" Premium, $\frac{1}{8}$ s, 12 lb. " ....	.31
" " $\frac{1}{8}$ s, 12 lb. " ....	.30

Hasty Lunch Chocolate—		
$\frac{1}{2}$ -lb. decorated cans, 12-lb. boxes.....	per lb.	.30
$\frac{1}{2}$ -lb. " " " " " " " " " " " "		.29
Special 10-c. packages, 30 to box....	per box.	2.10
Blue Ribbon Breakfast Cocoa—		
Decorated $\frac{1}{2}$ -lb. tins, 6-lb. boxes.....		.36
" " " " " " " " " " " "		.36
Bedford Cocoa—		
Labeled $\frac{1}{2}$ -lb. cans, 6-lb. boxes.....		.29
" " " " " " " " " " " "		.29
" " " " " " " " " " " "		.31
" " " " " " " " " " " "		.31
Vanilla Sweet Chocolate—		
Blue Ribbon, $\frac{1}{2}$ -lb. 6-lb. boxes.....		.26
" " " " " " " " " " " "		.26
Buster Brown, 5-c., 48 cakes.....	per box,	1.35
" " " " " " " " " " " "		1.40
Premium Chocolate—		
$\frac{1}{2}$ -lb. cakes, 12-lb. boxes.....		.27
$\frac{1}{2}$ -lb. " " " " " " " " " " " "		.27

Milk Chocolate—		
40	3-cent cakes in box, 24 to half case.....	.80
40	“ “ “ 48 to case .....	.80
24	5-cent cakes in box, 24 to half case.....	.78
24	“ “ “ 48 to case .....	.78

Eagle, 4 doz.....	6.25
Eagle, 2 doz.....	3.15
Challenge, 4 doz.....	3.75
Defiance, 4 doz.....	3.75
Magnolia, 4 doz.....	4.15
Rose, 4 doz.....	4.00
Dime, 4 doz.....	3.50
Winner, 4 doz.....	4.00
Baby, 1 doz., glass.....	1.90
Red Cross.....	4.15
Peninsular.....	4.15
Leader.....	3.90
Banner, 4 doz.....	4.10
Star, 4 doz.....	4.15

Peerless, hotel size, 2 doz.....	3 70
Peerless, family size, 4 doz.....	3 15
Peerless, 5c. size, 4 doz.....	1 80
St. Charles, family size, 4 doz.....	3 75
St. Charles, hotel size, 2 doz.....	
Silver Cow, 5c. size.....	6 doz. 2 67½
Pet, 10-c. size, 4 doz.....	per case 3 10
Pet, 5-c. size, 6 doz.....	per case 2 65
Van Camps, 6 doz., small.....	2 65
Van Camps, 4 doz., family.....	3 00
Van Camps, 4 doz., large.....	3 65



Silver	4.25
Queen	4.00
Premium.....	3.85
Blue Ribbon ..	3.85
Gold, tall.....	3.75
Gold, family...	3.15



Do You Realize

that you can make an average profit of 25 per cent. by selling

PAW-NEE OATS

Positively the highest grade rolled oats on the market to-day sold at a popular price.

Made from the best grade White Oats and sold to you at a price that is *right*, so that you can sell at "popular prices"—and *we don't dictate your price to the consumer—we leave that to your judgment.*



**Genuine Zinc
Porcelain=Lined Caps
for
Mason Fruit Jars**

WRITE FOR PRICES

EAGLE GLASS & MFG. CO.

WELLSBURG, W. VA.

-21-

COCOANUT.

	Per lb.
Sohepp's Shredded, 1/4-lb. pkgs., 15 lbs. to case	.23 1/2
" 1/2 lbs.	.22 1/2
Dunham's, 5-cent package	.29
" 1/2 lbs.	.26
" 1/4 lbs.	.28
" 1/2 lbs. and 1/4 lbs.	.26 1/2
Franklin Baker Co's—	
Brasil, 70 1/2-lb. packages	2.50
" 35 1/2-lb.	2.50
" 38 1/2-lb. and 16 1/2-lb. packages	2.50
Brasil, 18 1-lb. packages	2.50
" Shred, in palls, 20 lbs.	.11
" " in boxes, 25 lbs.	.10 1/2
" " in barrels, 140 lbs.	.10
Table Talk, Thread, in palls	.11
" " in boxes	.10 1/2
" " in barrels, 140 lbs.	.10
Rakers', Macaroon, barrels, 140 lbs.	.10 1/2
" Slice, " 120 lbs.	.10 1/2
" Strip, " 120 lbs.	.10 1/2

CRACKERS AND CAKES.

	Bbls.	Bxs.
A. Exton & Co.:—		
Butter Crackers	.08	.08 1/2
Oyster " "	.08	.08 1/2
Wine Scroll	.10	.10 1/2
Cracker Dust	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son:—		
Assorted Jumbles	.07 1/2	.08
Brown Edges Water		.10
Butter Thin		.12
Clover Mixed		.08
Cocoanut Ripple		.10
Cookie Mixed	.08 1/2	.09
Crystal Bar		.09
Fig Bars		.10
Frosted Spiced Wafer		.09
Fruit Cookies	.08 1/2	.09
Fruit Gem		.08
Graham Wafer		.10
Grandma Cookies	.08 1/2	.09
Honey Jumbles, XX	.09 1/2	.10
Iced Charter Oak		.09

-22-

Iced Ginger Tablet	.08	.08
Iced Honey Jumbles	.09 1/2	.10
Iced Penn Treaty	.07	.09 1/2
Iced Vedette Wafer	.07 1/2	.08
Lemon Bar	.08 1/2	.09
Man-in-the-Moon		.08
Milk Lunch	.07	.07 1/2
Orange Cookies	.07 1/2	.08
Quaker City Mixed	.07 1/2	.08
Salted Strips	.08 1/2	.09
Saltines		.12
Soda Biscuit XX	.06	.06 1/2
Soda Biscuit XXX	.06 1/2	.07
Spiced Wafers	.07 1/2	.08
Sunshine Cookies	.07 1/2	.08
Water Crackers Star	.06 1/2	.07
Package Goods—		Per doz.
Animals		.50
Butter Thin		1.00
Gingerettes		1.00
Gold Medal Soda (small)		.50
" (large)		.90
Graham Wafers		1.00
Ivinites		.50
Milk Lunch		1.00
Our Ginger Snaps		.50
Pink Tea		1.00
Sugar Snaps		.50
Saltona Biscuit		1.00
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.		
Stone Pots, small size, 2 doz. in case, per doz.	1.15	
" " with Horse-radish, p. ds.	1.15	
Stone Pots, large size, 1 doz. in case, per doz.	1.75	
" " with Horse-radish, p. dz.	1.75	

-23-

Wein Senf, in bbls.	per gal.
" 1 gallon stone jars	per jar
" 5 gallon kegs	per keg
Prepared Mustard, in bbls.	per gal.
" " in 15 gallon kegs	per gal.
" " in 5 " "	" "
" " in 5 gallon pails	per pail
" " in 1 " "	" "
Prepared Special, with spoon, 2 doz. in case,	
per doz.	.95
" Sifting top, 2 doz. in case, per doz.	.40
" with Horse-radish, 2 doz. in case,	
per doz.	.95

IMPORTED AND AMERICAN FANCY CHEESE.

Emmentaler Swiss Cheese, Selected tub.	.23
" " " "	.24
Sap Sago, 3 to a lb.	per lb., .18, less
Roquefort Cheese, 12 in case, per lb.	.38 1/2
Parmesan, loaves about 30 lbs.	per lb., .27, cut
Edam Cheese, 12 in case, 10.50, single,	.80
" " in tin	per lb. .26
" 1-lb. tins	per case 3.75
Camembert, in wood boxes	per doz. 2.75-2.85
Sap Sago, grated, ready for use, 10 os. bottles,	
per doz.	1.45
Parmesan, grated, ready for use, large bottles,	
per doz.	1.75
Parmesan, grated, ready for use, small bottles,	
per doz.	1.75
Ohmstser Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase	per doz. 4.00
American Swiss, No. 1	per lb. .16 cut
" " Square loaves, No. 1, about	
25 lbs. each	per lb. .16
Limburger Cheese, No. 1	per box, 14; 1/2 box,
14; less	.16
Muenster Cheese	per lb. .17
Brick Cheese, No. 1	" .16
English Dairy Cheese	" .17 1/2
Pineapple (Pine size), 6 in box	per box 3.00
" (Gem size), 6 in box	" 2.25
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case	per doz. 4.50
Lunch size, 2 doz. in case	" 2.40
Pine size, 2 doz. in case	" 1.35
Trial size	" 1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " No. 1 size	2.40
" " large size	2.95
" " small size	1.45
Fromage de Brie, M. C. C., 1 in box	per box 1.55
d'Isigny, " 6 in box	" 1.55
Wm. Tell brand, 12 in box	" 1.40
Neufchatel (Cow brand), 25 in box	per box .95
Star Cream, or Phila., 12 " "	1.90
Miniature Cream, or Phila., 12 " "	.95
Hand Cheese, 8 doz.	" 1.35
" 4 " "	" .70
" 4 " Thuringer	" .35

-24-

Farmer Hand Cheese, 4 doz. in box	per box 1.45
Schutzen Cheese, 12 in box	" 1.25
American Mountain Cheese (Alpen Kase), 50	
1-lb. packages	per lb. .18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight)	per lb. .48
Wiener Wurstel, 16 in tin	per doz. 4.75
" 8 " "	2.75
Carlsbad Speck (Imported Bacon)	" .32
Imported Cervelat Sausage (Rolf's)	per lb. .48
Imported Frankfurters	per doz. 3.75
Goose Breast, imported, marked weight	per lb. .65
Pate de fois Gras, small size	per doz. 3.00
American Holsteiner, by bbl. 12 less, per lb.	.14
" Landjager, short	per lb. .24
" " long	" "
" Mortadella, Dry	per lb. .25
" Knackwurst, 25 in box, per box,	4.75
" Cervelat (E), 50 and 100-lb. boxes,	.12 1/2; less
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes,	.20; less
" Cervelat, Crescent, 50 and 100-lb. boxes,	.17; less
" Cervelat, Tip Top, 50 and 100-lb. boxes,	.14; less
" Cervelat, E. Gothaer, 50 and 100-lb. boxes,	.23 1/2; less
" Salami (E), 50 and 100-lb. boxes,	.20; less
" Salami, Blue Ribbon, 50 and 100-lb. boxes,	.18 1/2; less
" Salami, G. A. P., 50 and 100-lb. boxes,	.16 1/2; less
" Tongus Sausage	per lb. .18
" Smoked Braunschweiger Liver Sausage	per lb. .15
" Lachs Ham	" .28
" Petit Delicatess Frankfurters, plain,	per doz. 1.00
" Petit Delicatess Frankfurters, with	
Saner Kraut	per doz. 1.00
" Lebanon Beef Bologna	per lb. .15
" Paprika Speck	" .18
Mettwurst, half-round	" .16
Liver Sausage (Special), truffle, goose or sardellen	per lb. .24
Smoked Thuringer Blutwurst	" .18
" Pfefferwurst	" .18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars,	per doz. 4.75
" (Derby Brand), quart glass jars	per doz. 5.75
" (Derby Brand), 10-os. jars,	per doz. 2.50
Calves' Head, in round tins	per doz. 1.65
Pickled Meats, in glass	" 1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become a STAPLE ARTICLE with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and PAYS A FAIR PROFIT.

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

447 Commercial Street, Boston, Mass.

Read the Two Letters

August 31, 1906.

MILLER & ENGLAND,
Philadelphia.

Gentlemen:—We wish to compliment you upon the eight Mahogany Show Cases which you have just installed in the Acker's Quality Shop. The workmanship, style and finish are equal to any we have ever seen, and they have excited universal admiration among the many other attractive features of this salesroom.

You are at liberty to exhibit them to anyone interested in show cases.

Yours, very truly,
FINLEY ACKER & CO.,
FINLEY ACKER, Pres.

November 9, 1903.

MILLER & ENGLAND.

Gentlemen:—It gives me much pleasure to commend you for the thoroughness of the work which you did for us in our Market Street Store, and which has excited unusually favorable comment.

Yours, very truly,
FINLEY ACKER & CO.,
By FINLEY ACKER, Pres.

Are you not safe in dealing with a firm which can show such letters as these.

MILLER & ENGLAND

No order too big,
none too small,
to be given our
prompt and best
attention.

7012-14-16-18 Woodland Ave.

PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.

—25—

Beef Salad, in glass.....per doz.	1.00
" " in pint jars, glass.....	"
" " in quart jars, glass.....	"
Lamb tongues, in glass.....	1.60

HOLLAND AND SCOTLAND HERRINGS.

Kegs or Pails.

Holland Herring, mixed, "Y. M." ½ bbl. 5.50	60-75
" " mixed, Standard, bbl.	75-85
" " ½ bbl.	5.50-6.50
Holland Herring, milkers, Standard, bbl.	
" " ½ bbl.	8.00

Scotland Herring, mixed, large fulls, bbl.	
" " ½ bbl.	8.00
" " milkers, large fulls, bbl.	
" " ½ bbl.	8.00

Marinade Herring, Imported, about 40 in pail.	1.25
Roll Herring, Imported, about 25 in pail.	1.00
Spiced Herring, Imported, about 40 in pail.	1.00
Norway Stockfish, dry.....per lb.	.15
Matjes Herring.....per pail	

BISMARCK HERRING.

Pint size, round tins, with key.....per tin	.20
Quart " " " " " " " " " " " "	.35
2 Qt. " " " " " " " " " " " "	.55
4 Qt. " " " " " " " " " " " "	1.10

SMOKED DELICATESSEN FISH, IN SEASON.

Roll Mops, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.50
Brat-Haring, 4 qt. tin, 1.10, 2 qt. tin, .60, qt. tin	.40
English Sprats, 36 bunches per box.....	
Kruger's Roll- and Brat-Haring, oval tins, per doz.....	2.50

RUSSIAN SARDINES.

Imported Fish (Wallkoff Brand).....per keg	.75
" " 5-lb. pails.....per pail	.55
" " 10-lb. pails.....per pail	1.05
Cut Spiced Sardines, per 10-lb. pail....	.75
" " 5-gal. keg.....per keg	2.75
Russian Sardines, in glass jars.....per doz.	2.25

NORWAY ANCHOVIES.

Original Package.....per ½ bbl.	5.50
Repacked in 5-lb. pail.....per pail	.60
" " in 10-lb. pail.....per pail	1.10
" " in 5-gal. kegs.....per keg	2.75
" " in ½-lb. flat tins.....per doz.	.95
" " in ¼-lb. tall tins.....per doz.	1.50
" " in 1-lb. tall tins.....per doz.	2.00
Fancy Kegs—1½ keg, .80; ¾ keg, .42; ¼ keg, .32; ⅛ keg.....	.20

SALT SARDELLEN.

Original Package, 1902.....per anker	16.00
Repacked—kegs, about 8 lbs.....per keg	3.25
" " pint jars.....per doz.	6.00
" " large tumblers.....per doz.	2.25
" " small tumblers.....per doz.	1.25

—26—

RUSSIAN CAVIAR.

1-lb. Tins, per doz	19.50	½ kilo Cans, per dz.	19.50
¼ " " " "	10.50	¼ " " " "	10.50
¼ " " " "	5.50	¼ " " " "	5.50
¼ " " " "	2.75	¼ " " " "	2.75

GERMAN DILL PICKLES.

Regular Size.

60 gal. cask—about 2000.....per cask	
50 " bbl.—" 1200.....per bbl.	
15 " keg—" 500.....per 100	
10 " keg—" 300.....per 100	1.00
5 " keg—" 150.....per 100	
10 lb. pail—" 50.....per pail	

DOMESTIC SOURKROUT.

Long Cut.

60-gal. cask.....per cask	
48 gal. bbl.....per bbl.	6.50
10 " keg.....per keg	2.40
5 " " " " " " " " " " " "	1.25
10 lb. pail.....per pail	

IMPORTED LEBKUCHEN.

Dampfnusse (Pfeffernusse).....per lb.	.18
Spitzkugeln.....per lb.	.25

LEBKUCHEN AND BREAD.

Small Basler Lebkuchen, 6 in pkg.....per bundle	.30
Basler Lebkuchen, No. 1, 6 " " " " " "	.50
" " " " " " " " " " " "	.75
" " " " " " " " " " " "	1.00
Amandines, 9-lb. tins.....per tin	5.25
" " small tins.....per tin	.55

PICKLES AND ONIONS IN VINEGAR.

Mixed Pickles and Chow-chow, 5 gal. keg	2.50
10 gal. keg.....per keg	4.50

SUNDRIES.

German Egg Potatoes, Original Bags, 110-lb. bags, per bag.....	2.75
Green Kern.....per lb.	10½
Potato Flour.....per lb.	.08
" " " " " " " " " " " "	.14
German Dried Peas.....per lb.	.60-1.00
Dried Mushrooms.....per lb.	.08
Juniper Berries.....per lb.	.05
St. John's Bread.....per lb.	.05
Bay Leaves.....per lb.	.06-.08

—27—

COTTOLENE.

30 2-lb. tins.....per case	6.50
15 4-lb. " " " " " " " " " " " "	6.50
6 10-lb. " " " " " " " " " " " "	6.50

Freight prepaid on two-case lots.

EGGS.

Per Doz.

Nearby, candled and selected, 30-doz. crates...	.23
Western.....per doz.	.22

CHEESE.

New York, Full Cream, new, fancy, 40-lb. bxs.	12½
New York, Full Cream, new, 1st's, 40-lb. bxs.	12
Picnic, Full Cream, new, fancy, 20-lb. bxs....	13

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans, per lb.....	.28
Anchovies, in oil, ½ bottles.....per lb.	4.50
" " " " " " " " " " " "	3.25
Anchovy Paste, fancy, per doz.....	4.75
" " plain, per doz.....	3.75
Bouillon, Burnham, pints, 2 doz. in case....	3.75
" " ½ pints, 2 doz. in case.....	2.00
Capers, Nonpareil, ½ gallon kegs.....	1.50
" " Quart, glass.....per doz.	7.00
" " bottled, ½ size....per doz.	2.35
" " " " " " " " " " " "	1.90
" " " " " " " " " " " "	1.15
Canton Ginger, large pots, cases 6 jars, per case	4.65
" " med. " " " " " " " " " " " "	5.00
" " small " " " " " " " " " " " "	4.75
Cherries in Maraschino, in glass, 1-doz. case...	7.00
Clam Chowder, Burnham, 1 lb., 4 dz. case. p. dz.	.90
" " 3 lb., 2 dz. case " " " " " "	2.20
Currie Powder, pints, per doz.....	3.50
" " 4 oz., " " " " " " " " " " " "	2.25
" " 2 oz., " " " " " " " " " " " "	1.50
Russian Caviar, ¼'s.....per doz.	2.65
" " ½'s.....per doz.	5.00
" " 1's.....per doz.	9.50
" " 1's.....per doz.	18.00

—28—

French Peas, Extra Flns, per case.....	16.00
" " Flns, per case.....	14.00
" " Moyer's, per case.....	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case...	12.00
Huntley & Palmer's Petit Beurre Biscuit, lb...	.19
" " " " " " " " " " " "	.30
" " " " " " " " " " " "	.32

(Packed 7 lbs. and 5 lbs. in a can.)	
Red Pepper, Ring, pints, per doz.....	1.25
" " ½ pints, per doz.....	.60
Salt, in 4-doz. stone jars.....per doz.	1.75
Morris' Extract of Beef, 4 oz., per doz.....	6.50
" " " " " " " " " " " "	3.55

Anker's Extract of Beef, 120 vials.....per doz.	4.00
" " " " " " " " " " " "	4.00
" " " " " " " " " " " "	7.25
" " " " " " " " " " " "	13.50

Theodore Marquet Mushrooms:—	
First Choice.....per doz.	25.00
Choice, 100 tins per case.....	23.00
Extra, " " " " " " " " " " " "	27.00
Hotel, " " " " " " " " " " " "	19.00

Truffles, 1.....per tin	.30
" " " " " " " " " " " "	.55
" " " " " " " " " " " "	1.15
" " " " " " " " " " " "	2.25

Shrimps, Pickled, small size.....per doz.	1.15
Dunbar's Shrimps, 2 doz., per doz.....	2.25
" " Figs in Cordial, 1 doz., per doz.....	5.00

Bishop's Figs in Cordial, 1 doz., per doz.....	6.50
Crystallized Ginger, 1-lb. tins, per doz.....	4.00
" " ½-lb. " " " " " " " " " " " "	2.25

Rose's Lime Juice, per doz.....	3.60
Victor Rose Water, per doz.....	2.25
" " Peach Water, per doz.....	2.25
Pitted Olives, per doz.....	2.25

Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case.....	4.45
" " 4 " " " " " " " " " " " "	8.20
" " 8 " " " " " " " " " " " "	15.90
" " 16 " " " " " " " " " " " "	29.75

Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case.....	4.45
" " 8 " " " " " " " " " " " "	8.20
" " 16 " " " " " " " " " " " "	16.00

Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each.....	2.25
1 " " medium " 36 " " " " " "	6.00
1 " " large " 72 " " " " " "	10.00

Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case.....	4.00
" " 16 " " " " " " " " " " " "	14.00

Armour's Asparox—	
Size 4 bottles, 1 dozen in case.....	2.50
" " 12 " " " " " " " " " " " "	7.20
" " 5 " " " " " " " " " " " "	3.50
" " 2 fancy jugs.....per jug	1.50

Armour's Tomato Bouillon—	
Size 4 bottles, 1 dozen in case.....	2.50
" " 12 " " " " " " " " " " " "	7.20
" " 5 " " " " " " " " " " " "	3.50
" " 2 fancy jugs.....per jug	1.50

WE NEED YOU

We know we can *make* the best Macaroni, Spaghetti, Noodles and Pastels in the world, but we know we need your help to *sell* them. We know you can work with us or against us and swing your trade either way.

So we make it to your interest to recommend our goods—not only because they will build you a good trade but also because our terms to you are the best.

Besides the regular profit every case has additional value for you in Universal Coupons. You can exchange them for hundreds of useful articles.

The

Freihofer

Philadelphia, Penna.

Vienna Baking
Company

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

—29—

FLOUR.

	Per Bbl
King Midas	6.70
Gold Medal	6.40
Millbourne	6.35
On Top	6.10
Ceresota	6.25
Pillsbury's Best	6.25
Taylor's Fancy	5.10
Semper Idem	4.80
Pride of the West	4.75
Sunbeam	4.65
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per Bag.
Corn Meal—	
Lea's, white, Table, 100 lbs.	2.20
" yellow, granulated, 100 lbs.	2.20
" table, 100 lbs.	2.10
Western yellow, granulated, 100 lbs.	1.95
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case ..	1.05

Beans—	
California Lima	per lb. .06
Marrows, Fancy N. Y. State, grain bags ..	bush 2.52½
Medium, Fancy, grain bags	bu. 2.55
Pea, fancy, grain bags	bushel 2.60
Pea, fancy, Michigan, grain bags	bushel 2.50
Red Kidneys	" 2.00

Peas—	
Green	per bushel 2.60
Scotch	" 2.60
Split, yellow	" 2.10
" green	"

—30—

Lentils—	
000000, 110-lb. bags	per lb. .05
Less quantity	" .05½
Shaker Corn—	
Fancy, barrels	per lb. .05½
Less quantity	" .06
Hominy—	
Lea's Breakfast, 10 pkgs.	case 1.50
Lea's Pearl, 100 lbs.	per bag 2.25
Schumacher's Breakfast, 10 pkgs. to case ..	1.30
Western Pearl, 100 lb. bags	1.90
Western Grits, 100 lb. bags	1.75

Barley—	
OO .....	.05½
No. 3, 100-lb. bags	2.50
Noodles, Climax, 24 10c. pkgs., asst., case ..	1.15
" 48 5c. pkgs., case	1.25
" asst., 24 5c., 18 10c. case ..	1.20
" Smith's, 30 10 c. packages	1.90
" assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, 5, per bbl.	6.55
" kegs 100 lbs., per keg	3.50

Oaten Goods, in cases—	Per case
Avena, 18 packages	1.42½
Banner Oats, 20 packages	4.35
H. O. Oats, 18 packages	2.30
Mother's, 18 packages	1.75
Quaker, 18 small sds.	1.45
Quaker, 20 large size	4.35
Rolled Oats—	
Avena, per bbl., 180 lbs.	5.90
Avena, per keg, 90 lbs.	3.15
Standard, 180-lb. bbls.	5.60
" 90-lb. bags	2.70

Sago—	
Fine, bags about 160 lbs. ....	.03¾
50-lb. lots .....	.04¾
Admiral, Pearl, 24's .....	.07¾
Taploca, Instantaneous, 50 1's .....	.08¾
" Colburn's Hasty, 36 pkgs. ....	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs. ....	.04¾
" less quantity .....	.04¾
" Pearl, 150 lbs. ....	.03¾
" less quantity .....	.04¾

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs.	case 3.05
Purina Cream Graham	per bbl.
Ralston Barley Food, 24 2's	per case 3.85
Ralston Health Food, 24 2's, packages "	3.00

—31—

Purina Whole Wheat Flour, 20 5's	per case 4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.70
Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" 25 "	2.60
Cream Wheat, 36 packages	4.50
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.35
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages ..	2.80
Zest, 24 packages, 15 cent size	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz 1.10
" Acidulated	" 1.10
Cox's, large	" 1.57½
" small	" .95
Plymouth Rock, Pink or White	" 1.20
Nelson's	per doz 1.35
" small	" .95
Bromangelon, assorted 3 doz	" .87½
Fruit Pudding, 2 doz., asst. flavors ..	" .80
Jell-O, assorted flavors, 2 doz	" .87½
Jell-O Ice Cream Powder, 2 doz	" .97½
Jellycon, 1 doz. in case	per doz. .87½
Jellycon, assorted flavors, 3½ doz	per doz. .87½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages .....	.45
Peter Cooper .....	.80
Tryphosa	per doz. .95
Imperial Wine Jelly	per doz. .95
"	per gross 11.00
Gelatine, McKinley's	per doz. .85
Wetmore's Double Refined, 36 10c. pkgs.	per case 2.70
Pudding, assorted, 2 doz	per case 1.60
D-Zerta Jelly, assorted, 2 doz	per doz. .90

—32—

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs. ....	.05¾
" Elbows, " .....	.05¾
" Macaroni, long, " .....	.05¾
" square " .....	.06¾
Larosa Spaghetti, long, 25 lbs. ....	.05¾
" Vermicelli, square, " .....	.05¾
" Macaroni, bulk, " .....	.05¾
Anger Baking Co.—	
" Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
" 24 10-cent packages	1.80
" Plain" Noodles, 24 1-lb. cartons	1.80
" 48 ½-lb. "	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley ...	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/2 cartons	1.25
" Golden Seal" brand, 25 1/2 packages (long)	1.88
" 48 1/2 " 5-c. size	1.80
" Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/2 cartons	1.00
" Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
" Imperiale" brand, 25 1/2 packages (long) ..	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs.	1.60
" in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle	per bundle .30
Bulk, 12-lb. wooden boxes .....	.08

FIXTURES.

H. F. Hancock.	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00



Two Chances To Go Wrong

You have two chances to go wrong when you buy syrup in the ordinary way:—

1. Your own inability to tell whether the syrup is what it purports to be.
2. The similar inability of your jobber, if you buy from one.

Judging syrup is an expert's business.

There are no chances to go wrong when you buy **Karo**, whether you buy through a jobber or not. **Karo** is a corn syrup made by us and sealed under conditions that never vary. Neither you nor the jobber needs to judge something you know little or nothing about. *We* do the judging, we stand behind every tin.

All jobbers. 10, 25 and 50 cent tins.

Corn Products Manufacturing Co., Chicago, Illinois

THE CORN WITHOUT HULLS



The Pressing & Orr Co.
NORWALK, OHIO

Like to Eat Husks?

A meal of corn hulls would be like a meal of husks, and yet every brand of corn but **Winorr** cans the hulls with the kernels. Naturally not as bad as the hulls alone, but it's common sense that it takes away some of the goodness.

A special process we have removes the hulls from the corn we afterward pack under the brand **Winorr**. The result is a brand of unequalled tenderness, succulence and deliciousness. Try this on your trade.

We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

-33-

Scoops, Galvanized, Flour.....	.30
Scoops, Galvanized, Sugar.....	.25
Scoops, Galvanized, Starch.....	.15
Tobacco Cutters.....	1.25
Alarm Money Drawers.....	1.50
Bag and Twine Holders.....	.75
Barrel Covers, 21 in.....	3.50
Barrel Covers, 19 in.....	3.00
Cheese Cutters.....	15.00
Bung Bore, No. 2, 1½ to 2 in.....	1.50
Coffee Mills, No. 7.....	10.00
Coffee Mills, No. 9.....	16.00
Coffee Mills, No. 18.....	45.00
Less 25 per cent. discount.	

Philadelphia Scoop Co's Sugar Scoops:-	
Indestructible, No. 4.....per doz.	9.00
" " 5....." "	12.00
" " 6....." "	15.00
Ex. Galvanized Steel Blades, No. 3.....per doz.	4.20
" " 4....." "	5.40
" " 5....." "	7.20
X Quality, No. 3....." "	2.60
" " 4....." "	3.00
" " 5....." "	3.40

Herer's Eclipse Counters:-

No.	Length.	No. of Drawers.	Each.
6½	3 feet 8 inches,	9	15.00
8½	4 feet 10 inches,	12	20.00
10½	6 feet,	15	25.00
12½	7 feet 3 inches,	18	28.00
14½	8 feet 6 inches,	21	31.00
16½	9 feet 8 inches,	24	35.00
18½	10 feet 10 inches,	27	40.00
20½	12 feet,	30	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

cales, Dell's, Grocers', without weights, Tin	
Scoop and Iron Plate, No. 1	1½
" " " " " "	2
" " " " " "	3
" " " " " "	4
Grocers', without weights, Brass	
Scoop and Brass Plate, No. 1	1½
" " " " " "	2
" " " " " "	3
" " " " " "	4
Butchers', without weights, No. 0	1
" " " " " "	2
" " " " " "	3

-34-

SMOKED FISH, CODFISH AND MACKEREL.**Beardsley—SHREDDED COD.**

Dime cartons, 2 doz. in case.....per doz.	.90
Tins, Keyed (Jewel) 2 doz. in case..	.95
Large cartons or tins, 2 doz. in case	2.00
Dime Tumblers, 2 doz. in case.....	.90

THREADED FISH.

Swansdown, 2 doz.....	Per doz.
Osprey, 2 doz.....	

MACKEREL.

	300 lb.	200 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater..					
Ex. Norway, No. 1...					
Ex. Norway, No. 2...					
Ex. Norway, No. 3...	23.00	12.10	6.25	1.40	1.17
Ex. Norway, No. 4...	20.00	10.60	5.50	1.25	1.05
Ex. Bloaters, xxx.....	35.00	18.10	9.25	2.00	1.65
Ex. Bloaters, xx.....	30.00	15.60	8.00	1.75	1.45
Ex. Shore, No. 1.....	24.00	12.60	6.50	1.45	1.21
Large Shore, No. 1....	20.00	10.60	5.50	1.25	1.05
Med. Shore, No. 1....	22.00	11.60	6.00	1.35	1.13
Large Irish, No. 2....					
Extra Irish, No. 2....	17.00	9.00	4.65	1.10	.93
Medium Irish, No. 2..	16.00	8.60	4.50	1.05	.89
Small Irish, No. 2....	15.00	8.10	4.25	1.00	.85
Irish, No. 3.....					
Large, No. 2.....					
Herring.					
Lab. Split, Lg. No. 1.					
Lab. Split, Lg. No. 2.					
Shore, Round, Large..	7.00	4.10			
Shore, Round, Med...	6.00	3.60			
Ocean Whitefish.....	4.00	2.60	1.50	.43	
Salmon, Halifax.....					
Shad, No. 1, Mess.....	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess.....	12.00	6.60	3.50	.82	.70
Haddock, Pickled....	6.00	3.60			

DRESSED BONELESS FISH.

Favorite, Cod, 40 lbs.....	.03
Gilt Edge, 40 lbs.....	.06
Favorite Middies, 60 lbs.....	.13

DRESSED FISH BRICKS.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07
Snow White, 1-lb. bricks, 20 lbs.....	.08
Favorite Cod, 2-lb. bricks, 40 lbs.....	.08½

-35-

STAR BRAND BONELESS HERRING.

Tins, keyed, large size, 1 and 2 doz. in case....	1.30
small size, 2 doz. in case.....	.90
Glass Tumblers, sealed, 2 doz. in case.....	1.30
Screw Top Jars, 2 doz. in case.....	.90

LOOSE CODFISH.

Extra Large Georges Cod.....	.09
Large Bank.....	.08
Medium Bank.....	.07
Pollock.....	.05
Hake.....	.04½
In original cases, 450 lbs., ¼ c. less	

SMOKED FISH.

New Extra Scaled Herring.....per box	.17
Small Extra Scaled Herring.....per box	.17
Boneless Herring, fancy 10 lb. boxes, per lb.	
Smoked Salmon, whole fish.....per lb.	.27
Cromarty Bloaters, 50s.....per box	
" " 100s....." "	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs.....	
Fancy N. Y. State, 48 1 lb.....	
Apricots—	
Extra Choice Royals, 25 lbs.....	.14
Standard Royals, 25 lbs.....	.13
Cherries—	
California, unplitted, Black, 25 lbs.....	
California, pitted, Black, 25 lbs.....	
Currants—	
Gold Medal, recleaned, 36 1s.....	.07¾
Gold Medal, loose, 25 lbs.....	.07½
Private Growth, extra, cleaned, 36 lbs.....	.07½
" " cleaned, 30 lbs. bulk.....	.07½
Peaches—	
Fancy Muirs, 50 lbs.....	.10½
Extra Choice Muirs, 50 lbs.....	.09½
Choice Muirs, 50 lbs.....	.08½
Extra Choice, Yellow, 25 lbs.....	.08
Choice Yellow, 50 lbs.....	.07½
Pears—	
Choice California, Bartlett, 25 lb.....	.10

-36-

PRUNES.

Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20-30, 25 lbs.....				
30-40, 25 ".....	.08½	.08½	.08	
40-50, 25 ".....	.07½	.07½	.07½	
40-50, 50 ".....				
50-60, 25 ".....	.07½	.07	.06¾	
50-60, 50 ".....	.07	.06¾	.06¾	
60-70, 25 ".....	.06¾	.06½	.06	
60-70, 50 ".....				
70-80, 25 ".....				
70-80, 50 ".....				
80-90, 50 ".....	.05½		.05½	
90-100, 25 ".....				
90-100, 50 ".....		.04¾	.04	
100-120, 50 ".....				
Raisins—				
Muscatsels, 4 crown, 50 lb.....				.05½
" " 3 " 50 lb.....				.05
" " 2 " 50 lb.....				.04½
Cal. Thompson Seedless, 50 lbs.....				.06½
Cal. Cleaned Sultanias, 50 lbs.....				.06¾
Cal. Sultanias, 50 lbs.....				.06¾
Cal. Seedless Muscatsels, 50 lbs.....				.06
Gilbert's, Layer, Valencias, 28 lbs.....				.05½
Raisins, Seeded—				
G. & S. fancy, 36 1s.....				.07½
Butterfly, fancy, 36 1s.....				.07¾
Owl, fancy, 36 1s.....				.07¾
Harvest, choice, 36 1s.....				.07
Citron, fancy, boxes, 10 lbs.....				.16
" fancy, 25 lbs.....				
Lemon Peel, fancy, boxes, 10 lbs., net.....				.11½
Orange Peel, fancy, boxes, 10 lbs., net.....				.11½

CEREAL COFFEE.

Postum Cereal, 15-cent size, 2 dozen.....	2.70
" " 25- " 1 ".....	2.25
" " 15- and 25-cent size, assorted..	2.50
Grain-O—	
Case No. 4 1 doz. 15-cent size, ¼ doz.	
25-cent size in case.....per case	2.30
Case No. 5, 1 doz. 25-cent size.....	2.05
Case No. 6, 2 doz. 15-cent size.....	2.47½
2 doz. 15-cent size, 1 lb..... per doz.	1.35
Ralston Health Cereal, 36 10-cent size.....	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4	
doz. in case.....per doz.	2.15
24-12 oz. package, packed 2 oz. in	
case....." "	1.25
Perfection Rye Coffee 24 1 lb. pkgs.....	2.40

HORSE RADISH.

Tumblers, 10-c. size, 2 doz.....per doz.	.65
Tumblers, 5-c. size, 2 doz.....	.45
Tumblers, 10-c., Lord's Prayer, 2 doz. "	.80

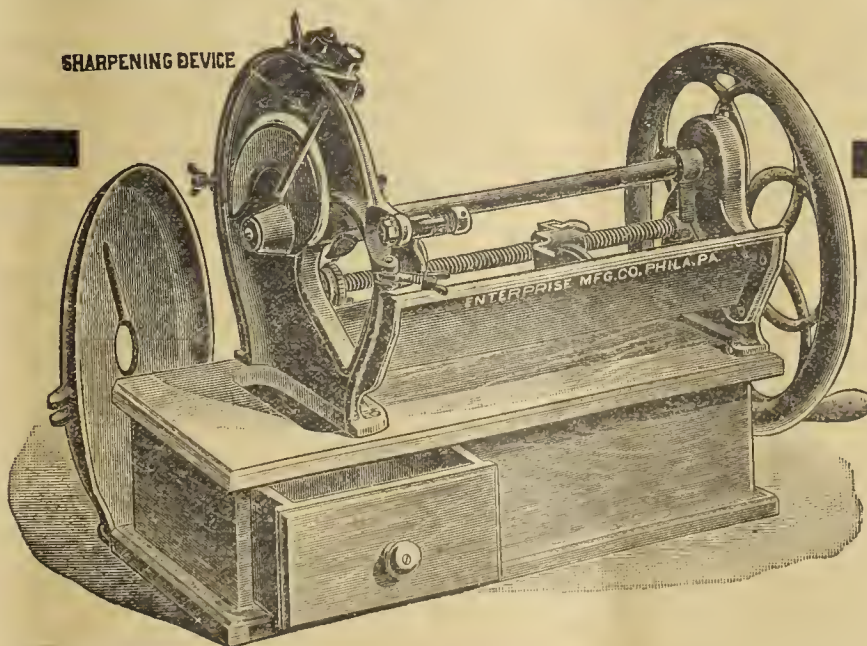
Is your equipment GOOD?

Then make it BETTER.

Don't rest till you have the BEST—

“ENTERPRISE”

SHARPENING DEVICE



The experience of all users proves that the
“Enterprise” Rotary Smoked Beef Shaver
 greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ½
 of an inch.

**AUTOMATIC ADJUSTABLE FEED
 SELF-SHARPENING DEVICE**

Write us for catalogue describing and pricing Hand,
 Steam and Electric Power Meat Choppers and Rapid
 Grinding Mills, Enterprise Food Choppers, Improved
 Self-Priming and Measuring Pump, and other specialties
 demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
 Philadelphia, U. S. A.

No. 125 (with 2 Blades) \$22.50
 No. 129 (with 1 Blade) 22.50

IN WRITING TO ADVERTISERS KINDLY MENTION “GROCERY WORLD AND GENERAL MERCHANT”

City Dressed Beef—	Per lb
Cholee, native.....	10 - .11
Common.....	07 - .09

Lamb's Tongue, glass jars, pints.....	per doz.	4.75
" quarts.....	"	5.75
" 10-oz. jars.....	"	2.50
" 10-lb. pails.....	per pail	2.50
Tripe, 10-lb. pails.....	per pail	.90
5-gal. kegs.....	per keg	2.00
Pig's Feet, 10-lb. pails.....	per pail	1.00
5-gal. kegs.....	per keg	2.25

Look At It *and* Taste It



The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil**, and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.
105-109 Hudson Street, New York

Western Dressed Beef—	
Choice, native cattle.....	10 .11
Common to fair “	07 .09
City Dressed Veal—	
Prime.....	11 1/2
Good to choice.....	10
Dressed Hogs—	
Pigs.....	.09
Hogs, heavy.....	.09
“ 180 lbs.....	.09
“ 160 lbs.....	.09
“ 140 lbs.....	.09
Dressed Sheep and Lambs—	
Lamb, Western, good.....	.11
Lamb, Western, culls.....	.09
Sheep, choice.....	.09
“ medium.....	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	per doz.	90-1.00
Cow Tongues.....	per doz.	.75-2.00
Calf Heads, scalded.....	per doz.	.50-.75
Sweetbreads, veal.....	per pair	.60-.90
" beef.....	per doz.	1.00
Calf Livers.....	per lb.	.20-.25
Beef Kidneys.....	per doz.	1.00
Beef Livers.....		.06
Ox Tails.....	per doz.	.50-.65
Hearts, beef.....	per lb.	.03-.05
Rolls, beef.....		.14
Tenderloin, beef, western.....		.20
Fresh Pork, loins, city.....		.10
" western.....		.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

TURKEYS—		Per lb.
Western, Y H., 8 to 10 lbs.....	.20	-.22
" Y. T., 15 to 17 lbs.....	.20	-.22
Old hens and toms .....	.19	-.21
Common to Good.....	.15	-.16
3ROLLERS—		
Philadelplbia, fresh killed, 3 lbs. and under to pair, fancy.....	.30	-.35
Philadelplbia, fresh killed, 3½ to 4 lbs to pair .....	.30	-.35
Philadelplbia, fresh killed, 3 to 3½ lbs. to pair, fancy.....	.30	-.35
Western, 4 to 4½ lbs. to pair, fancy ..	.22	-.25
" 3 to 3½ lbs. to pair, fancy ..	.22	-.25
" fair to good.....	.18	-.20
FOWLS—		
Western, fancy.....	.13	-.14
Heavy Roasters, 4 to 5 lbs.....	.19	-.22
Fair to good.....	.17	-.18
Old cocks.....	.10	-.11
Western capons, fancy.....		
" " small.....		

Squabs—	Per doz.
Prime, large, fancy	3.00-3.50
Mixed	2.50-3.00
Dark	1.25-1.75

LIVE POULTRY.

Spring chickens, nearby, 1½ to 2 lbs.....	-	-
Large Springers.....	-	-
Fowls.....	.13	.14
Roosters.....		.10
Ducks.....	.10	.12

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 2, 3 doz. in case.....per doz.		85
" " " " " " " " " "		.85
Large or No. 2, 1 " " " " " " " "		1.40
1-lb. cans, 1 doz. in case.....per case		4.00
2-lb. " " " " " " " " " "		3.75
3-lb. " " " " " " " " " "		5.40
5-lb. " " " " " " " " " "		8.70

SAUER KRAUT.

Extra Quality, 50-gal. tierces.....	4.50
Extra Quality, 15 gals., kegs.....	2.20
Victory, extra fancy, No. 3, 2 doz.....doz.	.75
Spring Garden, fancy, No. 3, 8 doz.....doz	.70
Compass, No. 3, cans, 8 doz.....doz	.67½

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, s doz. in case,	$\frac{1}{2}$ lb. per doz.	1.00
No. 1, round conical, with key,	1 doz.	2.35
No. 2, " " " " " "	1 " "	4.25
No. 3, " " " " " "	$\frac{1}{4}$ " "	6.50
No. 4, " " " " " "	$\frac{1}{8}$ " "	8.50
P. P. Sauce, s doz., No. 1.....	" "	1.50
Atmore's Genuine English Plum Pudding—		
Seedless:—		
Individual, per case of s doz.....		2.00
1-lb. cans, " " " " " "	1 " "	2.25
2-lb. " " " " " "	1 " "	4.00
3-lb. " " " " " "	$\frac{1}{2}$ " "	3.75
4-lb. " " " " " "	$\frac{1}{4}$ " "	3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Jellies—	Per doz
No. 32, jars.....	.97½
No. 5, toy pails.....	\$.45
American, pure apple, tumblers, assorted slices.....	.88
Schimmel's, No. 10, tumblers.....	.82½
National, No. 10, tumblers.....	.72½
National, No. 6, tumblers.....	.49

Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails.....	13½
National, 30-lb. pails.....	.09
Southwark, 30-lb. pails.....	.05½
Southwark, 4½-lb. toy pails, ¼ doz.....	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars.....	.98
Apple, Southwark, No. 3, tins.....	1.00
Apple, No. 5, toy pails.....	2.70
Apple, 30-lb. pails.....	per pail 1.08
Apple, 20-lb. crocks.....	per lb. .07¾
Apple, Schimmel's, 30-lb. pails.....	per lb. .06
Prune, 30-lb. pails.....	per lb. .07½
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz.....	1.70
Southwark, assorted, jars, 2 doz.....	.98
Orange Marmalade—	Per doz.
Hartley's, imported.....	1.85½
Schimmel's, pure.....	1.80
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers.....	4.00
¼-lb. ".....	2.25
Curtice Bros. Preserves—	Per Dos
Cherries, jars.....	4.85
Strawberries, ".....	4.60
Raspberries, ".....	4.60
Apricots, ".....	4.85
Pineapple, ".....	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

Per doz. In cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint.....		0.85	1.95
Castor Oil.....	.45	.85	1.95
Sweet Oil.....	.40	.85	2.95
Spirits Nitre.....	.45	.85	1.95
Spirits Camphor.....		.85	1.95
Spirits Painters' Commercial.....	.45	.85	1.95
Paregoric.....	.45	.85	1.95
Glycerine.....	.45	.85	1.95
Syrup Squills.....	.45	.85	1.95
Syrup Rhubarb.....	.45	.85	1.95
Syrup Ipecac.....	.45	.85	1.95
Turtington Balsam.....	.45	.85	1.95
Golden Tincture.....	.45	.85	1.95
Tincture Arnica.....	.45	.85	1.95
Balsam de Malta.....	.45	.85	1.95
Batemans Drops, rd bots.....	.45	.85	1.95
Godfrey's Cordial, rd bots.....	.45	.85	1.95
Turpentine.....	.45	.85	1.95
Machine Oil.....	.45	.85	
Laudanum, 15c.-size.....		per doz.,	1.90
Laudanum, 25c.-size.....		per doz.,	1.90
5 per cent. discount in gross lots assorted.			
Alum.....		per lb.	.03
50 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.			2.40
" " " 1/2-lb., "			2.60
" " " 1/4-lb., "			2.80
Anker's Beef Capsules.....			3.00

Borax, Powdered, bulk.....	per lb.	..08
" Lump, bulk.....	"	..08
Butter Color, W. & R.....	per doz.	\$.00
Bluestone, bulk.....	per lb	..08 3/4
Coppers.....	per lb	..08 3/4
Camphor, gum, 1-oz. blocks.....	"	..65
" Flakes, 250 bbls.....	"	..02 3/4
" less quantity.....	"	..03 3/4
" Tar Balls, bbls., 250 lbs.....	"	..02 3/4
" less quantity.....	"	..03
Castoria, Fletcher's.....	per doz.	\$.80
" Pitcher's.....	"	..85
Carbonate of Ammonia.....	"	..11
Epsom Salts.....	per lb.	..08
Glauber Salts.....	per lb.	..01 1/2
Glue, ordinary.....	"	..09 1/2
Glue, white.....	"	..20
Goff's Cough Syrup, 25c. size.....	per doz.	1.75
Goff's Herb Bitters, 25c. size.....	"	1.75
Goff's Oil Liniment, 25c. size.....	"	1.75
Goff's Sarsaparilla, 50c. size.....	per doz.	3.50
Goff's Worm Syrup, 15c. size.....	"	1.20
Goff's Horse and Cattle Pwd., 25c. size.....	"	1.20
Goff's Dyspepsia Tablets, 10c. size.....	"	..75
Gum Arabic.....	per lb.	..50
Haarlem Oil.....	per doz.	..40
Licorice, P. & S., 50. stick, Imported.....	"	..36
" M. & R., 5-lb. boxes.....	per lb.	..23
" Loxenges, 5-lb. boxes.....	"	..27
" Y. & S., 5-lb. glass front.....	"	"
" 5-lb. bx., 4's, 6's, 8's, 22's, 16's.....	"	..24
" Root.....	"	..11
Putty, 25-lb. cans.....	per 100 lbs.	2.60
" 50-lb. cans.....	"	1.55
Petroleum Jelly, screw top, 5-c. size.....	"	..35
" 10-c. ".....	"	..75
Paris Green, 100-125-lb. kegs.....	per lb.	24 1/2
" 1/2-lb. packages.....	"	..29
" 1-lb. ".....	"	..28
" 1-lb. ".....	"	..27
Jamaica Ginger, Hires', flasks.....	per doz.	..90
Rosin.....	per lb.	..04
Saltpetre, crystal, barrels, about 350 lbs.....	"	..06 3/4
" granulated, kegs, 100.....	"	..06 3/4
Sulphur, Flour, 175-lb. barrels.....	per 100 lbs.	2.55
" 100-lb. bags.....	"	2.35
" less quantity.....	"	..03 1/2
Venetian Red.....	per lb.	..01
Whiting.....	"	..08
Husband's Magnesia.....	per doz.	2.85
Bull's Cough Syrup.....	"	1.90
Roach Powder, Omega, 4-oz. cans.....	"	..80
".....	per gross	9.00
Roachsalt, 10c.-size, 1 doz.....	per doz.	..80
Iron Glue, McCormick & Co's:—		
No. 5.....	"	..40
No. 10.....	"	..75
Tube V.....	"	..75
McCormick & Co., Bee Brand—		
Insect Powder.....	"	..80
Root Beer.....	"	..80
Talcum Powder.....	"	..80
Triangular Quinine.....	"	..80
Quinine Capsules.....	"	..75



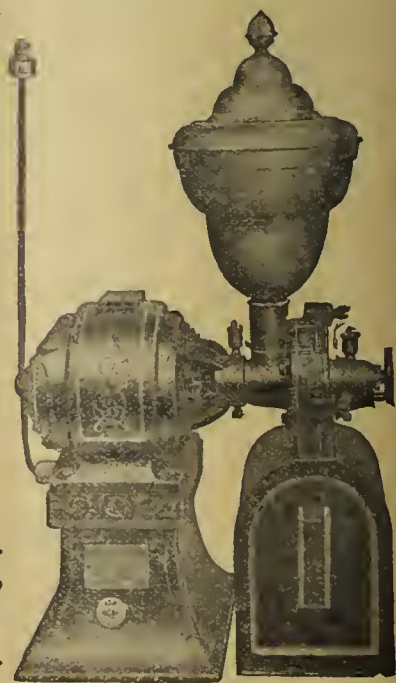
TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for
Tea-store decoration.

TROEMNER'S SCALES and the "STAR" COFFEE MILLS Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.



MORGAN & CORNELL

211 DUANE ST.
NEW YORK

—49—

DRUGGISTS' SUNDRIES.

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio.....	10c. size	.85
	15c. size	1.00
	25c. size	1.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pine- apple, Raspberry, Strawberry, Violet,	10c. size	.80
	15c. size	1.75
	25c. size	2.00
Sauer's Flavoring Extracts:—		
No. 1, Lemon and Vanilla.....	per doz.	.45
No. 2, Vanilla and Rose.....	"	.90
No. 3, Lemon and assorted.....	"	.85
No. 4, ".....	"	2.00
No. 4, Vanilla.....	"	2.25
Assorted cases, Nos. 1 and 2.....		10.80
" Nos. 1, 2 and 4.....		12.80

—50—

LIQUID RENNET AND TABLETS

CIDER.

Corson's Champagne	Per gal.
" Dry Hard .....	.18
Bottled Cider—	.20
Duffy's "184s Apples Juice, 1 doz. quarts	Per case
" " " " 2 doz. pints	3.50
" " " " 2 doz. pints	4.00
Anchor Brand Golden Russet, 1 doz. quarts	3.75
" " " " 2 doz. pints	4.25

—51—

CHEWING GUM.

RICE.

SALT.

WORCESTER SALT.			
Worcester, bbls., contain	8½ lbs.	.....	2.50
"	50 bags, 5 lbs., lim.	.....	4.00
"	22 " 14 "	.....	3.75
"	30 " 10 "	.....	3.75
"	115 " 2½ "	.....	4.00
Worcester, Irish Linen, bags, 250 lbs.	.....		2.50
"	56 "	.....	.65
"	28 "	.....	.35
Worcester Mermald Quick-Dissolving Bath- ing Salt, 300-lb. bags, in bbls.,			
per bbl.	.....		3.00
" Pretzel, bbls. contain 280 lbs.	.....		2.40
" " sacks, 180 lbs.	.....		2.55
" Cheese, bbls. contain 280 lbs.	.....		2.40
Ivory Salt, lime size, 36 wooden boxes to case	.....		2.25
New Ivory Salt, 24 large cartons to case	.....		1.50
Silver Springs, quick freessing ice cream salt, 30 in barrel.	..... per bbl.		2.60
Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.			

—52—

SALAD DRESSING.

SAL SODA.

Bbls., 375 lbs.....	per 100	.65
Kegs, 170 lbs.....	per 100	.82½
60-lb. boxes, bulk or granulated .....		.62

SAUCES

Lea & Perrins' Worcestershire, large..	"	7.50
"	middle "	4.50
"	small..	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz...		.77½
North of England Sauce, No. 8, doz.....		.77½
Chef Sauce, 2 doz., doz.....		.75
Snider's Chili Sauce:—		
Pints, 1 doz.....	per doz.	2.40
½ pints, 2 doz.....	"	1.40
Gallons, 6 jugs in crate.....	per jug	1.00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.....	per doz.	2.40
½ pints, 3 doz.....	"	1.40
Gallons, 6 jugs in crate.....	per jug	1.00

“The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States.”

AN UNSWEETENED CONDENSED MILK

Made by the Originators of Condensed Milk, who for 50 Years have devoted all their Energies to the Production of the *Highest Quality Sanitary Milk*, in which *Gail Borden* was *The Pioneer*.

A Point of Interest to Jobber, Retailer and Consumer

BORDEN'S CONDENSED MILK CO.

EST. 1857

"LEADERS OF QUALITY"

NEW YORK



IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

—53—

SEEDS.

Canary, bush, 60-lb	s. 75	Mustard, Brsw....	.07½
Caraway .....	.18	Mustard, Yellow....	.07
Celery .....	.29	Rape, per lb.....	.05½
Coriander, bleached	.05	Poppy, per lb.....	.10
Flax .....	.05	Sandowx, per lb..	.25½
Hemp, bush, 40lbs.	x. 60		

SODA.

Bl-Carb., xro lbs., ke	.....	per lb.	.01%
Bl-Carb., bulk, 25-lb.	boxes.....	"	.03
Babbitt's Soda, $\frac{1}{4}$ lb.	pkgs., 25 lbs.....	"	.05%
Arm & Hammer bd.,	" s, 36 lbs.....	per lb.	.05%
"	lbs., 36 "	"	.04%
"	" s, 36 lbs.....	"	.05%
Saleratus, Babbitt's bd.,	$\frac{1}{4}$ s, 25-lb. bxs.	"	.05%

SOFT DRINKS.

Root Beer Extract, Hires', 1 dos.....	1.50
Hires' Root Beer, Carbonated, 2 dos.....	.87½
Hires' Ginger Ale, Carbonated, 2 dos.....	.87½
Welch's Grape Juice, case quarts, 1 dos.....	4.50
" " " pints, 2 dos.....	4.75
" " " ½ pints, 3 dos.....	4.25
" " " 3 ounce, 8 dos.....	6.00
" " " ½ gallons, 1 dos.....	8.00
" " " gallons, 6 gal.....	7.50

5 per cent. discount on 5 case lots.

Cluquet Cini Co. :—	Per case
Ginger Ale, extra dry, pints, 2 dos.....	2.10
Sarsaparilla, extra quality, pints, 2 dos.....	2.10
Blood Oranges, extra quality, pints, 2 dos...	2.10
Birch Beer, extra quality, pints, 2 dos.....	2.10
Lemon Soda, extra quality, 2 dos.....	2.10
Root Beer, extra quality, pints, 2 dos.....	2.10

POLISHING AND CLEANING COMPOUNDS.

Klensnab, $\frac{1}{4}$ gross.....	8.50
Bon Ami, 10-cent size.....	$\frac{1}{4}$ gross 8.50
Electro Silicon, 1 dos.....	per dos. .78
Putz Liquid, large, 3 dos.....	per gross, 16.50
Putz Liquid, large, 3 dos.....	per dos. 1.45
Putz Liquid, small.....	per gross, 7.00
Putz Liquid, small.....	per dos. .60
Putz Paste, large.....	per dos. .55
Solarize White Liquid Metal Polish—	
No. 0, sixth-pint cans.....	per gross 9.00
No. 1, half-pint cans.....	" 18.00
No. 2, pint cans.....	" 38.00
No. 3, quart cans.....	per dos. 4.50
No. 4, half-gallon cans.....	" 7.50
No. 5, gallon cans.....	" 13.50

—54—

Solarine Bar Polish—

No. 13, 1-lb. pasteboard boxes, 3 doz. in case, 50 lbs.....per gross 18.00

SOAP—Laundry. Bars, 5 bxs. ^{than}

Acme.....	100	3.50
Acorn.....	100	2.45
Ark.....	100	1.85
American.....	75	8.80
Bee.....	100	3.90
Best, Rabbit.....	100	3.45
Babbitt's New York City.....	60	2.95
Big Master.....	70	2.90
Brown.....	60	2.40
Borax, Dreydoppsl.....	40	8.60
" Pearl, Young & Co.....	40	2.80
" Day & Frick, Novelty.....	40	2.80
" Handsons.....	69	3.70
" Kevenson, large.....	100	4.75
" " small.....	100	3.75
" Kirkman's.....	100	3.80
" Red Seal.....	100	3.80
" Swift's.....	100	4.00
Circus.....	100	3.50
Cotton Oil.....	100	5.80
Coal Oil Johany.....	100	3.57½
Cygnat.....	100	4.00
Dobbins' Electric.....	100	4.15
Dawey.....	100	2.15
Fairy.....	100	4.00
Fals-Naptha.....	100	4.00
Five-case lots freight prepaid.....	100	3.95
German Family.....	100	4.25
Good Morning.....	100	3.85
Glycerine Tar.....	100	3.75
Gloss.....	100	3.50
Grand Pa's.....	50	3.75
".....	100	3.80
Ivory.....	100	7.00
".....	100	4.00
Lenox.....	100	3.00
Life Bnoy.....	50	2.00
".....	100	4.00
".....	100	3.80
Lautz's Naphtha.....	100	3.00
Magic Cleaner.....	100	3.00
Marcellies, laundry size.....	100	5.80
" 5-cent size.....	100	4.00
" toilet size.....	100	4.00
Mayer's.....	50	1.90
Miller's Naptha.....	100	3.75
Naphtha, Swift's.....	100	3.75
Naptha, P. & G.....	100	4.00
Octagon.....	100	3.90
Old Mill.....	100	3.30
Orone.....	100	3.75

—55—

Oleone, Conway's.....	6s	2.45
" Golden.....	6s	2.55
" Emerson's.....	6s	2.35
" Kirk's.....	6s	2.07½
" Philadelphia, 6s blocks.....	2.60	
" " 7s blocks.....	2.60	
" Pennsylvania.....	6s	1.60
" Procter & Gamble.....	6s	3.00
" Young's Best.....	6s	2.80
Pride, Swift's.....	10s	3.75
Pole.....	12s	2.45
Quaker City, boxes.....	10s	2.90
" tins.....	15s	4.00
Sunlight, oval.....	10s	3.85
" twin bars.....	10s	3.95
Santa Claus.....	10s	3.10
Saratoga.....	15s	2.45
Star.....	10s	3.00
Sunny Monday.....	10s	4.00
White Cloud.....	10s	3.85
Wool Soap, large.....	10s	6.75
Wool Soap, small.....	10s	4.00

TOILET SOAPS.

Buttermilk Cosme.....	gross	6.75
Buttermilk Cosme.....	doz.	.60
Buttermilk, Swift's.....	gross	4.05
Castle, imported, Cont'l.....	lb.	.13 $\frac{1}{2}$
Castle, Cont'l, original boxes.....	lb.	.11 $\frac{3}{4}$
Cantaneous, Dr. Raub's.....	dos.	.70
Elderflower, large cake.....	gross	4.40
Fleur-de-lis.....	gross	4.58
Fleur-de-lis.....	dos.	.45
Hearts and Flowers.....	gross	10.25
Maxins Elliot.....	gross	8.10
Oatmeal, 3 cakes in box.....	gross	2.65
Oliva Oil Castile, white, green or mottled, 9 $\frac{1}{2}$ -lb. bars to box.....	lb.	.09
Turkish Bath.....	dos.	.40
Sweetheart, 50 cakes.....	box	3.75
Witch Hazel, 3 cakes, $\frac{1}{2}$ gross.....	gross	3.25
Witch Hazel, Swift's.....	gross	4.05

SCOURING SOAP.

Day & Frick Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars .....	.60
Sapollo, 36 bars	2.25
Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons w/lt each box)	
Kitchen Crystal, 36 bars	3.35

SOAP POWDER.

Pearline, 36 packages	2.70
" 72 "	2.70
" 100 "	2.65

—56—

Soplas, No. 7, 100 packs.....	2.37½
Soplas, No. 18, 100 packs.....	3.90
Sopias, No. 17, 36 packs.....	2.42½
Habblitt's 1776 Powder, 100 6-oz.....	2.30
Finsla, 100 packages.....	3.25
Gold Dust, Fairbank's, 100 18-os. packages ...	4.00
" " " s4 4-lb. " "	4.50
Naptha Borax, 100 packages, large	4.75
" " " 100 5-cent packages.....	3.75
Kirkoline, white, s4 4-lb. packs.....	3.57½
Kirkoline, White, 100 5-cent packages.....	3.50
Young's Pearl Borax, 60 1-lb. packages.....	3.55
Saw Boy Washing Powder, s4 4lb.....	4.00
" " " 50 lb.....	4.00
" " " 100 lb.....	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.....per doz.	.43
Swift's Washing Powder, 100 rs.....	3.85
Swift's Washing Powder, s4 4lb.....	3.85
Pennywash, 1 gross and 144-1 cent cakes free.....	10.25
Powerline, 100 packages.....	3.75
Old Dutch Cleanser, 48 packages.....	3.25

SPECIALTIES.

Anker's Bouillon Capsules.....	1.00
---------------------------------------	-------------

PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade.....	.14	.15	.17
Black, Low Grade.....	.10	.11	.13
White, High Grade.....	.....	.28	.30
White, Low Grade.....	.....	.18	.20
Red, High Grade.....	.....	.21	.23
Red, Low Grads.....	.....	.16	.18
Cinnamon—			
High Grade.....	.22	.23	.25
Low Grade.....	.13	.14	.16
Cloves—			
High Grade.....	.22	.23	.25
Low Grads.....	.16	.17	.19
Allspice—			
High Grade.....	.11½	.12½	.14½
Ginger—			
High Grade.....	.25½	.26½	.28½
Low Grads.....	.10	.11	.13
Mace—			
High Grads.....	.....	.75	.77
Nutmegs—			
High Grade.....	.....	.30	.32
Mustard—			
Yellow, High Grads.....	.19	.20	.22
Yellow, Low Grade.....	.14	.15	.17
Brown, High Grade.....	.14	.15	.17
McCormick & Co., Bee Brand—			Per dor.
Pepper, Cinnamon, Mustard, Cloves, Gin-			
ger, Allspice.....	¾ lb.	.40	
	¾ lb.	.75	
Banquet Brand—			
Mustard, Cinnamon, Pepper, Cloves, Gin-			
ger, Allspice.....	¾ lb.	.40	
	¾ lb.	.75	

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory. Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.=====

No Loss on Loose Goods



¶ Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.
18 to 24 S. Seventh Street, Philadelphia, Pa.

—57—

MUSTARD—Prepared.	Per doz.
jar, s doz.....	37½
No. 8, with spoon, s doz.....	.95
do. so, with spoon, s doz.....	.88
Lucy, large size, s doz.....	.65
lass, tall, s doz.....	.75
and Mustard, No. 8, with spoon,	
s doz.....	.90
ers, glass, s doz.....	.85
ers, glass, No. 10, 4 doz.....	42½

WHOLE SPICES.

CORN STARCH.

Davis, 48 5-cent packages.....	per case	1.80
Davis, 36 10-cent packages.....	per case	2.70
Duyres's, 40-lb., 1-lb. packages.....		.65 3/4
Niagara, 40-lb., 1-lb. ".....		.04 3/4
Cream, 48-lb., 1-lb. ".....		3.45
Kingsford's, 40-lb., 1-lb. ".....		.65 3/4
Murdoch's Oswego—		
1 lb. packages, 40 lb. boxes.....		.07 1/4
1 lb. packages, 20-lb. boxes.....		.07 1/4
Bhis, about 200 lbs.....		.06 3/4

—58—

LAUNDRY STARCH.

EXPENSIVE STARCH.	
Gilbert's Laundry, 40-lb. boxes.....	.03 3/4
" Patent Gloss, crates, 12 6-lb. wd. bxs.....	.05 3/4
" Linen Gloss, 3-lb. cartons.....	.04 3/4
Kingsford's, Pure, 3-lb. cartons.....	.06 1/4
" Pure Gloss, lb. packages.....	.06 3/4
" Silver Gloss, 12 6-lb. wd. bxs.....	.07 3/4
Duryea's, Superior, 3-lb. cartons.....	.06 1/4
" Soda Gloss, lb. packages.....	.07 3/4
" Superior B, bulk.....	.03 3/4
" Satin Gloss, crates, 12 6-lb. wood boxes.....	.07 3/4
Niagara, laundry, 50-lb. bulk.....	.03 3/4
" 1 lb. packages, 48 lbs.....	.04 3/4
" 3-lb. cartons, 48 lbs.....	.04 3/4
" 6-lb. boxes.....	.05 3/4
Celluloid, 64 10-cent packages.....	4.30
" 64 5-cent ".....	2.30
Elastic, 64 10-cent packages.....	5.00
" 64 5-cent ".....	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages.....per package	.08
Starch Polish, 20 cakes.....per box	.50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes...	.07 3/4
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate.....	.08 3/4
Velvet Gloss, about 200 lbs.....	.07 3/4
Snow Gloss, 3 lb. cartons, 48 lb. boxes.....	.06 3/4
Sterling Gloss, 50 lb. boxes per 100 lbs.....	3.85

STOVE POLISH.

	Per gro
Enameline Paste, small, $\frac{1}{4}$ gross.....	4.00
Enameline Paste, large, $\frac{1}{4}$ gross.....	7.00
Enameline, Liquid, large, $\frac{1}{4}$ gross.....	6.65
Enameline, Liquid, small, $\frac{1}{4}$ gross.....	4.90
Electric Paste, $\frac{1}{4}$ gross boxes.....	4.25
Magic Paste, $\frac{1}{4}$ gross boxes.....per doz.	4.75
Parlor Pride, large size.....per doz.	.87 $\frac{1}{2}$
“ “ “.....per gross	10.25
“ “ small size.....per doz.	.70
Climax Enamel $\frac{1}{4}$ gro.....per gross	9.40
Black Jack, $\frac{1}{4}$ gross, per gross.....	6.60
Rising Sun.....per gro.	5.75
Sun Paste, 5-cent size.....“	4.50
“ “ 10-cent size.....“	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of $\frac{1}{4}$ gross.....	1.25
Per box of $\frac{1}{4}$ gross.....	2.50
14 dozen to gross.....	3.00
10-cent size, No. 10, per box of $\frac{1}{4}$ gross.....	2.25
Per box of $\frac{1}{4}$ gross.....	4.50
Per gross.....	9.00

—59—

F. F. Dalley Co.—	
2-in-1, smaller size.....	per doz. .75
2-in-1, large size.....	“ 1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round.....per pkg.	.04½
Excelsior, 24 packs.....	.05½
McAllister, 36 packs.....	.05½
Rosensteins, 1 lb. pkgs., 2 doz.....per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz....per doz.	.35
Red, quarts, 3 doz.....	.70
Silver, pints, 3 doz.....	.35
" quarts, 3 doz.....	.70
Bath Brick, 25 bricks.....per box	.60
Toothpicks, Eureka, 100 boxes.....	1.85
Toothpicks, Perfection, 2 doz.....per doz.	.42½
Royal Glue, 1 doz.....per doz.	.8e
Palst's " " ".....	.40
Carpet Tacks, Wooden Keg, ¼ gross case, assorted, 6, 8, 10's.....per case	.90
Carpet Tacks, Silver Steel, 4 oz.....per doz.	.06
6 oz.....	.06½
8 oz.....	.07½
1e oz.....	.08½
12 oz.....	.09½
Matting Tacks—	
No. 1e, steel.....per doz.	.10
No. 11, steel.....per doz.	.10½
No. 12, steel.....per doz.	.13
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3, Cut Sole Leather, out into taps, 6 inches high	1.50
5½ inches high.....	1.48
5 inches high.....	1.42
4½ inches high.....	1.25
4 inches high.....	1.18
3½ inches high.....	1.05
3 inches high.....	.00
Fly Ribbon.....per gross	4.80
Fly Paper, Tanglefoot.....per case	2.20
Fly Paper, Sticky, 10 cartons.....	3.0e
Sticktite Fly Paper, 100.....per case	2.35
Sticktite Fly Paper, 10 cartons.....per case	2.35
Wax, White and Yellow.....per lb.	.30
ROPE, TIE YARN, Etc.	
Emory Cotton Rope, 30 yds to lb.....per lb.	10½
Emory Cotton Clothesline, 50-ft. hanks, doz.	.8e

—60—

Cleveland, extra fine cotton twine.....	per lb.	.22
Orange Brand, fine cotton twine.....	"	.20
Texas Medium, cotton twine.....	"	.16
Cotton Candle Wick	"	.16
Colored Twine, 8 balls to bx., lb. to bx.	"	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	"	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	per lb.	.16
Best Jute Rope, 16 yds. to lb.....	"	.09
Best Jute Plow Line, 8 yds. to lb.....	"	.09
Jute Clotheslines, 96 ft. to hank.....	per dos.	1.60
Jute Clotheslines, 108 ft. to hank.....	"	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.

Extra Fancy, No. 668.....	40
Extra Fancy, No. 669.....	40
Fancy, No. 670.....	39
Strictly Choice, No. 675.....	38
Choice, No. 664.....	38
Good, No. 679.....	22
Cane Juice, No. 683.....	40
Black Strap.....	11
B. H. F., Horse Food Molasses.....	12

REFINED N. O. COMPOUND.

Gold Mine, lined, with x dos. No. 3 sorow-	
top assns, both freight paid.....	35
Gold Mine, in bbls.....	30
Fancy, No 104.....	32
Fancy, No 105.....	28
Choice, No.....	
Prime, No 108.....	26

PORTO RICO MOLASSES.

Extra Fancy Ponce, No. 637, new crop.....	.38
West India, choice, No. 634, compound.....	.29
West India, choice, No. 512, compound.....	.25
Puerto Rico, No. 668 .....	.15

GLUCOSE.

Three Star A, for confectionery.....	2.75
Five A, for confectionery.....	2.85

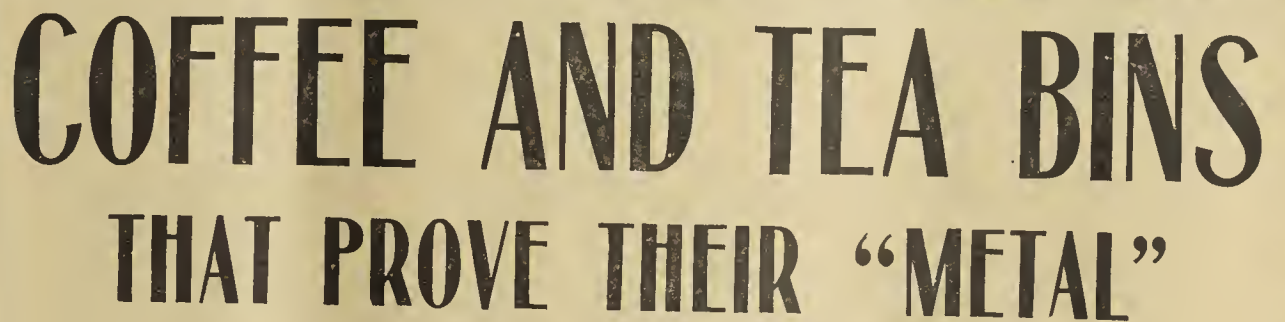
HONEY.

Domestic, barrels.....	per gal.	.69
Selzer's, lunch bottles, 2 doz.....	per doz.	.93
Selzer's, medium bottles, 2 doz.....	per doz.	1.35
Schlummel's, 10-oz. bottles, 2 doz. in case.....		1.45
" 6-oz. " " " " "		.95

REFINED MOLASSES AND

SYRUPS.

Jockey Club, Mason's Quart Jars:—		
4 doz., in barrel.....	per doz.	.87½
" case.....	"	.90
Karo, 10 cent size, 2 doz.....	per case	x .90
Karo, 25 cent size, 1 doz.....	per case	.30
Karo, 40 cent size, ¾ doz.....	per case	.30
Lyle's Imported, No. 2 cans, 2 doz.....	per doz.	x .82½
Globe, No. 2½ tins, 2 doz.....	"	x .12½
Globe, No. 5 tins, 1 doz.....	"	.20



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Monday.

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Circulates in every
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and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

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No. 4.

Contents.

	PAGE
Wiley Finally Condemns Benzoate of Soda in Unsparing Terms.....	6
Drought Menaces Corn and Tomato Packs.....	7
How Shall this Business be Put on a Cash Basis?.....	8
Condition of Food Crop July 1st.....	9
Editorial.....	10
A Lie Nailed.	
The Hard Times and Profits.	
No Use.	
Wiley on Benzoate of Soda.	
They Won't Do It.	
Mr. Van Hoose Ignored the Main Point.	11
Two-Minute Sermons for the Retail Grocer.....	11
Foreign Rice Now Selling in Competition with Domestic.....	12
Profit is Robbery, One Grocer Says..	12
The New York Letter.....	12
First Adulterated Sugar Case Develops in Colorado.....	13
The Norwegian Sardine Packers Form Combine Like American Packers.....	13
Association News.....	13
Correspondence.....	14
Selling Talks With Grocery Clerks.....	14
The Grocery Markets.....	15
Individual Market Reports.....	16
Window Dressing Articles Wanted.....	16
Market Notes.....	17
Legal Department.....	17
Oleo Manufacturers to Keep in Touch with Retailing.....	17
Among the Trade.....	17
The Stroller's Column (Contributed).....	18
A Talk with "Populi."	
Prunes Look Firm.....	18
The Science of Advertising.....	29
Window Dressing for Grocers.....	30
Pennsylvania News Items.....	30
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World " Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	30
Anker's Bouillon Capsules.....	36
American Can Co.....	9
Arbuckle Bros.....	Cover 3
Armour & Co.....	46
Babbitt, B. T.....	Cover 2
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	31
Barber & Perkins.....	8
Bell & Sons, Samuel.....	41
Bishop, R. W.....	30
Blooker's Cocoa.....	36
Bower & Co., John.....	45
Brown & Co., P. F.....	47
Brown Manufacturing Co., Ltd., The.....	37
Buckley, Elton J.....	6
Bucknam & Vanderpoel Co.....	37
Burk, Louis.....	4
Butler Brothers.....	3
Cauchols & Co., F. A.....	42
Ceylon Tea.....	13
Chipman & Wills Broom Co.....	42
Croft & Allen Co.....	38
Daetwyler & Co., R.....	32

	PAGE
Dixon Crucible Co., Jos.....	50
Egg-O-See Cereal Co.....	38
Enterprise Mfg. Co. of Pa., The.....	43
Esterbrook Steel Pen Co., The.....	Cover 4
Fell Manufacturing Co., E. C.....	Cover 2
Fischer & Co., B.....	4
Flischmann's Yeast.....	3
Fly Ribbon Mfg. Co., The.....	32
Forbes, J. P.....	40
Franklin Sugar Refining Co.....	Cover 1
Freihofer Vienna Baking Company.....	41
Fulton & Walker Co.....	48
Glenny Glass Co., The Wm.....	44
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	7
Grocers' Printing Co.....	31
Heacock, H. F.....	42
Hires Condensed Milk Co.....	Cover 4
Indexed Coupon Books.....	40
Iroquois Canning Co.....	9
Johnson, A. W.....	15
Kingsbury, H. P. D.....	36
Knight Cooking Extract Co.....	3
Lamson Consolidated Store Service Co.,	39
Lautz Bros. & Co.....	Cover 2
Lindsley J. V., & Company.....	40
McCahan Sugar Refining Co., The W. J.,	Cover 3

	PAGE
Millbourne Mills.....	39
Moore & Co., E. B.....	Cover 3
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	39
Ohio Match Sales Company.....	44
Philadelphia Electric Co., The.....	40
Pressing & Orr Co., The.....	Cover 2
Quaker City Preserve Co.....	3
Ritter Conserve Co., Philip J.....	37
Royal Specialty Co.....	36
Sauer Co., C. F.....	Cover 4
Shinn & Kirk.....	50
Swift & Co.....	39
Swift & Co., Gloucester, Mass.....	3
Troemner, Henry.....	49
United Store Service and Tube Co.....	40
Van Camp Packing Co.....	36
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	48
Washburn-Crosby Co.....	41
Welles & Davis Mfg. Co., The.....	45
Wells & Richardson Co.....	30
Wilde's Sons Co., Samuel.....	44
Williams Bros. Co., The.....	47
Young & Co., Chas. W.....	16
Young, P. D. F., W. F.....	31
Zahn Tobacco Company, J. F.....	50

Wiley Finally Condemns Benzoate of Soda in Unsparing Terms

Issues His Long Delayed Report on the Effects of the Food Preservative upon the Human System. Says it is Highly Injurious and Should be Excluded from All Food. Suggests that it May Not be, However.

The long-expected report by Dr. H. W. Wiley, chief of the Federal Food and Drug Board, upon the physiological results of using benzoate of soda as a preservative in food, was issued during the week, and the "Grocery World and General Merchant" has received a copy from the Department of Agriculture. The salient portions are reproduced below. The report condemns the use of benzoate of soda and benzoic acid in unsparing terms, and reveals the fact that Dr. Wiley is even more bitter against the use of this preservative than he is credited with being. He concludes that it is "highly objectionable and produces a serious disturbance of the metabolic functions, attended with injury to digestion and health." Upon this he grounds a further statement that its use should not be permitted in any food in any form. That the Federal Food and Drug Board will at once act on this, however, and issue a ruling prohibiting its use is doubtful. Even Dr. Wiley seems to expect this and lets himself down easy by saying that the practical side of the use of benzoate is a different question and has no bearing upon the scientific conclusions which he makes in his report.

The importance of the subject is that every manufacturer of catsups, jams, jellies, etc., with possibly one exception, is using benzoate of soda as a preservative and claims to be absolutely obliged to.

Following are the main portions of the report:—

In the continuation of the work described in Parts I to III of this bulletin, experiments were conducted, according to the general plan already described, to determine the effects of benzoic acid and benzoates upon health and digestion. This investigation is of special importance because of the opinion held by many manufacturers, food officials and consumers that benzoic acid and benzoates are probably the least harmful of the preservative substances employed. It is believed that for this reason there has been a very large increase in the use of these preservatives in the last few years, with a corresponding decrease in the amount of other preservative substances employed. It has also

been claimed that there can be no reasonable objection to the use of benzoic acid by reason of its natural occurrence in many food products, either in traces or in considerable quantities. Among the products cited the cranberry occupies the most prominent position, because of the notable amount of benzoic acid it contains.

These considerations, however, had no determining influence on the choice of this substance for the experimental work, inasmuch as it was included in the original scheme which was prepared before the work reported in Part I was begun.

One reason for the delay in making this report consisted in the fact that various representations were making on the part of manufacturers and others respecting the effect upon the industries using benzoic acid should the conclusions reached in this report receive executive and judicial confirmation. It was thought advisable, therefore, to give ample time to the industries involved to experiment with methods of manufacture looking to the elimination of objectionable preservatives. Investigations were also undertaken by this Bureau in collaboration with the manufacturing interests along the same line. Results of these investigations have shown that there is not a single article of food which has been commonly preserved by means of benzoic acid or benzoate of soda which cannot be preserved and offered to the consumer in perfect condition without the aid of any chemical preservative. This fact has been completely demonstrated in the case of cider and grape juice, mince meat, jelly, jams, catsups, preserves and other articles of the same character, and there seems, therefore, to be no longer any industrial reason for delaying publication, even if the former necessity for such delay be admitted.

It is believed that the distribution of the results of this investigation at the present time will neither work hardship to any manufacturing interest nor interfere in any way with any legitimate business. At the same time it will indicate to the manufacturer, as well as to the consumer, the important truth that the use of benzoic acid or benzoate of soda as a preserving medium is not without danger, that its effects are always injurious or tend to injury, and that its exclusion from food products is desirable, not only in order to conform to the food and drugs act, but also for hygienic reasons.

The greater care which is required in the manufacture of food products without the use of benzoic acid or benzoate of soda, necessitating the use of a higher quality of raw material, will place the industries which would otherwise use these preservatives in foods on a better plane, and secure for their products a greater consumption.

The preservative was given to the subjects of the experiment in all cases in capsules, as experience had shown this to be the best method

from every point of view of administering a substance of this nature.

In the first preservative subperiod there was given to Nos. 1 to 6, inclusive, 1 gram of benzoic acid per day; to Nos. 7 to 12, inclusive, 1 gram per day, with the exception of the first day, when only 0.9 gram was given. During the second preservative subperiod 1.5 grams of benzoic acid were given each day to each member. In the third preservative subperiod 2 grams and in the fourth 2.5 grams were given each day, with the exceptions noted in the table. There were several cases during the fourth subperiod when the preservative, by reason of its ill effects and for other causes, had to be withdrawn. The maximum quantities of benzoic acid, therefore, given during the entire preservative period are 35 and 34.9 grams, and only three men were able to take these amounts. In all of the other cases it was necessary to withdraw a portion or all of the preservative, for the reasons already stated.

The observations made show that both benzoic acid and benzoate of soda, when administered to healthy young men in the quantities described, produce marked symptoms of discomfort and malaise in the majority of cases. There was little difference noted in the effect of the two forms of the preservative in the production of these symptoms. The most common symptoms are nausea and headache, which occurred in nine and eight cases, respectively. The nausea resulted in vomiting in only three cases. Seven of the subjects complained of weakness and also of burning and irritating sensations in the esophagus. Hunger was increased in three cases, and indigestion was especially noted five times.

The fact that these symptoms were not produced in all cases illustrated a point prominently brought out in the previous investigations, namely, the different degrees of toleration of the substance administered in different individuals. It should not be forgotten that the subjects upon whom the experiments were made represent the highest type of health and resistance. Hence, it is fair to infer that with less resistant types, such as children and persons with weak stomachs or other disorders of the digestive functions, or those suffering from impaired vitality in any form, the effects of the administration of the drug would have been more pronounced. It is evident, therefore, that the administration of both benzoic acid and benzoate of soda results in serious disturbances of the digestive functions, with positive indications of illness, which may easily be increased to nausea and vomiting, while headache is a very common symptom, developed together with a feeling of physical weakness and an unfitness to perform ordinary work.

A study of the figures show that in the case of the subjects who received benzoic acid there was an average loss of weight during the preservative period of about half a kilogram, or slightly more than 1 pound, and an additional loss during the after period of 0.46 kilogram, again a loss of about a pound. The loss in weight of those who received benzoate of soda was very much less, amounting to 0.22 kilogram, or about 0.5 pound, during the preservative period, and an additional loss of about 0.36 kilogram during the after period, making altogether a total average loss of 1.3 pounds for the entire observation. This illustrates a fact which is brought out in nearly all of the other studies, namely, that while the immediate effect of benzoate of soda on the metabolic ac-

tivities was less marked than that of benzoic acid, the effect after the withdrawal of the preservative was more pronounced, so that the final result was almost as injurious as that produced by the benzoic acid alone. These facts are graphically set forth in the accompanying charts.

The final conclusion which is drawn from a study of these data is that the administration of benzoic acid as such, or sodium benzoate, in the quantities mentioned, produces a condition of the digestive activities which causes a loss in the weight of the body. In other words, the activities of a katabolic nature, which result in the destruction and excretion of tissue, are greater than those of an anabolic nature, which build up the tissues. This effect does not cease immediately upon the withdrawal of the preservative, but is continued in the majority of the cases throughout the entire after period. Hence, it is evident that the administration of these drugs in foods tends to derange the normal activities of the body and to cause a loss of tissue, resulting not only in disturbances of health, but also in actual decrease in the weight of the body.

The benzoate of soda appears to have had no immediate effect upon the absorption from the alimentary canal, but upon the withdrawal of the drug a diminished absorption took place. This is another indication of the retarded effect of the benzoate of soda. In almost every instance the data submitted show that the effect of the benzoate of soda upon the system is less marked and is produced more tardily than in the case of the benzoic acid.

GENERAL CONCLUSIONS.

From a careful study of the data in the individual cases and of the summaries of the results, it is evident that the administration of benzoic acid, either as such or in the form of benzoate of soda, is highly objectionable and produces a very serious disturbance of the metabolic functions, attended with injury to digestion and health.

As in the case of boric acid, salicylic acid and sulphurous acid, this injury manifests itself in a number of different ways, both in the production of unfavorable symptoms and in the disturbance of metabolism. These injurious effects are evident in the medical and clinical data, which show grave disturbances of digestion, attended by phenomena which are clearly indicative of irritation, nausea, headache and, in a few cases, vomiting. These symptoms were not only well marked, but they were produced upon healthy individuals, receiving good and nourishing food and living under proper sanitary conditions. It is only fair to conclude, therefore, that under similar conditions of administration of benzoic acid or benzoate of soda in the case of weaker symptoms, or less resistant conditions of health, much more serious and lasting injury would be produced.

It was also noticed that the administration of benzoic acid and benzoate of soda was attended with a

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**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

distinct loss of weight, indicative of either a disturbance of assimilation or an increased activity in those processes of the body which result in destruction of tissue. The production of a loss of weight in cases of this kind must be regarded as indicative of injurious effects.

The influence of the benzoic acid and benzoate of soda upon metabolism was never of a character indicative of a favorable change therein. While often the metabolic changes were not strongly marked, such changes as were established were of an injurious nature. It is evident that the administration of these bodies, therefore, in the food tends to derange metabolism in an injurious way.

An important fact in connection with the administration of these bodies is found in the efforts which nature makes to eliminate them from the system. In so far as possible the benzoic acid is converted into hippuric acid. There is a tendency usually manifested, however, to retain the benzoic acid in the body for a notable length of time, and this is much more marked in the case of benzoate of soda than in the case of benzoic acid.

While the administration of both these bodies, therefore, is undoubtedly harmful, the injurious effects are produced more rapidly in the case of benzoic acid than they are in the case of benzoate of soda; the data, however, will show that the total harmful effect produced in the end is practically the same in both cases; hence there appears to be no reason for supposing that the administration of the preservative in the form of benzoate of soda can be justified by any argument relating to the less injurious effect thereof upon health.

The occurrence of microscopic bodies in the urine is undoubtedly increased under the administration of benzoic acid in both forms, thus showing conclusively the tendency to stimulate the destructive activities of the body.

Coming to the final consideration of all these different phases of the subject, there is only one conclusion to be drawn from the data which have been presented, and that is that in the interests of health both benzoic acid and benzoate of soda should be excluded from food products. This conclusion is reached independently of any consideration of the conditions which it is alleged surrounded the processes of manufacture and which result in the demands of manufacturers to be allowed to continue the use of these substances. This is a subject which must be discussed from an entirely different point of view and has no bearing whatever upon the general conclusions which have been reached, namely, that both benzoic acid and benzoate of soda are bodies which, when added to foods, are injurious to health.

Drought Menaces Corn and Tomato Packs.

No Rain in Maryland Growing Sections for Eight Weeks. Corn Hurt Beyond Recovery. Packers Buying on Spot to Fill Future Orders. Tomatoes Threatened, but Not Yet Irreparably Hurt.

The long-continued drought in the corn and tomato growing sections of the East has had a disas-

trous effect upon the growing crops in both lines. The dry spell was broken slightly by light showers last Tuesday evening, but nowhere near as much rain fell as was needed. There is still time for a fair crop and pack of tomatoes, provided rain comes within the near future. It is believed, however, that the corn crop is injured beyond repair. Both canned corn and tomatoes have advanced.

The above statements apply chiefly to the Eastern packing sections where the drought has been most pronounced. There has been no adequate rain in Maryland for eight weeks, and the condition of the growing corn there is very serious. Almost all of the large packers have withdrawn prices on future corn, and some have started in to buy spot corn to use in filling their future orders. Several growers interviewed during the week stated that they had counted on four tons of corn to the acre, but would scarcely get one. One packer whose production averages 30,000 cases, and who has 200 acres of corn, writes that he will not attempt to cut his corn at all—the quality is too poor. The hot, dry weather of

the season has caused the corn to mature too rapidly.

As stated above, this applies mainly to the Maryland packing districts. The situation in Maine is fair, in New York State poor and in the West fair. The general corn market has advanced on spot from 5 to 15 cents per dozen on all Southern grades.

Tomatoes, which are much in the same condition as corn, though not yet as irretrievably hurt, have advanced 2½ to 5 cents per dozen. The season is already late. Last year at this time the pack was going ahead; this year almost none have been packed. The price of fresh tomatoes is much too high for packers' purposes. As stated, however, if rains come in the near future, tomatoes can recover all the ground they need to.

Georgia is still supplying most of the peaches now in Northern markets, the price for the best being \$1.35 per crate. There are a few in from Delaware and Maryland, ranging from 30 to 50 cents per basket. The quality is not very good and the demand is good. The receipts are very heavy.

Your Best Rolled Oats Year is at Hand Provided
You Push **Mother's Oats** Exclusively!



\$1.27 to \$1.45

PER 36 PACKAGES

PROFIT

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Order at once from your jobber. You can afford to push this "Quality Brand" exclusively at these "Quality Profits."

THE GREAT WESTERN CEREAL COMPANY - - CHICAGO

How Shall this Business be Put on a Cash Basis?

A Pennsylvania Correspondent Describes a Prosperous Credit Business and Asks for Suggestions for Eliminating Credit. Advice is to Make Change Gradual Instead of Abrupt.

The following letter is worth some discussion outside the regular Correspondence Department:—

* * * *, Pa., July 16, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—We want to ask your advice in regard to changing our business to a cash basis.

Our town has a population of about 6,000. The main source of income for the laboring man is the railroad pay paid to him about the middle of the month following that in which he earned it. We have a good "farmer trade," as this is an agricultural community. We are located on the main street where a great many people are constantly passing. There is a large department store alongside of us, a new cash store, also seven or eight other stores. We do about \$2,000 worth of business a month—that is, we take in that much cash. About half of this is from cash sales and the balance from goods sold on time, varying from a day or two to months or years.

We own our own building and buy our goods for cash. Before pay day we have at least \$6,000 on our books,

if we include all the old accounts that have accumulated within the last six years.

Now, we understand the N. Y. C. R. R. will pay every two weeks from about October 15th, as the New York State law compels them to do so in that State, and therefore they have concluded to pay every two weeks over the entire system.

We are doing a successful credit business, but too much of our profit is on the books. I believe we could make as much or more money with less labor by selling for cash.

We have two hundred credit customers. One hundred of these are gilt edge. Is there any plan by which we could give them credit without offending others who are "fair" or "slow"?

A great many people own their own properties, yet ask for credit for a few days, as a matter of convenience. Is there any way by which we can retain such trade and cut off the credit of the fair and doubtful trade.

We have no association in our town—credit is easy and petty jealousies abound.

Please do not publish our town or name.

Respectfully submitted,

* * * *

It is a merchant's right, of course, to sell goods on his own terms. He can compel everybody to pay cash, or he can compel some to pay cash and sell to others on credit. Possibly every storekeeper who does a credit business at all has some customer of whom he invariably requires cash. If there is any considerable number of these, however, there is apt to be trouble when they discover that there are some who can buy all they want on time. A frank statement by the dealer that this is so because their credit is better seldom serves to pacify—the person refused credit is extremely likely to grow resentful and take his trade away.

For which reason it is always better, unless impossible, to put all customers on the same basis.

This correspondent's case is rather difficult. In the "Grocery World and General Merchant's" judgment, the result he desires could be accomplished much more easily by a gradual change. At least the writer would try that first, before making the revolutionary change that an abrupt transfer from credit to cash always is, no matter how much notice is given.

The result of such a move very largely depends on the store's position in the community. If it is surrounded by other stores, equally good, which continue to sell on credit, the change from credit to cash would be extremely hard to carry out. On the contrary, if it is admittedly the best store in the community its chances of success are naturally much better.

What this correspondent seems to have in mind is not so much to put all his trade on a cash basis, as to weed out the poor credit business, and hold on to the good. That is one reason why the advice is to go into the thing gradually. It is assumed that the trade of this store can be divided into three classes:—

1—Cash customers.

2—Good, prompt-paying credit customers.

3—Slow credit customers.

The first class are already on a satisfactory basis. The second are probably also on a basis which satisfies the correspondent, judging from the desire he manifests to retain them. So that unless he feels that he needs to put the second class on a strict cash basis, the whole trouble lies with the third class. As to

You Don't Learn to swim through a correspondence school.

You Don't Learn All there is to know about our Low Prices by Reading these advertisements in the GROCERY WORLD AND GENERAL MERCHANT.

You HAVE to get INTO the WATER.

You HAVE to get INTO ACTUAL BUSINESS RELATIONS with us.

Smith, Yingling & Co.'s New Pack, Fancy White Cherries in good syrup, No. 2 Cans, 2 dozen per doz., \$1.00
Extra Red Cherries in good Syrup, No. 2 Cans, 2 dozen per doz., .95
Red Cherries, No. 2 Cans, 2 dozen per doz., .90

These are the best values in Eastern-packed Cherries we have seen for years. The quality of all being first class and the price much lower than usual.

Red Letter Br. Cal. Royal Anne Cherries Extras, extra large fruit, very heavy syrup and very fancy goods in every particular, No. 2½ Cans, 2 dozen per doz., 2.50

Roman Gold Brand Cal. Extra Stand. Genuine Bartlett Pears, very fine quality white tender fruit, No. 2½ Cans, 2 dozen per doz., 1.80

Yellow Hammer Brand Stand. Cal. Genuine Bartlett Pears, fine fruit, good syrup, No. 2½ Cans, 2 dozen per doz., 1.60

New Norway Mackerel, now due and will be in and ready for shipment by Wednesday or Thursday of this week, No. 2s, 260 to 280 fish to the bbl. per bbl., 16.75
No. 3s, 330 to 350 fish per bbl., 15.25

Plymouth Rock Gelatine, either pink or white . . . per gr., \$13.35
Per dozen 1.12½

Fancy Carolina Rice, almost full head, clean, white and flinty, 100-lb. bags per lb., .06½
5 or 10-bag lots per lb., .06

Cable Brand Fancy Pink Alaska Salmon, 1-lb. tall cans, 4 dozen per doz., 1.00
5 or 10-case lots per doz., .97½

This is a particular fine quality pink Salmon with a most attractive red and gold label.

Cheshire Brand Bicarbonate Soda, 112-lb. kegs . . per keg, 1.68

Sagros Brand Peanut Butter, 6 oz. Tumblers, 2 doz. per doz., .65

Excellent Brand Maine Style Crushed Corn, full cans, sweet and tender, TEN CASE LOTS OR OVER per doz., .65

Fancy California Lima Beans, bags about 80 lbs. . per lb., .05½
5 or 10-bag lots per lb., .05¼

Coddington's Wax Strings, 10 boxes in a case . . per case, 1.30

Joan of Arc Red Kidney Beans, No. 2 Cans, 2 doz. per doz., .75

Pure New Orleans Molasses, in half barrels, good color, good flavor, an elegant baker per gal., .30

Ivin's Highest Grade Fig Bars, pure, single layer boxes, about 16 lbs. each per lb., .08¼

Maconochie's Kipperd Herring, 1 lb. flat oval cans, 2 dozen per doz., 1.40

These Prices for This Week Only—July 27th to Aug. 1st, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street **Phila., Pa.**
28 N. Delaware Avenue

them, this correspondent ought to fix upon the utmost limit of the credit he is willing to give them. Say thirty days or two weeks, or even one week. Once the term is decided every credit customer in the third class should be notified by a personal courteous letter that hereafter all bills are payable in thirty days, fourteen days, or one week—whatever the term is. The change should be rubbed in by a rubber stamp or sticker on each statement, and by the sending out of bills strictly on time. There should also be a rule, though this had better not be communicated to the customer until the need for it arises, that until the first bill is paid no more goods will be supplied except for cash. There will probably be a few clashes over this part of the rule, but most of them can be settled by a little diplomacy, and once the thing is swung it will demonstrate itself as worth all the risk, trouble and friction which it caused. This plan would likely involve some small loss of trade, but not much.

If this correspondent is not satisfied to make the change gradually in the manner described, but wishes to make the cash plunge all at once, he must expect some falling off in his business, though some of this can be avoided by giving long advance notice of the change and meanwhile constantly talking the plan and preparing the customers for it, in a diplomatic way. Gradually the business may be built up again to its old volume, but the correspondent must expect some hard work. It is generally admitted by those who have done it, however, that a cash basis is worth all it cost, even though that cost be great.

What do the readers of the "Grocery World and General Merchant" think of this problem?

Condition of Food Crop July 1st.

Corn, Wheat, Oats, Barley, Rye, Potatoes, Rice and Several Other Crops All Show Up Better than Last Year.

The Crop Reporting Board of the Bureau of Statistics of the United States Department of Agriculture finds, from reports of correspondents and agents of the bureau, as follows:—

Corn.—The preliminary estimate of the acreage planted in corn is 100,996,000 acres, an increase of 1,065,000 acres, or 1.1 per cent., as compared with the final estimate of the acreage planted last year.

The average condition of the corn crop on July 1st was 82.8 per cent.

of a normal, as compared with 80.2 on July 1, 1907, 87.5 on July 1, 1906, and 85.6, the ten-year average on July 1st.

Wheat.—The average condition of spring wheat on July 1st was 89.4 per cent. of a normal, as compared with 95.0 last month, 87.2 on July 1, 1907, 91.4 on July 1, 1906, and 87.6, the ten-year average on July 1st.

The average condition of winter wheat at time of harvest was 80.6, as compared with 86.0 on June 1st, 78.3 at harvest, 1907, 85.6 in 1906, and 80.2, the average at time of harvest for the past ten years.

The average condition on July 1st of spring and winter wheat combined was 83.9, as compared with 89.4 last month, 81.6 on July 1, 1907, 87.8 on July 1, 1906, and 82.9, the ten-year average.

The amount of wheat remaining on farms on July 1st is estimated at 5.3 per cent. of last year's crop, equivalent to 33,797,000 bushels, as compared with 54,853,000 on July 1, 1907, and 42,012,000, the average for the past ten years of the amount on farms July 1st.

Oats.—The average condition of the oats crop on July 1st was 85.7, as compared with 92.9 last month, 81.0 on July 1, 1907, 84.0 on July 1, 1906, 92.1 on July 1, 1905, and 87.5, the ten-year average on July 1st.

Barley.—The average condition of barley on July 1st was 86.2 per cent. of a normal, as compared with 89.7 last month, 84.4 on July 1, 1907, 92.5 on July 1, 1906, and 88.3, the ten-year average on July 1st.

Rye.—The average condition of rye on July 1st was 91.2 per cent. of a normal, as compared with 91.3 last month, 89.7 on July 1, 1907, 91.3 on July 1, 1906, and 90.1, the ten-year average on July 1st.

Potatoes.—The acreage of Irish potatoes is estimated as 3,198,000 acres; that is, 2.4 per cent., or 74,000 acres more than last year. The condition of the crop on July 1st was 89.6 per cent. of a normal, as compared with 90.2 on July 1, 1907, 91.5 on July 1, 1906, and 91.6, the ten-year average on July 1st.

Rice.—The acreage of rice is estimated as 655,600 acres; that is, 4.5 per cent., or 28,300 acres more than last year. The condition of the crop on July 1st was 92.9, as compared with 88.7 on July 1, 1907, and 87.2, the average on July 1st of the past nine years. The acreage as compared with last year and condition compared with a normal, respectively, for the important rice States are: South Carolina, 106, 88; Louisiana, 109, 95; Texas, 98, 91.

Sugar Cane.—The average condition of sugar cane on July 1st was 91.7, as compared with 91.3 on June 1st, 92.8 on July 1, 1907, and 89.3, the average on July 1st of the past six years. The condition on July 1st in the most important sugar cane States was: Louisiana, 93; Alabama, 88; Georgia, 90.

Sugar Beets.—The average condition of sugar beets on July 1st was 86.9, as compared with 86.2 on June 1st, 91.2 on July 1, 1907, and 83.7 on July 1, 1906. The condition on July 1st in the most important States was: Michigan, 87; Nebraska, 90; Colorado, 85; Utah, 92; California, 85.

Minor Crops.—The condition on July 1st of this year and a year ago of several other crops is shown here-with:—

Crop.	July 1, 1908.	July 1, 1907.
Watermelons	81.4	79.0
Cantaloupes	82.7	72.7
Beans	90.0	86.8
Peanuts	88.2	84.2
Oranges	91.4	84.0
Lemons	92.9	89.7

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

BADLY COOKED *Versus* WELL COOKED CORN



The reason **Onarga Country Gentleman** Corn has such a different flavor from other canned corn is not so much on account of the superiority of the corn, though we use the finest corn grown.

It is mainly due to the difference in the cooking. There was never a can of corn cooked by the old method that wasn't uneven—cooked too much in one place or not enough in another. **Onarga** Corn is cooked in the new automatic cooker, that cooks it all evenly, and the difference that this makes is the difference between any badly cooked and rightly cooked food.

**Iroquois
Canning Company**
Onarga, Illinois

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Monday, July 27, 1908.

The New Orleans "Trade Index" is an insignificant house organ which several months ago was denied the second-class use of the mails by the United States Government on the ground that it was not a legitimate trade paper. In its last issue appeared the following:—

The "Grocery World and General Merchant," of Philadelphia, for some unaccountable reason has been publishing a series of editorials attacking Kellogg's Toasted Corn Flake Co. The onslaughts of the "Grocery World and General Merchant" are always so very unjust that they are hardly worthy of notice, but in the case of Kellogg's Toasted Corn Flake Co. we are in a position to say that no company deals more fairly with the retailer. We have taken the trouble to investigate and find that every retailer in this city is emphatic in his expression of satisfaction with the treatment accorded by this company; and it is a notorious fact that the retailers of New Orleans are extremely jealous of their rights and will not for a moment stand for unfair treatment. There is not a single establishment in New Orleans that does not carry Kellogg's Toasted Corn Flakes and find it a ready seller with an ample margin of profit. This is all that need be said.

According to this sheet, it "has taken the trouble to investigate, and finds that every retailer in this city is emphatic in his expression of satisfaction with the treatment ac-

corded by the Toasted Corn Flakes Co." Only two minutes are needed to show this to be a silly lie. There are 1,125 grocers in New Orleans. How likely it is that the New Orleans sheet interviewed them all, or a quarter of them, we leave it to our readers to judge. The "Trade Index," to curry cringing favor with an advertiser, has simply made one of those reckless, careless statements which everybody recognizes as a lie the moment it is uttered.

It must be generally agreed by all that the hard times, now happily lifting, have been productive of one reform in mercantile lines—the improvement of profits and the elimination, temporarily at least, of the tendency to cut prices. There is scarcely a manufacturer or a merchant, wholesale or retail, who has not found his volume of business cut down from 10 to 50 per cent. during the last six months, particularly in the early months of this year. Most of them have not, however, been so fortunate as to be able to cut down their expenses to anything like that extent; in fact, many merchants known to the writer have not been able to cut down their expenses at all.

This has absolutely necessitated better profits, and because the alternative was disaster, the better profits have been gotten. Gotten, they have felt good in the mouth, and many a retail merchant has mentally resolved to be more generous with himself from now on. This feeling will pass, of course; a controlling part of the retail trade always seems discontented with prosperity that lasts any time. But to have it even temporarily is obviously just that much better than not to have it at all.

The "American Meat Trade and Retail Butchers' Journal," made a suggestion in its last issue which will greatly interest grocers:—

No Use.

Undoubtedly butchers who can see their way clear to sell groceries at a profit should at once engage in the business. One has not noticed any cables on the grocer which prevents him from engaging in meat selling. The trouble we find is that frequently the grocer makes a leader of his meat in order to get a profit upon his grocery stock.

Perhaps if the butcher would observe the wrinkle by reversing it, he by that means will be able to bring the grocer to see that he is

"I'll Learn Yez"



Said the Cook to the Clerk—
"Did n't I tell you never to send me anything but Kellogg's when I order?"

TOASTED CORN FLAKES
—WON ITS FAVOR THROUGH ITS FLAVOR—CRISP, DELICIOUS
THE PACKAGE OF THE GENUINE BEARS THIS SIGNATURE

W. K. Kellogg
TOASTED CORN FLAKE CO., Battle Creek, Mich.
Canadian Trade Supplied Exclusively by the
BATTLE CREEK TOASTED CORN FLAKE CO., Ltd., London, Ont.
Copyright, 1908, by Toasted Corn Flake Co., Battle Creek, Mich.

Please mention *Evening's Magazine* when you write to advertisers.

The Kellogg Toasted Corn Flake Company's magazine advertisement for August. An illustration, by the Kellogg Company itself, of the refined type of families into which Kellogg's Toasted Corn Flakes go.

not the "only one," and may be induced to arbitrate.

There was a case in point in one of the cities on the line of the New York Central in the State of New York. Two business men, the one a master butcher and the other a grocer, were doing business within a stone's throw of each other. Both sold meat and groceries. The grocer made a leader of meats, which the butcher, playing his hand, had to see them as a drawing card. He played a leader, which was groceries, with the result that the kitty got both their stakes.

What was the result? Both, as we have intimated, were pretty shrewd business men, who were not dispositioned to work entirely for the "widow." So they arranged to meet, and after a conference, each determined to pull out what was foreign to his business and inclination, and to-day, considering conditions, are doing well. The fact of the grocer's dispensing with the sale of meat as unprofitable made good customers for the butcher, while the action of the butcher did a world of good for the grocer.

No reasonable man would attempt to argue that the butcher has not exactly the same right to sell groceries as the grocer has to sell meats. In the old days the two lines were separate and distinct. The grocer sold no meats, and every town held half a dozen butchers, more or less, who killed their own meats and sold nothing but meats. In the last few years this has greatly changed. Meats are now sold by probably 75 per cent. of the retail grocers, and the exclusive butcher

is gradually growing extinct. It is quite probable that in all Philadelphia there are not a hundred stores that sell meats alone.

So that the grocers, being so largely in the majority, have little to fear from the competition which the "Meat Trade Journal" would incite.

Dr. H. W. Wiley, chief Government chemist, has placed his antagonism to benzoate of soda as a food preservative on an official basis.

He has now issued his long-delayed report of the experiments to ascertain the effects of the drug upon the human system. Without stint he condemns it and contends that it should never be permitted in food in any form. One feature will condemn the results of the experiment in the public and also the unbiased scientific mind: As in all similar experiments he administered the benzoate in capsules, instead of distributing it through the food as when used for preservative purposes. That when he does that he changes the physiological effect, would seem fairly clear. Scientists quite as eminent as Dr. Wiley say he does, at any rate.

The subject will, of course, never be settled until the courts settle it. That the Federal Food and Drug Board will at once forbid the use of benzoate because of Dr. Wiley's report has been practically settled by their treatment of his former efforts to induce them to do that. Almost certainly they will do no such thing, and Dr. Wiley knows it and shows that he knows it in his concluding paragraph. He says there in substance that the conclusions he has reached are only scientific, and that their application to the use or no use of benzoate in food constitutes another question. That being interpreted probably means that even though he has demonstrated the scientific conclusion that benzoate should not be used in food, it by no means follows that the authorities can, should or will forbid its use.

One of the resolutions adopted by the convention of the Southern Wholesale Grocers' Association, and outlined in the last issue, will be conspicuous for its extreme lack of results, in the judgment of this journal. The resolution was as follows:—

They Won't Do It.

That wholesale grocers be discouraged from competing either by direct manufacture or pack of private brands, against manufacturers who are pushing their own brands and show a desire to work through wholesale grocers.

This is directly apropos of a subject which has been recently discussed, quite comprehensively, in the pages of this paper. The point is this: If manufacturers, acceding to the jobbers' demands, cut off the chain stores and the buying combines, not to speak of maintaining limited price systems, and so on, should not the jobber, in return, cut out his private brands and cease manufacturing? As pointed out, practically all jobbers have some private brands, which directly compete with proprietary package goods. Further, many jobbers, such as Austin, Nichols & Co., F. H. Leggett & Co., and others, are manufacturers as well, surpassing in their output many a regular manufacturer.

The answer to this question is yes, they should, but does anybody expect that they will?

North Carolina sweet potatoes average \$4 per barrel. The quality is good and the demand fair.

Mr. Van Hoose Ignored the Main Point

Talks of the Manufacturers' Unfairness in Selling Some Retailers and Not Others, but Ignores the Fact that Some Retailers are Carload Buyers, while Others are One Case Buyers.

At the yearly convention of the Southern Wholesale Grocers' Association, held at Asheville, N. C., last week and briefly reported in the last issue of the "Grocery World and General Merchant," President Van Hoose indulged in some reiterations of the conventional jobber's opinion that no retailer, however large, or no combination of retailers, should be permitted to buy direct from the manufacturer.

Some extracts from Mr. Van Hoose's remarks, which were rendered in the course of a report, as president, of the year's work, are as follows:—

While this is an organization of wholesalers, we must and should unceasingly recognize and care for, just as far as courtesy and the laws will permit us, the rights and best interests of the legitimate retailers. It is essentially unfair for some retailers to purchase goods from manufacturers at wholesale prices, and then proceed to fight other retailers tooth and nail for their living with the consumers' trade. The retailers who stick to their legitimate business of selling consumers, giving their very best time and attention to keeping their stocks in good order, clean and attractive; strive to procure the best goods at lowest prices, and to place all of their experience, capital and equipment at the service of the consumer, are grievously injured and have a right to feel hurt when they see all of this discounted and go for naught, because some manufacturer has allowed another retailer the privilege of buying goods direct and at lower prices than he can buy.

Quite naturally, therefore, retailers all over the territory identified with the Southern Wholesale Grocers Association, and all over America, are arousing themselves and are calling upon the wholesalers to also use their best moral influence in showing to manufacturers how unfair and unjust is the practice of supplying some retailers at wholesale prices and denying the same privilege to others. Every retailer should be treated exactly alike. This question of commercial justice should not be settled by any manufacturer on the percentage basis. Justice knows no such question as percentage. Right is right and wrong is wrong. Consistency is consistency, and a jewel is a jewel. No imitation of consistency or of a jewel will be accepted. The real thing is demanded, and the real thing should be furnished. An imitation of consistency is branded as a sham. An imitation of a jewel is tossed aside as "pinchbeck."

Surely it now appears reasonable that manufacturers who have in the past been necessarily compelled to follow practices which were more or less unfair and inconsistent should now with better organization, with better shaping up and alignment of distribution, be able to individ-

ually settle for themselves the question as to whether they will sell to wholesalers or to retailers. Down deep under this whole question lies the broad, solid bedrock of our American conviction of fairness. America is not yet ready, and unless the signs of the times change it will be a long day in the future before America is ready to see the middleman eliminated and the manufacturer distribute his goods direct to the consumer. The manufacturer is not yet able, and the country is not yet prepared for such a system of distribution. America has grown strong and rich along these lines, with the guarantee to every man to protect him and his dependent ones in his right to labor and to thus care for his dependent ones.

Pending that time the legitimate wholesaler and legitimate retailer and the great army of their dependent ones have the right, and should sternly demand room in which to exercise the right, to earn a decent living in their respective spheres of usefulness. In the exercise of those rights they should insist upon as well as aid the manufacturers in reaching a decision as to whether he wishes to sell wholesalers or retailers, either one or the other, not to both.

This argument, like every other which the jobbers have used in their fight against organized retailers, is based on false premises. Mr. Van Hoose dwells on the gross unfairness of a manufacturer in compell-

ing one retailer to buy of a jobber, while selling another one direct at a less price. So it would be unfair if the two retailers were in the same class, but suppose one was a carload buyer and the other a one-case buyer? That feature of the case is wholly ignored by Mr. Van Hoose, and by all other jobbers as well. As a matter of fact, they have to ignore it, for they have no answer to the proposition that a retailer has a right to all the buying facilities which the size of his purchase entitles him to. If he is a one-case buyer he should not buy from a manufacturer any more than a carload buyer should buy from a jobber. It is also to be further observed that any proposition which goes contrary to the national laws of trade and of mercantile life is sure to fail in the end.

Meat Packers Will Fight Advanced Freight Rates.

That the meat packing industry is to have an important place in the coming contention between the railroad and shipping interest of the country upon the proposed increase in freight rates is evidenced by the appointment of James S. Agar, president of the American Meat Packers' Association, upon a committee of eighteen, representative of the largest shipping interests in the country to fight the proposed rate.

Two-Minute Sermons for the Retail Grocer

XLVII.—A Trainer of Managers.

The manager who gains the reputation of being a trainer of managers has a standing in his line which is hard to beat.

It may be discouraging to train up a competent young man, put him through the business paces, as it were, and then have a rival firm employ him as manager, but there is compensation for the loss.

In the first place that kind of a young man gives good returns for the salary paid him, as he is going through the paces, for he has the right kind of stuff in him. Then there is a great deal of satisfaction in knowing that you have helped a worthy man to better himself. When he goes with the rival house, if his former manager is the right kind, he will take with him a kindly feeling which will insure his old manager an absolutely square deal

at his hands, and then the old manager will be so well acquainted with his every peculiarity that he will always understand him better than others who have not been so closely connected with him.

If the old manager is broad and capable he will be glad to see the young man advance, even though he loses his services, and his gratification because of the young man "making good" after attending the school of experience under his guidance will more than pay him for past trouble. Then he gains the reputation with the balance of the trade of being so thoroughly competent himself that all those working for him have competence thrust upon them, and that kind of a reputation is a pretty good thing, and his recommendation is a passport to better things.

F. A. P.

The New York Letter

Preparing for the New York State Convention of Retailers August 10-13. Still Figuring Over Dried Fruit Contract. Chief Issue is Over Discount. Rochester Retailers Talking Sale of Vegetables by Weight.

Special Correspondence of "Grocery World and General Merchant."

New York, July 24, 1908.

Among those who are to speak at the eighth annual convention of the New York State Association of Retail Grocers, to be held in Jamestown, August 10th to 13th, are National Secretary Green, former Secretary Mason, President Otten and L. J. Callanan, of the New York City society; President Lohman, of the Brooklyn society; Secretary Pratt, of the Olean society, and others.

In the discussions the utmost latitude is to be allowed so as to enable every member who desires to offer suggestions and to give his ideas as to means of bettering trade conditions. It is expected that nearly all the important subjects that are now before the trade for consideration, such as the interrelations of manufacturers, jobbers and retailers, and the matter of fixed prices, will receive attention.

The delegates from this city and a number of other grocers and friends will start for Jamestown Sunday morning, August 9th, and are to arrive in New York on the return trip on the following Saturday morning. The itinerary, as arranged by Secretary Charles Thorpe, calls for fraternal visits at a number of the up-State cities and towns where the visitors will be entertained by members of the local associations.

Secretary Beckmann, of the National Wholesale Grocers' Association, is having printed the new form of dried fruit contract which the Eastern buyers wish to have adopted. The contract is to be circulated among the buyers for the purpose of getting as many as possible to agree not to make any purchases except in accordance with this form of contract. In this way it is hoped to compel the California packers and sellers to accept the contract.

This action followed a conference held several days ago, at which were present Vice-President Theodore Whitmarsh, of the Jobbers'

National Association, and J. C. Mahlan, the chairman of its Contract Committee; also President W. L. Juhring, of the New York Dried Fruit Association; President R. G. Bursk and Secretary A. M. Graves, of the Pennsylvania, Delaware and New Jersey Wholesale Grocers' Association; John Carey and W. J. Young, of the Grocers' and Importers' Exchange, Philadelphia; Secretary W. L. Delaney and other members of the Pittsburg Wholesale Grocers' Association.

Following this conference, efforts were made to adjust matters with the packers' representatives and these efforts being fruitless, the jobbers proceeded to have their contract printed and circulated. The sellers are inclined to think, it is said, that the jobbers will not stand firmly together in support of the contract, and that after a few sales are made in disregard of such contract the jobbers generally will accept terms similar to those which the sellers have been proposing.

The chief issue is that the jobbers ask for the 1½ per cent. discount after examination on delivery. The seller is willing to give the discount only when payment is made within a few days after shipment without regard to the time of delivery and without waiting for an examination at this end of the route.

The sale of vegetables generally by weight is again being agitated quite strongly. The Rochester Retail Grocers' Association, at a meeting held Monday last, decided to do everything possible to bring about this method of selling vegetables throughout the State. Delegates to the State grocers' convention at Jamestown were directed to try to have the subject taken up by the State Association with a view to such action as may best bring about the desired result.

Park & Tilford imported a quantity of toothpicks in packages of a dozen, each package being inclosed in a tube made of gelatine. The Collector of the Port decided that the

tubes would be of use after the toothpicks had been removed and he therefore assessed a duty on the tubes. The importers claimed that the tubes should be entered free of duty as coming within the class of usual coverings. The Board of United States General Appraisers Tuesday sustained the importers, saying that it had not been proved that the tubes have a value independent of the toothpicks.

A new brokerage firm which will make a specialty of cereals is Muns Bros., 105 Hudson street. Edward B. Muns was for many years with Francis H. Leggett & Co., and Robert W. Muns was for a long time with the Quaker Oats Co.

Some of the cocoa manufacturers say that the decline in the price of the bean, to which attention has been called, has not been felt much as far as the finer grades of beans are concerned.

FRED. A. MCGILL.

Foreign Rice Now Selling in Competition with Domestic.

Our Own Varieties are High and Bassein and Java Rices are Both Selling Here on a Lower Basis than Corresponding Grades of Domestic.

For the first time in many years imported rice is now selling in this country in competition with domestic, which is high and has been high for some time. During the week some sales of Bassein rice, transhipped from Holland, have been made in Philadelphia at 5 cents delivered. The same grade in domestic rice would have cost 6¼ cents.

The American jobbing trade is also taking interest in imported Java rice at 5⅞ to 6¾ cents, which offers a somewhat better value than the same price invested in domestic rice.

New potatoes are still steady, the range being still 50 to 60 cents per basket and the receipts entirely from nearby.

Profit is Robbery, One Grocer Says

In Further Discussing Last Week's Question as to Whether to Cut a Price Below a Profitable Point or Lose a Customer, Another Correspondent Says Stick to Principle and Let the Customer Go, if Necessary.

Below appear communications from subscribers to this journal which further discuss the question asked by A. M. Horst, of Hagerstown, Md., and answered by the "Grocery World and General Merchant" in its last issue, viz., should a retailer cut the price of sugar, for instance, to a valuable cash customer for the general line, and to a point below where he can profitably afford to sell, through the fear that if he does not the customer will transfer his trade to a competitor, who, according to the customer, sells sugar at the price at which he is demanding to buy it:—

131 N. Sixteenth street,
Philadelphia, Pa., July 18, 1908.
Editor "Grocery World and General Merchant."

The answer to the attached question is easy.

First.—Don't lose the customer so long as you can do business with "it" at a fair profit in the long run.

Second.—Cut the price on sugar and "soak it" on something else, either in price, measurement or weight. There are many methods to get even with this kind of a patron.

Ethics and business do not mix. Morals and business do not mix.

Profit, at the best, is robbery, and consequently it makes little difference how, where and when the robbery takes place.

If profit is justified at all, then it must and should be made in "any old way."

Send this to Mr. Horst or publish it, just as you elect.

Yours truly,
J. C. WAKELEY.

Easton, Pa., July 20, 1908.
Editor of "Grocery World and General Merchant."

Dear Sir:—Notice an article in your issue of July 20th from A. M. Horst, of Hagerstown, Md. Think his question is an easy one to answer. His price for sugar is as cheap as he can afford to sell it and give honest weight. I think from the tone of his letter he is not in the cut-rate class. All honor to him for not joining them—don't think their mode of business an honorable one. We have them in all communities. We should use all customers alike, regardless of their financial circumstances. This has been our rule for the past fifty years in the grocery business. We never yet have been obliged to cut prices in that time on any standard article in our trade, and our experience proves that the only honorable way to do business is to put a reasonable profit on all goods in stock and maintain it, and any good customer will honor you for it.

Yours truly,
CORNELL & MICHLER.



Little Rock, Ark.

The Little Rock (Ark.) Retail Merchants' Association, in its last weekly bulletin, makes the following suggestions regarding out-of-town buying:—

OUT-OF-TOWN BUYING.

We have had a good deal to say on this subject from time to time, but feel that it is one of such importance that it will bear repeating. A great many merchants allow their wives and other members of their families to purchase goods from agents and others passing through the city.

Then again some merchants themselves are guilty of out-of-town buying. Salesmen for tailoring establishments, shirts and underwear, etc., come into our city and while we are ashamed to admit it, get some orders from merchants themselves. This money sent out of town for goods that should be bought from home merchants certainly does not help to build up our city.

There ought to be some way to make these traveling retailers pay a license, but the people themselves are really to blame and should have enough pride in their home city to refuse to purchase out of it what they can buy to just as good advantage in it. How many merchants allow their wives and other members of their families to buy goods out of town that might just as well be bought here and the money kept at home?

Youngstown, Ohio.

The City Council of Youngstown, Ohio, has instructed the City Solicitor to co-operate with the County Prosecutor in an investigation of the Youngstown Retail Grocers' Association, which Councilman John R. Davis declares to be a trust, the great object of which is to annihilate competition. The instructions of the Council were to have the investigation conducted before the Grand Jury.

First Adulterated Sugar Case Develops in Colorado.

Dairy and Food Commissioner Finds Fifty Samples Containing Two to Twenty-five Per Cent. of Corn Starch. Flour Also Present.

The Colorado Dairy and Food Department has stirred up something new in the food adulteration line. They claim to have found fifty samples of adulterated pulverized sugar. Up to this time there have been no cases of adulterated sugar anywhere in the country.

The Colorado Commissioner declares that all the samples examined

contained corn starch. Some contained flour. One manufacturer admitted the use of 2 per cent. of corn starch and stated that it was a trade custom followed by everybody. The Colorado Commissioner claims to have found as much as 25 per cent. of starch in some samples.

The Norwegian Sardine Packers Form Combine Like American Packers.

Says Prices on Fish Sold in this Country have been Reduced by Overproduction. From Now on Production and Price Will Both be Regulated.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

July 23, 1908.

United States Consul F. S. S. Johnson, of Bergen, Norway, reports that the packers of Norwegian sardines now have a combination much like that which exists among the packers of domestic sardines, and that this is likely to have an effect on the price on Norwegian sardines in this country.

The combine of packers has agreed that no fish should be packed during the months of February, March and April, a violation of which should be paid by a fine of 5,000 crowns (crown equals 26.8 cents); that a uniform price should be maintained for the purchase of fish, and that the present manufacturers should in no way establish factories in any other place or places.

During the past season complaint has been general of overproduction, low prices, and excessive number of factories, which, with the financial crisis in the United States, has made profits small and has obliged packers to form this union or trust for their future welfare.

While during the past year the export of sardines from France to the United States has decreased, the export of this article from Norway has increased from a few thousand dollars some ten years ago to \$600,000 in 1907, and it is a matter of only a few years until the Norwegian output will equal that of any other European country. Large quantities of Norwegian sardines have been sent to France.

Experiments are shortly to be made at Bergen of putting up sardines as they are packed at Bordeaux instead of smoked. Whether this venture will be a success or not is to be determined. HOLT.

To the Trade:

Of Course YOU Know
that

CEYLON TEA

Makes the

Best Iced Tea;

But Do You Impress That
Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather
Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impair-
ing Its Tonic Values.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

The Sears, Roebuck Case.

Dallas, W. Va., July 14, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—In your paper about December 1, 1907, we think, we saw where Sears, Roebuck & Co. were indicted before the Federal Grand Jury at Des Moines, Iowa, for fraudulent use of the mail. The indictments were on their paint and on a ring.

You said the case would come up in May. What was the outcome of the case?

Thanking you in advance, we remain,
Yours truly,
CRIDER BROS.

The "Grocery World and General Merchant" has communicated with the plaintiffs in the case and they reply that the delay has been caused by the failure of Sears, Roebuck & Co. to enter their appearance. The case will now come up within a few weeks.

Well-known Advertising Man Dead.

Chicago, Ill., July 15, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—It becomes our painful duty to inform you of the death of Mr. John O. Perkins, who has been in charge of our trade journal and other general advertising for some years past. The end came unexpectedly yesterday afternoon, after an illness of about ten weeks' duration, which until the last few days caused no fear of a fatal termination.

Mr. Perkins leaves a widow and two sons, aged respectively 15 and 18 years.

Thus ends, at the untimely age of 41, a career of brilliant promise and the earthly life of a character of exceptional purity and elevation.

Yours truly,
BUTLER BROTHERS,
F. S. Cunningham.

Suit Against Sears, Roebuck & Co. Won.

Bellows Falls, Vt., July 20, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Inclosed you will find copy of the latest decision of the court against Sears, Roebuck & Co's Economy Separators, also a circular in reference thereto.

You will kindly read this circular through carefully, and you will find, we think, a full explanation of the case against Sears, Roebuck & Co. You will please notice that the records show that the Iowa Dairy Separator Co. assisted in the defense of this case, thereby became substantially a party to that case, and under such circumstances, we

are advised, the decision is virtually a decision against the Iowa Dairy Separator Co. These matters, however, will be brought before the court in regular order in due time.

Also please notice that Sears, Roebuck & Co. have attempted to throw off the responsibility onto the farmers, and prejudice the dairymen against the owners of the

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

MONDAY—LAMB.

Monday all day we'll conduct a sale of legs of young lamb at 15 cents a pound. The reason our sales are successful is because we stick to what we advertise. This is spring lamb. From 4 to 6½ pounds. The price is 2 cents less than elsewhere. The sale will bring new people. It's new people we're after. The important thing is to give them the right impression. This right impression principle doesn't consist in over-pushing or over-attention. It consists in earnestness of action, quiet politeness and a display of popular goods popularly priced.

TUESDAY—CHEESE.

Every kind of cheese we carry will be specially displayed Tuesday, cleanly ticketed, with a demonstrator at the table. All kinds will be sampled. Biscuits will be served, as well as pure spring water. Comparatively few people know about the remarkably agreeable finish that a little Roquefort on a piece of hard water biscuit gives to a dinner or the convenience of the jar cheese. Introduce your customer to the cheese table. Ask them to sample their favorite kind. You'll take many a new cheese order Tuesday.

WEDNESDAY—PACKAGE CRACKERS.

The entire line of the National Biscuit Co's. goods will be opened for demonstration. Speak of the importance of having a few packages of these goods in the closet especially this time of the year. So handy for a little luncheon. So nice

to nibble before retiring. In fact, a real tea table necessity. This day (Wednesday), we will sell the 10-cent kinds for 8 cents; the 5-cent kinds for 4 cents. It is hardly necessary to say that in advising you of a cut price beforehand that such information is confidential and must never be referred to until the day that such price goes into operation.

THURSDAY—SARDINES.

This will be a most interesting display. It will show the sizes of fish and enable you, as well as the customer, to get some idea of the difference in taste of the French and Portugal goods. As sardines represent the tastiest and by far the most popular of all canned fish, this demonstration will be appreciated. Speak of the true French flavor of the La Rue's at 15 cents the ¼ size. Sell a dozen for \$1.65. Cooked in delicate oil and free of bones.

FRIDAY—PEANUT BUTTER.

Some stores in other cities sell 5 and 6 tubs peanut butter a week, and we don't sell half of that. It's a good profitable thing at 20 cents a pound, and we want to be very liberal in our sampling Friday. Everybody must have a sandwich. In addition to the demonstration table have some on the grocery counter. Give a sample to the youngsters who are with their parents—they're the ones that will make the demand. Tell how wholesome this pure essence of the peanut is and how popular it is becoming. Jars 10, 15 and 25 cents, usual price.

patent, and make these dairymen believe that in enforcing the judgment of the court we are persecuting the dairymen, which we are not doing; we are forcing Sears, Roebuck & Co. to carry out their guarantee, and they must do it. Of course if Sears, Roebuck & Co. do not carry out their guarantee to dairymen, then it falls upon the dairymen; but if Sears, Roebuck & Co. carry out their guarantee they will refund the money to the dairymen, or furnish them with separators that do not infringe. You can readily see that Sears, Roebuck & Co. are doing their best to make the dairymen believe that we are the parties to blame for getting them into this trouble; the fact is that Sears, Roebuck & Co. are to blame for getting the dairymen, users of infringing Economy Separators, into trouble.

Yours truly,
VERMONT FARM MACHINE CO.

To Buy a Coffee Roaster.

Sunbury, Pa., July 20, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Will you kindly advise me as to where I can buy a coffee roaster?

Thanking you very much, I am,
Yours truly,
E. W. GREGG.

Huntley Mfg. Co., Silver Creek, N. Y., and Lambert Mfg. Co., Marshall, Mich.

The Food Law.

Reading, Pa., July 24, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Is the pure food law National or a State law, and if National when was same passed?

Yours truly,
IGNORANCE.

There is a National food law as well as a Pennsylvania State food law. The National act was approved June 30, 1906, and the State (general) food law some time in 1907. Besides the general Pennsylvania food law, there are several other State food laws bearing on particular products, such as vinegar.

Tomatoes are coming very poor. Second earlies bring 75 cents, and first earlies 25 cents. The drought is affecting both the quantity and quality, and the supply of really fancy tomatoes is small.

What a Penny Will Do.

Buy a postal, send it to H. P. D. Kingsbury, Redlands, Cal., requesting samples and information about his marmalades and jams and they will come without cost to you. These goods pay 40 per cent. and the goods cannot be surpassed.

THE GROCERY MARKETS

Tea.

The tea market remains unchanged for the week. The demand is fair for the season and prices unchanged throughout the whole line. There seems to be no reason for expecting any change during the next few weeks. Trade will probably improve somewhat, however, as general business conditions grow better.

Coffee.

The market for Rio and Santos coffee continues dull and unchanged. Options have eased off during the week, but actual coffee remains about unchanged. There would undoubtedly be more trading were the valorization surplus not eliminated. Mild coffees are steady and unchanged.

Sugar.

The sugar market, so far as refined is concerned, is unchanged for the week. Raws have shown considerable weakness, due probably to the lack of demand from this country. Refined sugar is in good demand and there seems to be no indication of any change in the near future.

Fish.

Lower quotations by about \$1 per barrel have been made on Irish mackerel during the week, but they were due more to the poor quality of the fish on which the price was declined than upon any decline in the market. Shore fish are about unchanged, but some better quality fish have come in during the week which brought a premium. Nor-

ways are unchanged. The general demand for mackerel is fair. Cod, hake and haddock are dull and unchanged in price. Sardines of all grades, domestic, French and Norwegian, are in fair demand and unchanged in price. Salmon is unchanged and moderately wanted. Red Alaska is strong. New prices on sockeye and Alaska will be forthcoming shortly.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup has made no advance as yet, on the strength of last week's advance in glucose, and the demand is light. Sugar syrup is in excellent demand both home and abroad at unchanged prices. Molasses is quiet at ruling prices.

Canned Goods.

Tomatoes are stronger on account of the lack of rain in producing sections. For futures the market has advanced at least $2\frac{1}{2}$ cents. There is still plenty of time for a good tomato crop and pack, however. Corn is believed to have been damaged in some sections beyond repair, notably in the South. The price has advanced from 5 to 15 cents per dozen, and the outlook is firm. Peas are not particularly strong, despite the fact that deliveries in most sections will be short. The trade seem not to be interested in them. Peaches are unchanged and in light demand, both spot and futures. Apples are weaker by possibly a few cents for New York State gallons, and it is likely that some could be gotten at \$1.75 delivered. California canned goods

are unchanged and in light demand. The Baltimore packing of small fruits and vegetables is proceeding uneventfully, the demand for these lines being small.

Dried Fruits.

Prunes are firm and high, the market for future Santa Claras having advanced $\frac{1}{2}$ cent. Some packers, in fact, have withdrawn prices entirely. The crop bids fair to be very short. Peaches are cheap and weak, but the demand is a little better. There have been some sales during the week around $5\frac{1}{2}$ cents per pound, f. o. b. the coast, for choice fruit that last year sold for 11. Apricots for future delivery are slightly firmer on the coast. The demand is light. Currants are steady and dull. Raisins are dull and weak. Other dried fruits quiet and unchanged.

Beans and Peas.

Domestic pea beans are unchanged at \$2.60 in a large way. Imported pea beans are unchanged at the last quotation. The demand is light. Marrows are still unchanged at \$2.40, demand light. California limas are unchanged and dull. All grades of split and dried peas are unchanged, being firm, scarce and in fair demand.

Butter.

The butter market is firm and unchanged. The receipts are about normal and considerable butter coming in shows the effects of the heat and has to be sold at reduced prices. There is an active trade for butter, both for consumption and speculation. Stocks in storage are about the same as a year ago and

the market is healthy throughout. No change is looked for during the week, but there may nevertheless be an advance, as the country markets are uncertain at this season.

Eggs.

Fancy new-laid eggs free from heat are very scarce and sell readily at top prices. The receipts show the effects of the weather to a very large degree and have to be sold cheaply. The volume of eggs arriving is about normal and the outlook is firm.

Cheese.

The cheese market is firm at an advance of $\frac{1}{2}$ cent on all grades. The production of cheese is about the same as a year ago, but the price ruling is about 10 per cent. lower. The quality of the cheese arriving is up to the standard and the market is very healthy at the present time. No important change is looked for during the next few weeks.

Produce.

Cabbage, Jersey, 25 to 35 cents per basket; Pennsylvania, \$1.50 per barrel; Savoy, \$1 per barrel, demand good; potatoes, 50 to 55 cents per basket; Jersey sweet potatoes, \$1.50 per basket, demand good; yellow turnips, 35 cents per basket, demand fair; carrots, 50 to 60 cents per basket, demand fair; Jersey onions, 45 to 50 cents per basket, demand fair; Egyptian, \$1.50 to \$2 per bag, demand fair; beets, $2\frac{1}{2}$ cents per bunch, demand fair; rhubarb, \$1 to \$1.50 per 100 bunches, demand fair; York State peas, \$1.50 per bushel basket, demand good; string beans, green and wax,

IT DON'T TAKE LONG

to build up a big, profitable business slicing dried beef if you start right. Read this unsolicited, eloquent testimonial from one of our perfectly pleased patrons:

Ocean Grove, N. J., July 13, 1908

MR. A. W. JOHNSON,

Dear Sir:—Please ship us one barrel of your dried beef knuckles. We have used one of your Eversharp Dried Beef Slicing Machines about four months and it is giving perfect satisfaction.

Yours truly,

CLEVENGER & SUMMERS.

A barrel of dried beef contains about 260 lbs., which at 23 cts. a lb., would cost \$59.80; now allowing 8 per cent. for waste and loss in weighing up, which is a very liberal allowance as Johnson's Eversharp slices up every little scrap of edible meat in thin, saleable slices, this gives us 239 lbs. of slices, which at 36 cts. a lb. would amount to \$86.04, leaving a profit of \$26.24 on one barrel of beef. Clevenger & Summers paid \$40 cash for their Eversharp Slicing Machine, and it is worth twice that amount as a permanent advertisement for their business.

HERE'S ANOTHER

PHONE 98 J EAST.

OFFICE OF

B. R. LANSING

DEALER IN GROCERIES, MEATS AND HARDWARE

215-225 Broadway and 24 Ferry Street

Rensselaer, N. Y., July 14, 1908

MR. A. W. JOHNSON, New Brunswick, N. J.

Dear Sir:—It is with great pleasure I state my opinion in regard to the Eversharp Dried Beef Slicing Machine for different reasons. One, the machine is giving me entire satisfaction, and, secondly, I am glad at last that we have got something that we can seemingly compete with packaged goods and possibly be able to educate the public to use freshly-sliced bulk goods and get sixteen ounces for a pound, and not be paying for tin, paper and glass.

Yours very truly,

B. R. LANSING.

Your jobber or wholesale grocer will be pleased to have you order an Eversharp through him. Or you can address the manufacturer—

A. W. JOHNSON, New Brunswick, N. J.

75 to 80 cents per basket, demand good; cucumbers, 25 to 50 cents per basket, demand good; squash, 10 to 15 cents per basket, demand fair; eggplants, 40 to 50 cents per basket, demand fair; salad, York State, \$2 per box, demand fair to good; green peppers, 25 to 30 cents per basket, demand fair; lima beans, flats, 25 to 30 cents per basket; improved, \$1.25 to \$1.50 per basket, demand fair; corn, 50 to 75 cents per basket, demand good.

Green Fruit.

Bananas, firsts, \$1.50 to \$1.75 per bunch; 8-hands, \$1 to \$1.25 per bunch; 7-hands, 65 to 90 cents per bunch; 6-hands, 50 to 60 cents per bunch, demand poor; grapefruit, \$4.50 to \$5 per box, demand poor; lemons, \$3 to \$4 per box, demand good; limes, 80 cents per 100, demand good; pineapples, \$2 to \$3.50 per box, demand good; California oranges, \$3.75 to \$4.50 per box, demand fair to good.

Provisions.

All cuts of smoked meats are unchanged and in very good consumptive demand. Prices are about the same as a year ago, and the market is in a good healthy condition. Pure lard is firm at $\frac{1}{4}$ cent higher

than a week ago. Compound lard is firm and unchanged, and if there is any change it will probably be a slight advance. The outlook for compound lard is firm and unchanged for the week. Barrel pork is firm at an advance of 25 cents per barrel. Dried beef is very firm at an advance of 1 cent. Canned meats are unchanged and in good demand.

Nuts.

Peanuts, green, choice, $4\frac{1}{2}$ cents per pound; fancy, $6\frac{1}{2}$ cents per pound; jumbo, $7\frac{3}{4}$ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, $9\frac{1}{2}$ cents per pound; filberts, 10 cents per pound; pecans, 10 cents per pound; walnuts, $11\frac{1}{2}$ to 12 cents per pound; mixed nuts, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

The long drouth still continues in this section, and the temperature this week, though somewhat under the average of the previous three weeks, was higher than normal for

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

the middle of the month. In any ordinary times the prevailing crop conditions would certainly cause a substantial advance in the prices of canned tomatoes and corn, but the "don't care" spirit seems to govern the actions of the jobbers and they are waiting, Micawber-like, for something to turn up. Those canners of tomatoes who have closed up their contracts with the growers at \$9 per ton for this year's crop, the same price they paid last year, consider themselves fortunate, and they are the least anxious among the sellers to book orders for forward delivery at to-day's quotations for the canned article. Very few tomato canners have, up to this date, sold more than one-fourth to one-third of their anticipated output for this season, while they could, without much effort, book double that quantity at to-day's prices. They are conservative to a degree, not alarmists, and they claim at best that they can do no more perhaps than get their money back. The character of the present buying indicates an active business in tomatoes in the fall months. It is conceded that the carry-over, notwithstanding the large pack in 1907, will be smaller, or certainly not any larger, this season than in any of the three or four seasons preceding last year. If, therefore, the output is much curtailed this season the basis for an improvement in the prices next fall will be stronger. It is not yet too late for the crop to recover from the effects of the drouth and high temperature, but we must have rain very soon, and enough of it, or the outlook will be serious indeed.

The crop of sweet corn for canning purposes is reported to be in worse condition than the tomato crop, and it is difficult now to make contracts at the earlier quotations. The early crop of string beans is about over, and the low quotations for the canned article are worth attention. The big buying of peas in this market is over and some good bargains are offered to clean up medium size lots of the different

grades. Nothing more than the usual everyday demand for the other lines of vegetables was observed this week.

The canning season of new peaches is near at hand and the demand for them is increasing from nearly all sections. The latest report is that the crop is large and safe, provided the drouth is soon broken. Blackberries and blueberries are nearly over, the coming week will end the crop of them. The demand for berries and cherries, though fair, was not active this week. Pineapples and coconuts are fairly active.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

The market on future tomatoes is stronger. The continued dry weather is causing considerable uneasiness among the packers. There is some difference of opinion as to the amount of damage which has been done by the drouth, but all the packers are disposed to hold off on futures.

The drouth is reported to be doing a great deal of damage to the corn crop. The market is stronger both on spots and futures.

The packing of summer beans is over. Stocks in the hands of packers here are light and the above prices are under what most of the packers are asking. It would not take much of a demand to cause a decided change in the string bean market.

A few early peaches have already been packed in Baltimore, but the general packing of peaches will hardly get under way until about the 10th or 15th of August. There are quite a few inquiries coming in for peaches, but not much active business being done.

THOS. G. CRANWELL & Co.
Baltimore, Md.

Spices.

The market is more active. The increase in spot demand is noticed and spot supplies are gradually de-

GET OUR PRICE FOR Index Top Fruit Cans

BEFORE YOU BUY ELSEWHERE

— ALSO —

**Wax Strings Maslin Kettles
Paring Knives**

AND ALL KINDS OF HARDWARE



JAMES M. VANCE & CO.

Wholesale Hardware

211 and 213 Market St., Philadelphia

**Every substitute you give your patrons
is a boomerang. Better give them the
original and genuine "Pearl Borax Soap"
and have them satisfied.**

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

creasing. We look for a big demand in spices during the next two months.

Pepper.—A much better demand has been noted during the week. Spot supplies are very short and nearby goods have been practically bought up. The consuming demand is no doubt larger and the tendency is certainly toward better values.

Cayennes.—Demand improving. Supplies are getting short. Prime bright stock for pickling needs is exceedingly scarce. Prices are firm and will no doubt advance.

Cloves.—Recent arrivals have been practically bought up from the wharf. Spot stocks are exceedingly small and most of the orders will be filled from goods due to arrive. We expect to see a slow but steadily rising market.

Pimento (Allspice).—Demand better. New crop is reported late and on account of small spot stocks it looks to us as though prices will advance.

Mace.—Demand very fair. Supplies small, and prices are no doubt firmer.

Nutmegs.—There has been some buying at present low prices. Values are a shade firmer, although the demand for this spice is not as large as it should be at this time.

Cassias fairly active, and we look for a much larger business during next month. Chinas are especially scarce.

Gingers.—Advance noted in last letter is still in effect and the market is very firm. Gingers are scarce and it is hard to predict the future. It looks to us like higher prices will rule.

Seeds.—Celery, Mustard and Coriander are in much demand at present. Caraway is scarce and Poppy is also firmly held.

MCCORMICK & Co., INC.
Baltimore, Md.

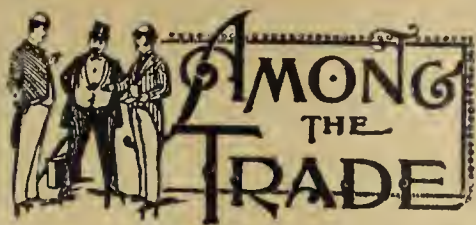
MARKET NOTES.

Corn holds its own well, mostly because there is only about enough coming for the demand. The price ranges from 65 to 75 cents for sugar corn.

Watermelons range from 15 to 25 cents each, and most of the supply is from Georgia. A few are coming from North Carolina, and Jerseys will begin in about a week.

Cantaloupes are stiffer and range from \$1.50 to \$2.25. They are coming from all sections, but the best are from Arizona.

Lima beans are in better supply. New Jersey is shipping now, and her beans average \$1 per basket. Many of the receipts are poor and the demand is good.



The Hill failure is growing to look very nasty. On the charge that they obtained loans on false statements of financial condition, several banks issued warrants during the week for William J. Hill and Noble G. Hill, Jr., and both were arrested and held in \$5,500 bail. Merchandise creditors will shortly begin criminal prosecutions on the same ground. The creditors also charged that within the statutory period the Hills disposed of most of their assets to relatives, thus making preferences in violation of law. An attempt will be made to have these sums paid back.

Hiram Cuttler, of Catharine street, near Fourth, was arrested during the week, charged with attempting to defraud, and held in \$3,000 bail for a further hearing. The complaint against Cuttler was made by A. G. M. Murdock, of 15 South Water street, but at the fur-

ther hearing it is expected other complaints will be lodged against him. According to the police, Cuttler had been in the produce business, but had not succeeded, and called a meeting of his creditors for Monday last. In the meantime, however, the creditors declare, Cuttler sold his home and moved away from the Catharine street house to a house on Fitzwater street, and he was attempting to defraud them.

The director of the Philadelphia Department of Health and Charities, Dr. Neff, has issued some interesting suggestions to Philadelphia consumers during the week as to precautions they should use in purchasing food products. The greater part was an extract from the leaflet recently issued by the National Consumers' League and published in this journal.

Pittsburg (Pa.) Produce Men Won't Sell After Two O'clock.

The Pennsylvania Railroad and the Pittsburg commission merchants for once are working in accord and for three days have gotten on amicably. A new rule prohibiting sell-

ing in the produce yard went into effect Monday morning and the result was gratifying. This rule is that salesmen can begin work as early as they please in the yard, but are not permitted to sell after 2 o'clock in the afternoon. Out-of-town buyers were on the ground early and began buying for loading out as soon as they struck the lead-way.

Oleo Manufacturers to Keep in Touch with Retailing.

Adopt Form of Blank which They Will Ask Retailers to Sign when Necessary.

The oleomargarine manufacturers will from this on attempt to increase their business by increasing the degree of protection extended to retailers who sell their goods. In the past retailers have sometimes complained that the manufacturers left them to bear the brunt of the attack.

It is the intention of the manufacturers to keep in close touch with all retailers selling oleo, and to that end they are now asking retailers to use the following blanks when necessary:—



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: S. H. N., Pa.—I am in business at the above address and know of an opening which I consider much more valuable as a business stand.

Now, the point I want to get at is this: I signed a lease for this place for a period of one year, with the privilege of having it for three years. I have over six months to run yet to be here three years.

After the first year was up I nor my landlord said nothing about renewing the lease. I said nothing about not staying or about being bound by a lease.

Am I bound by the lease to stay out the three years? Does silence in such a case make such an instrument binding?

I will thank you in advance for advice on this subject, as I thought such a lease would only bind for the first year and then had to be renewed.

Answer.—It is, of course, very difficult to discuss the meaning of a lease when the lease is not before me. Generally speaking, however, if the lease which this correspondent signed is like the average lease of this character, he is bound for his full three years. I assume this lease is for one year with the privilege of three and with a proviso for three months' notice by either party in case of termination. That means that either party could have brought the lease to an end at the end of a year by giving notice three months before the date when the year would end. If notice was not given on either side, the lease became operative for three years. That is assuming, as I say, that this lease is like the average lease of this kind.

As a matter of fact, the lease may become operative for a longer term than three years. If the third year ends without notice being given, the lease then continues as a "lease from year to year," and both the tenant and the landlord are bound for a fourth year.

Date.....
Store of
Kind of business Street.....
City.... Visited by inspectors on....
Names of inspectors
No. on sample bottle
Kind of oleo
Did they mention our name?.....
Did they say you violated New York State law in selling or using it in shop or elsewhere?
Did they say you would be prosecuted?
Did they tell you to stop using it?..
Did they say to send it back?.....
Did they tell you not to buy again?..
Have you quit selling or using our oleo because of threats made by inspectors?
Did you return any oleo to us because of inspectors' threats to prosecute?
Did they make statements to you that you were violating laws and would be prosecuted for using or selling oleo in presence of any customers?
If so, how many were present?.....
Do you know names of any customers or others present when threat was made to you?.....
If so, give their names.....
.....
Has your business been harmed by the action of New York State Dairy Inspectors in the presence of your customers?
State as fully as possible the conversation that took place on the date of the inspector's visit, using reverse side of this sheet if necessary.
.....
.....
.....
.....
.....
Signed.....



A Talk with "Populi."

I spent last Sunday at home, and while looking over the "North American" I came across this letter on the editorial page:—

A PROTEST.

To the Editor of the "North American."

For some time past persons on their way home after a day's toil or shopping, traveling Market street from Eighth to Thirteenth, have been able to buy from various vendors on the sidewalks 5 or 10 cents' worth of peaches, bananas or some other fruit to add to the delight of their evening meal and bring joy to the hearts of the children as well as contribute a small sum to the seller and enable him to keep the rent paid and the pot boiling. Passing from Thirteenth to Fifteenth streets and turning south, you could generally find a few men with their pushcarts (as well as in other locations) and a can of ice cream and some small tablets, constantly busy supplying to newspaper boys, messengers, errand boys and others an ice cream sandwich for 1 cent, which much refreshed and revived them these hot days.

At the corner of Fifteenth and Ransstad streets, just above Chestnut, you would find a pretty little girl of about ten years ready to sell a few peaches, by which she made a few pennies to help her mother meet the home expenses and take care of her brothers and sisters.

Returning to Broad street and turning south, between Chestnut and Pine streets, you would find about half a dozen enterprising men standing on the corners with their canvas-top conveyances containing three nice bright cans, one for lemonade, one for root beer and one for ice water. A large glass of either is supplied for 1 cent, and men, women and children were refreshed at small cost.

One of these men also sold a roll, a fish cake or a sausage, and supplied many small boys and laboring men with a very cheap lunch. On Friday last I found all these helpful people, who furnished health, strength and comfort to many persons, had been driven away, robbed of their earnings and their stock in trade left on their hands to perish. I suppose this same state of affairs was carried on all over the city and by the order of some man getting a large salary at the city's expense, sailing around in his yacht, or enjoying the sea breezes at the shore. It is safe to estimate that thousands of industrious people are deprived of the opportunity of making an honest living, and many more thousands dependent on them for bread, and still many more thousands who enjoyed what they purchased from these industrious people suffer discomfort.

The amount of suffering thus entailed and the consequent crime or suicides that will follow this wicked business is hard to compute, but it is to be hoped that it will be visited on the administration that permits it when election day comes. No business was injured by these vendors, as those accustomed to buy a

1-cent ice cream sandwich or a 1-cent glass of root beer would not be likely to go to a restaurant or tavern, where they could not be supplied for less than 5 cents. Nor would the tired laborer or shopper on the way home undertake to hunt up a store to get 5 cents' worth of peaches.

POPULI.

Philadelphia, July 6th.

I don't know who Mr. "Populi" is, of course—funny a man should be afraid to sign his name to a letter like that—but I'll bet I know *what* he is, or at least what he ain't, and that's a merchant.

Nobody who had a store and had to pay rent for it, or mercantile tax, would kick because a gang of peddlers were chased off the street.

I don't suppose this peddler or huckster business will ever be entirely settled. Mr. "Populi" and a lot more people like him think it's a tremendous shame to even hint that a peddler or huckster has less right to hunt for trade than a retail grocer. They can't see the grocer's side of it at all. All they know is that here is an honest fellow who hasn't money enough to open a store. He has a few dollars and he puts 'em in bananas or peaches or matches. Why shouldn't he be allowed to sell 'em?

Why, Mr. "Populi" even goes so far as to say that if you drive these people off the streets there is going to be suffering and crime and suicide.

All of which seems to me to be A No. 1 poppycock.

Here's the way to figure the thing out: We've got so much trade for bananas, say. There are two classes of people going after it—grocers with stores and hucksters and peddlers who have no stores.

Who does that trade rightly belong to? Whose is it, really? If it belongs by right to the merchant with a store, then it follows that the huckster and peddler *ought* to be booted out, don't it? If the huckster and the peddler ought to have it—but that's too silly to talk about. Either that trade is the grocers' alone, or it ought to be divided in some fair way between the two.

Now, if you acknowledge that both have a share in it, how are you going to divide it? Of course you wouldn't be mean enough to give the huckster or the peddler his share on any terms that would put the grocer at a disadvantage, would you?

Yet it strikes me that that's just what's being done. See here. Take any retail grocer in Philadel-

phia. In the first place he's got rent to pay: He's got his mercantile tax, and gas and heat and clerk hire and a lot of other things.

Take the huckster and the peddler. If he's a street peddler he's got no expense at all except the cost of his goods. He don't have to pay any mercantile tax because he has no store. He may sell just as many goods in his line as the grocer, but it's the grocer that's taxed because he has the store. Ain't that sensible?

If he's a huckster he has to pay for his horse's breakfast food and something like \$10 a year for a license to huck. No mercantile tax there, either.

You let a grocer and a huckster compete with each other, say, on the sale of a bunch of bananas, and where is the grocer? He's nowhere, that's where he is. He's got anywhere from 10 to 20 per cent. he's *got* to add to the cost of his goods before he can make anything. The huckster will maybe have to add 1 per cent., for his expenses won't be more than that.

The street peddler's expenses won't be anything.

Is it a fair competition, Mr. "Populi"?

You say these people have a right to live, so do I, if they can get it in some way that won't give it to some grocer in the neck.

The trouble with you, Pop, is that you're not a storekeeper. You're a consumer, and you're selfish.

Most consumers look at the thing the same way you do. The other day while I was sitting on the porch my wife bought some peaches from a huckster.

"Don't our grocer keep peaches?" I asked her.

"I suppose so," she replied.

"Why don't you buy 'em of him then?" I asked. "Think you ought to give your trade to a fellow like that instead of a good storekeeper?"

"Why, of course!" she replied, highly indignant, "when they're just as good and I can get them cheaper. Who ever heard of such a thing? If you have money to throw away that way you'd better give it to me to buy a hat."

I went sadly back to my newspaper. No man was ever more misunderstood in his own family than I am.

I'll tell you where the whole trouble is. There's too many people for the trade. That's it. There's just about enough trade for the gro-

cers, but these other fellows—the aristocracy of Italy and Russia—have butted in here and think they ought to have part of what there's only enough of for us.

I don't know how you'll fix it unless you kill some of 'em off. I'll tell you what will happen. If they're driven off the streets to stay off, they'll probably pick up their duds and go back where they came from.

Which wouldn't be a thing to cry over, in my judgment.

Newark, N. Y., July 23, 1908.

Dear Stroller:—How I enjoy your articles! My daughter and myself read every one—you do so hit the heart of the subject so many, many times!

Now, just a word about that widow in Providence. Do, for goodness sake, tell her to change her store to a spot cash store. It will add to her happiness and to her business, that is, of course, if she puts her heart in her business.

January 1, 1905, I changed my business to all cash and now I would not take a credit grocery and run it as such as a gift.

Wishing you a lengthy use of your trenchant pen, I am,

Respectfully yours,

A. E. WILLIAMS.

THE STROLLER.

Prunes Look Firm.

Crop Seriously Damaged and Less than Half a Crop is Expected. Price Advances Half Cent and May Go Higher.

Firm advices from California are gradually pushing the prune market up. There has been an advance of $\frac{1}{2}$ cent from the point ruling a few days ago, with further advances likely. The cause is the prospect of an extremely short crop.

Up to a few days ago it was possible to buy Santa Clara prunes for future delivery on a bag basis of $3\frac{1}{2}$ cents per pound. At the present writing the quotation is 4 cents, which is about $\frac{1}{4}$ cent above last year. Unless the crop reports are contradicted or modified, higher prices are in prospect.

The present crop report is that there will be less than half an average crop of California prunes. Some authorities say the production will be the smallest in fifteen years. Unfavorable weather conditions are responsible.

The condition is about the same in Oregon. The price of Oregon futures is about $\frac{1}{2}$ cent above last year and about $\frac{1}{2}$ cent below the price of Californias. The Oregon prune people are expecting about half a crop.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Lewes, Del., July 1, 1908.

Editor "Science of Advertising."

Dear Sir:—I am mailing you under separate cover two copies of our local paper, printed weekly. On the front page of each you will find my advertisement. I find this kind of advertising is pretty thoroughly read and I think results more than pay for the cost of the advertisement, as well as keep me before the public. Kindly give this your consideration and show me the weak spots, and oblige,

Yours truly,

G. P. TUNNELL.

The two copies of the paper came duly to hand. It proves to be "The Delaware Pilot," published at Lewes, Sussex County, Delaware. The paper is an eight-page affair, the conventional size for a country eight-page paper, and seems to be a bright, newsy little sheet. I have had much to do with country newspapers in the past, and it is easy to tell the living from the dead. I should imagine this to be a paper that is read, and for that reason is a good advertising medium.

Mr. Tunnell's advertisement appears on the first page of both numbers of the paper, in the lower half of the last column, immediately surrounded by pure reading matter. This is undoubtedly one of the very choicest positions in the paper, but it might be made a little more conspicuous by using a narrow border around each advertisement. This would make it stand out much more prominently from the reading matter than it does now. Here is what I believe to be the better of the two advertisements, reproduced with a fringe of the surrounding matter to show how it was placed.

One of the essential features of good advertising is a proper selection of the subjects to be advertised. A grocer who advertised plum pudding in August, for instance, would not only get no results, but he would be voted a jackass. Mr. Tunnell naturally knows much more than I of his local conditions, but according to my idea he has not chosen the subjects for this advertisement as well as he might. The date is June

26, 1908, yet he is advertising a line of hearty sauces which people are accustomed to associate with the

that he always was a true servant of the board and it will be a man in the town just the kind of work as Mr. Hill as done in as far as the charge on is concerned. Why investigation at the Chief there are others, and apathize with Hill in position, we are very board put itself on posed to drinking by

ing the second Saturday in June and calls for the public posting of the result in ten days from that date some of us are wondering just how the auditors will comply with the law.

Table Talk AT TUNNELL'S

Tobasco Sauce

If you are interested in something hotter than the weather we have it. McIlhenny's Tobasco Pepper Sauce, one drop is sufficient, 45c per bottle.

Worcestershire Sauce

Lea & Perrins the old reliable brand; no words of praise are necessary; you know what it is and we have it. 25c per bottle.

North of England

An old reliable sauce that gives general satisfaction and does not cost much either. 10c per bottle.

Oysters

Ware out of season but Boyer's Canned Oysters are always in season so it is not necessary for you to deny yourself the popular bivalve. 11c per can.

Salmon

If you appreciate quality in a fancy canned salmon ask for Clover Leaf Brand. This is the finest Columbia River Salmon, we know of nothing better. 15 and 25c per can.

Sardines

This is the season of the year to eat sardines and we have some of the finest brands the market affords. Skipper brand, finest olive oil 15c per can. Skipper brand, tomato sauce 18c per can. Martel brand, the old reliable 15c per can. Herold brand, smoked in olive oil 13c, 2 for 25c. Underwoods in mustard 10c per can. Lion brand, American oil 5c.

Peaches

Georgia peaches and canteloupes are running fine, we are receiving them by express every few days, prices very reasonable.

Flags and Bunting for Fourth of July.

G. P. TUNNELL

Phone No. 40.

gross meats of winter. Oysters, too; they are out of season, and who would prefer canned oysters to some of the seasonable dishes of summer time? Salmon, sardines and peaches are all right, and I should have simply have gone further along the same line. Potted meats, cheeses, easily made desserts—plenty of things belong to the summer season. Soft drinks, for instance. Naturally it is an up-hill job to make advertising sell any goods whatever, but to make it sell winter goods in summer is like climbing a perpendicular wall. Write your advertising along the line of least resistance—offer people the goods they are most inclined, at

the season, to buy. If Mr. Tunnell will keep that in mind he ought to do great things in so good a position in so live a paper.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued March 31, 1908:—

883,165. Baking powder. Ferdinand Blumenthal, Biebrich, Germany.

883,296. Pie tin. Ethel O. Cook, Norman, Okla.

883,308. Egg tester. F. W. Gaylor, White Plains, N. Y.

883,345. Butter printing machine. J. R. Prouty, Reedsburg, Wis.

883,360. Process of making soap. Anton Stohr, Tarthau, Germany.

883,370. Bread kneading and molding machine. W. H. Wood, Minneapolis, Minn.

883,432. Toaster. A. E. Traeger, Buffalo, N. Y., assignor to A. E. Traeger Specialty Mfg. Co., same place.

883,570. Ice cream freezer. Mary A. Rowe, West Hoboken, N. J.

Patents issued April 7, 1908:—

883,708. Cherry stemmer. R. G. Fontana, San Francisco, Cal.

883,786. Fruit cutter. E. G. Chatain, Flushing, N. Y.

883,847. Butter cutter. F. J. Ziegler, Berryton, Kan.

883,881. Cherry pitter. J. W. Herbert, Los Gatos, Cal.

883,927. Coffee pot. John Armstrong, Toronto, Canada.

883,930. Food product. J. E. Bloom, New York, N. Y.

884,073. Heater for confectioners' use. Teofil Chrul, Baltimore, Md.

884,085. Egg whip. Felix Genge, Everett, Wash.

884,315. Ice cream can attachment. L. A. Carroll, Unionville, Mo., assignor of one-half to E. B. Casady, same place.

Patents issued April 14, 1908:—

884,411. Ice cream scraper. Rasmus Nielsen, Troy, N. Y., assignor to Catherine Nielsen and H. S. Giles, same place.

884,523. Roaster. J. C. Prims, Battle Creek, Mich., assignor to J. C. Prims Machinery Co., same place.

884,606. Food compound. R. H. McFarland, Grand Rapids, Mich.

884,746. Means for molding biscuits. H. W. Mackenzie, Edinburgh, Scotland.

884,810. Table for cheese cutters. T. V. Garlock, Custer, S. D.

884,892. Receptacle for preserving fish and other alimentary substances. Friedrich Brinck, Geestemunde, Germany.

884,921. Simple syrup percolator. J. C. Hardesty, Denver, Col.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For milk chocolate. Nestle and Anglo-Swiss Condensed Milk Co., Cham, Switzerland. A diamond-shaped field containing a central rectangular panel, in which are the words "Nestle's Chocolat."

For condensed milk. Nestle and Anglo-Swiss Condensed Milk Co., Cham, Switzerland. The word "Milo" and a representation of a man supporting a cow upon his shoulders. A representation of a nest with birds. The word "Viking" and a representation of a boat with a square sail.

For flour. Montevideo Roller Mill Co., Montevideo, Minn. The words "Cream of West."

For canned fruits and vegetables. Napa Canning Co., San Francisco, Cal. A representation of a swastika.

For hams, bacon, smoked meats, dry salt meats, sausage, mince meat, beef extract, canned meats, barrel pork, barrel beef, lard, lard compound, oleo oil, butter, butterine and oleomargarine. Armour Packing Co., Kansas City, Kans.,

and Kansas City, Mo. A representation of a helmet and corselet.

For flour. Mountain City Mill Co., Chattanooga, Tenn. Concentric circles between which are the words "Mountain City Mills Pastry Flour," with an Oriental marine scene within the inner circle.

For flour. Drake & Co., Easton, Pa. The words "Golden Crown."

For smoked sardines. John Braadland, Stavanger, Norway. The words "Sea King" and a representation of a Viking boat. The word "Fjord" and a representation of a box held aloft by two bearded men wearing winged helmets and cloaks.

For flour. N. Sauer Milling Co., Cherryvale, Kan. The words "Cherry Bell."

For canned fruits and vegetables. The J. H. Flickinger Co., San Jose, Cal. A monogram "J. H. F."

For flour. The Crete Mills, Crete, Neb. A representation of a shield upon which is a representation of a lion.

For meat, fish and game sauces. The Soyer Co. of America, Meadville, Pa. A label containing descriptive matter disposed upon a representation of a shield, a scroll and a circular band, with a circular band at the lower end of the shield containing a representation of a cook holding a bottle poised over a fowl.

For cereal breakfast foods. Postum Cereal Co., Ltd., Battle Creek, Mich. The words "Post Toasties."

For spices, celery seed, flavoring extracts, corn starch, shredded cocoanut and tapioca. The Frank Tea and Spice Co., Cincinnati, Ohio. The words "Dove Brand" and a representation of two doves.

For washing blue. The Sawyer Crystal Blue Co., Boston, Mass. An ornamental elliptical panel containing the words "Sawyer's Crystal Blue."

For syrup. Ridenour-Baker Grocery Co., Kansas City, Mo. The word "Punch" and a representation of a head of a clown.

For condensed milk. Wayne County Condensed Milk Co., Rochester, N. Y. The word "Navy."

For cheese. Warfield Pratt Howell Co., Des Moines, Sioux City and Cedar Rapids, Iowa. The word "Dandelion" and a representation of dandelions.

For flour. Duluth-Superior Milling Co., Duluth, Minn. The words "Duluth Imperial."

For candied popcorn. McKnight & Worrell, Dayton, Ohio. The word "Smacker."

For oleomargarine. The Blanton Mfg. Co., St. Louis, Mo. The word "Creamo."

For a table salt, consisting of sodium chlorid, calcium phosphate, calcium carbonate and magnesium phosphate. Dento Chemical Co., Stockton, Cal. The words "Dento-Salt."

For flavoring extracts. C. A. Murdock Mfg. Co., Kansas City, Mo. The word "Opt."

For pickled, cured and smoked fish. Vinalhaven Fish Co., Vinalhaven, Me. A representation of a marine scene, showing a large bird with spread wings holding a fish in its talons.

For soap. The Harral Soap Co., New York, N. Y. The word "Kleeneasy."

For cornmeal. Dahnke-Walker Milling Co., Union City, Tenn. A representation of a cow and the words "Jersey Cream."

For canned fruits and vegetables, sea foods and olive oil. J. M. Chapman, New York, N. Y. The words "Silver Cord."

For canned fruits and vegetables, coffee and catsup. Howell & Bursk, Philadelphia, Pa. The word "Oakdale."

For flour. Sabina Flour Mill Co., Sabina, Ohio. The word "Amazon" and a bust representation of a female warrior.

For corn oil. Corn Products Refining Co., Jersey City, N. J., and New York, N. Y. The word "Royal."

For canned fruits and vegetables. Draper & Hirsch, Milford, Del. The word "Wigwam" and a representation of several wigwams. The words "Mispillion Brand."

For edible fats and oils. The N. K. Fairbank Co., Chicago, Ill. A representation of snow-capped mountains.

For sardines and canned fish. Strohmeyer & Arpe Co., New York, N. Y. The words "Marie Elisabeth."

For cheese. Koehler & Hinrichs, St. Paul, Minn. The words "Red Star" upon a representation of a red comet.

For soap powder. The Great Atlantic and Pacific Tea Co., New York, N. Y. The word "Atlantic."

For cheese, canned peas, tomatoes, beans, mushrooms, canned and bottled olives and olive oil. Vittuci-Magnano, Inc., Seattle, Wash. The letters "V. M." and a representation of a wreath inclosing a shield and a star.

For milk, condensed milk, cream, condensed cream, casein and butter. McDermott Dairy Co., New York, N. Y. Concentric circles inclosing a diamond-shaped figure, the words "McDermott Dairy Company" appearing between the circles and the letters "McD. D. Co." within the diamond-shaped figure.

For fruits and vegetables, nuts, chili pepper, oreganos, cominos, garlic, Jap chili petin, pickles, gelatin and ice cream powder. N. Nigro, Dallas, Texas. The word "Scareuptrade" and a representation of a grotesque animal having large spread wings.

For yeast cakes. Northwestern Yeast Co., Chicago, Ill. The word "Royal."

For coffee. Roanoke Coffee and Spice Co., Roanoke, Va. The words "Table D'Hote."

For canned oysters. G. W. Loudon, Savannah, Ga. The words "Light House Brand" and a representation of a marine scene showing a lighthouse, the border representing an oyster shell.

For soaps. L. T. Piver et Cie, Paris, France. The word "Floramy."

For coffee. The F. L. Sanford Tea and Coffee Co., Denver, Col. The words "Golden Cup."

For canned vegetables. Green Bay Canning Co., Green Bay, Wis. The word "Lazarre" and a representation of a young man in court costume.

For jellies, preserves, fruit butter, maple syrup and substitutes therefor and sorghum. Bliss Syrup Refining Co., Kansas City, Mo. The words "Bear Brand" and a representation of a bear.

For bread. Schlesinger-Meyer Baking Co., Atlanta, Ga. The words "Unele Sam." A conventional representation of "Unele Sam" holding a loaf of bread.

For flour, popcorn, clams, chowder, shrimp, salmon, fish cake, coffee and tea. The Holbrook Grocery Co., Keene and Woodsville, N. H. The word "Monadnock."

New apples range from 25 to 60 cents per basket, which is rather high. The quality is fine.

MAGAZINE NOTES.

There is a great difference of opinion as to most novels, some people liking one kind and some another, but it seems reasonably certain that pretty nearly everybody will like Dorothea Deakin's latest story, "The Road to Gretna Green," in the August "Lippincott's." Miss Deakin's style reminds one forcibly of Frank R. Stockton, though it is in no sense an imitation. The plot has to do with the efforts of Alexandra, the youngest daughter of Lord Malinder, to soften her grief at having been deprived of a dual lover, by helping others—a suggestion offered by her chaperon, Miss Green, with whom she is living incognito in the village of Malinder. Endless amusing complications arise as a result of the girl's "butting in"—if we may be permitted to use a bit of contemporary slang. However, things come out all right in the end, as they should in all well regulated novels, and the youthful Lady Alexandra is made both happier and wiser.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Iced Tea Weather—Move Your Tea Stock.

The following suggestion is original as far as the writer knows and has been worked very successfully by him. It caused so much comment in one city that the leading morning paper took it up, which only added to its popularity. It was born in the throes of competition, while several dealers were selling granulated sugar for 2 cents a pound.

It is as follows, viz.:—

5 pounds of Granulated Sugar FREE
With a pound of our celebrated —c. Tea

The price of the tea must be set by yourself. Sixty cents is possible for the five pounds of sugar and the pound of tea of very fair quality, but on the basis of 80 cents you can give a much better quality and the deal would still be enticing.

To trim your window, stack up several tea chests full or empty in the window, also an empty sugar barrel or two. Then fill up a wash-tub with tea, also one with sugar, so that it can be plainly seen. Next place a stack each of tea and sugar in the centre.

Most important of all is a good strong sign, preferably of muslin, stretched across the window or entire front.

Be the first to try this scheme, it will prove a trade winner, all right.

J. G. DINKELBIHLER, JR.

15 East Third street,
Cincinnati, Ohio.

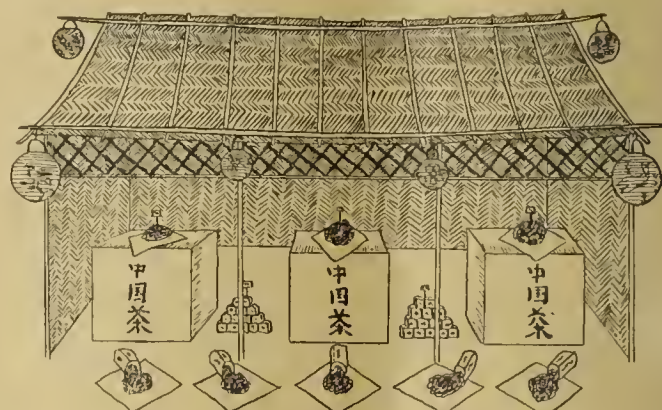
A Tea Window.

For this display you will need several bamboo sticks, matting and paper lanterns. You can buy bamboo fishing poles for a few cents apiece, old matting will answer and lanterns will cost 5 cents each, so that it is not an expensive display.

First place your posts for the building and cover the sides and back with the matting, leaving the front open. The roof is made of a framework of bamboo tied together, with matting fastened to the under side.

Under this shed place two or three tea chests. On top of each chest place a paper napkin, on which

place a pile of tea with a price-card. Small packages of tea can be displayed back of this, also display packages on the floor. Place a few napkins on the floor in front. Open packages of tea and tilt contents out on napkins, giving the appearance



of having spilled out. Place price-cards on these.

You can carry this idea still farther by placing electric lights in the lanterns, making a bamboo lattice under edge of roof, decorating walls with fans and placing Chinese dolls about, etc.

E. W. ALEXANDER.

Oxford, Pa.

Liquor Men Get Injunction.

Following the decision of the English Royal Commission, received last week, that both pot and patent still spirits could be termed whisky, a second victory for the distillers has been won through the decisions of Judge Thompson, of Cincinnati, and Judge Humphreys, of Peoria, Ill., in granting a temporary injunction restraining the enforcement of the internal revenue regulations in the Cincinnati and Peoria districts. The collectors were asked to show cause why permanent relief should not be granted in accordance with the injunction served some time ago regarding labeling manufactured spirits. The case was based on Section 3,267 of the United States Revised Statutes, which provides that all grades should be branded by the name known to the trade. Taking up the change from "spirits" to plain alcohol, the petition stated that long be-

fore 1879 the higher grades of what must now be branded "alcohol" were known throughout the world as spirits. In 1879 the Commissioner of Internal Revenue at Washington officially recognized this name and it has been used ever since.

Big Chain Store Consolidation in Cincinnati, Ohio.

There has been a consolidation of three of the series of chain stores in Cincinnati, Ohio. The Schneider Grocery Co. and the Great China Tea Co. have been absorbed by the

Kroger Grocery and Baking Co. the consolidation occurring on the first day of this month. Something like forty stores of the two companies are added to the Kroger list, which now has 156 stores in Cincinnati and vicinity. The above companies have carried on a heart-breaking competition for several years past. In many instances both of the companies have had stores in the same block. It is not probable that all these stores will be continued, while there will undoubtedly be less cutting of prices.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 E St., N. W., Washington, D. C.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—To buy an interest and manage good, live retail business in a manufacturing town; general merchandise preferred. Have had ten years' experience and will guarantee results. State your proposition fully when answering this advertisement. Address "Retail," care "Grocery World and General Merchant," Philadelphia, Pa. 9

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—Three houses. First house has 14 rooms; price, \$8,000. Second house, 12 rooms; price, \$7,000. Third house, 6 rooms and bakery; price, \$0,000. Will take \$22,000 for all. Address Chester D. Molleson, 150 E. 2nd St., Plainfield, N. J. 4

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

FOR SALE.—Good paying grocery, well stocked and doing a good business, in a town of 30,000. Cheap rent. Will sell business and horse and wagon for \$1,000. Address J. M., "Grocery World and General Merchant," Philadelphia. 7

FOR SALE.—A first-class milk and grocery business. Fine, new property, doing a business of \$10,000 a year. One team. Will sell at a sacrifice. W. B. Thomas, 24th and Nicholas Sts., Philadelphia, Pa. 7

FOR SALE.—General store in Lehigh. Fine location, doing good business. Population of town, 5,000. Price for stock, etc., \$1,200. For particulars address R. J. W., "Grocery World and General Merchant," Philadelphia. 6

FOR SALE.—Old, reliable store. Reasonable price. Apply Goldberg & Cilovitch, 255 N. 12th Street, Philadelphia. 6

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about \$4,000 per month, 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about \$11,000, three-fourths cash. Mostly sells meats, so stock only averages \$250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around \$800. Dwelling.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does \$500 weekly, all cash. Stock \$300 to \$350. One team. Clear net profits 15 per cent. Rent, \$30 monthly. Pay roll, \$21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about \$1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$14,000 yearly, two-thirds cash. Dwelling connected. Stock, \$1,000 to \$1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of \$1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18x36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does \$425 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18x30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clear 10 per cent. above everything. Stock about \$600. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at \$550 and stock at inventory. Will take all told about \$1,100. Full investigation. In order to guarantee a business of \$300 per week, seller will deposit \$100 as a forfeit for the buyer's protection.

No. 366.—In North Philadelphia. Groceries, meats and provisions. Size, 20x50 feet. Does \$400 weekly, all good trade. Stock about \$800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around \$1,500.

No. 367.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 369.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18x25 feet. Does \$250 weekly, two-thirds cash. Stock \$700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 372.—In South Philadelphia. Groceries, meats and provisions. Store, 16x30 feet, with back room 16x12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$685. Stock at inventory.

No. 374.—In West Philadelphia. Groceries, meats and provisions. Store 18x55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 375.—In North Philadelphia. Groceries, meats and provisions. Size, 17x40 feet. Does \$400-\$450 weekly, three quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 376.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20x40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of

character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,600.

No. 378.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22x45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL
YOUR BUSINESS?
We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.
In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.
If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.
Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

SPLENDID LITTLE STORE FOR MAN AND WIFE.

We offer clean, prosperous little store in West Philadelphia. Does \$200 weekly on stock of about \$500. Expenses are low and net profits are 15 per cent. Owner is in other business and his wife objects to running the store alone. Will sell at inventory and rent all fixtures except \$25 worth of loose fixtures. About \$550 takes the whole place. Full investigation courted.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24x60. Does \$45,000 yearly, three-quarters cash. Carries a stock of \$2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of \$3,800. Fixtures worth \$1,200 to \$1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from

Philadelphia. Store 25 x 50, and does \$30,000 yearly, two-thirds cash. Located in heart of city. Stock \$3,000 to \$3,500. Uses two teams. Good dwelling attached. Present owner took \$3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

EVERY GROCER NEEDS THESE CARD HOLDERS.

Clever tin holders that slip over your shelves and hold a price card—they give your customers information about prices, save questions and make your store up to date. \$1 for 100; with 100 price cards, assorted, \$1.25.

FRANK D. WARNER,
927 Arch Street, Philadelphia, Pa.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s
Chocolate & Cocoa



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
in Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

IT SAVES TROUBLE

and annoyance many times to have



ABSORBINE

handy in case of a Bruise or Strain. This remedy is rapid to cure, pleasant to use, and you can work the horse. No blister, no hair gone.

ABSORBINE cures Lameness, allays pain, removes any soft bunch quickly. \$2.00 per bottle delivered or of regular dealers. Book 6-B free.

ABSORBINE, Jr., for mankind, \$1.00 bottle. Cures Badly Strained Joints or Ligaments. Kills Pain.

W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. July 27, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.75 per bunch
Selected, 9 hands, packed 2 in crate.....	1.60 per bunch
Selected, 8 hands, packed 1 in crate.....	1.35 per bunch
Selected, 8 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 3 in crate.....	1.20 per bunch
Selected, 7 hands, packed 1 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.90 per bunch
Selected, 7 hands, packed 3 in crate.....	.85 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.35 per bunch
Selected, 8 hands.....	1.00 per bunch
Selected, 7 hands .....	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller.....	\$3.00 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s.....	\$3.00
Fancy Red Spanish, 30s.....	2.50
Fancy Red Spanish, 36s.....	2.50
Fancy Red Spanish, 42s.....	2.00
Fancy Red Spanish, 48s.....	1.75

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50
Extra Fancy Messina, 360 size, per box.....	3.75
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	3.50
Extra Fancy Large, 150 size, per per half box.....	2.25

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.00
Fancy quality, 126 to box	3.75
Fancy quality, 150-176 to box	4.50
Fancy quality, 200-216 to box	4.50
Fancy quality, 250-288 to box.....	4.40
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.50
Extra choice, 150-176 to box	4.25
Extra choice, 200-216 to box	4.25
Extra choice, 250 to box.....	4.00

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-111 to a box.....	\$2.50
Fancy quality, 126 to a box.....	3.00
Fancy quality, 150-176 to a box.....	4.00
Fancy quality, 200-216 to a box.....	4.00
Fancy quality, 250 to a box.....	3.75

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box.....	\$2.35
Fancy Quality, 126 to box.....	2.50
Fancy Quality, 150-176-200 to box.....	3.00
Fancy Quality, 216-250 to box.....	3.00
Fancy Quality, 288-360 to box.....	2.50

CALIFORNIA PLUMS.

Tragedy, Large Blue, 4 baskets to crate.....	\$1.40
Burbank, Red, 4 baskets to crate.....	1.25
Clymax, 4 baskets to crate.....	1.50
Peach Plums, Fancy, 4 baskets to crate.....	1.50

Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN::: ECONOMICAL::: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, \$4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributors for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java.....	.26
"B" Java.....	.24
"C" Java.....	.24
A-Java and Mocha Blend.....	.24
B-Java and Mocha Blend.....	.22
"A" Mocha.....	.24
"B" Mocha.....	.22
"C" Mocha.....	.20
Laguayra (Washed Caracas).....	.18
"A" Maracaibo.....	.18
"B" Maracaibo.....	.17
"A" Santos.....	.16
"B" Santos.....	.15
"C" Santos.....	.14
Peaberry Santos.....	.14
"A" Rio.....	.12
No. 1 Rio.....	.10½
No. 2 Rio.....	.09
Lipton Special Mocha and Java, 1 lb. cans.....	.27
Lipton Perfection, 1 lb. cans.....	.20
Battleship, 1 lb. packages, any quantity.....	.15
Log Cabin, 1 lb. packages, 100 to case.....	.14
Arbuckle's, 100 lbs. to case.....	16.00
King Bee, 100 lbs. to case.....	11.00
Seven Day, 100 lbs. to case.....	11.00

TEA.

	Per lb.
No. 25 Gunpowder.....	.24
No. 28 Gunpowder.....	.35
Best Gunpowder.....	.45
No. 25 English Breakfast.....	.20
No. 28 English Breakfast.....	.33
Best English Breakfast.....	.40
No. 25 Moyune Gunpowder.....	.33
No. 28 Moyune Gunpowder.....	.38
Best Moyune Gunpowder.....	.50
No. 25 Imperial.....	.33
No. 28 Imperial.....	.35
Best Imperial.....	.60
No. 25 Oolong.....	.28
No. 28 Oolong.....	.36
Best Oolong.....	.46
Young Hyson.....	.35
Japan.....	.35
Heno ½ and ¼ lb. packages.....	.50
Silver Moon.....	.27
Silver Bell, 1 lb. packages.....	.25
Salada (Ceylon and India Tea)— Green, Black and Mixed, ½ and ¼ lb. packages, 10 lb. to box.....	.46
Green, Black and Mixed, 10c. packages, 5 doz. to box.....	.90

CANNED VEGETABLES.

Baked Beans—	Per doz.
Pin Money, 3 lb., sauce, 2 doz.....	1.50
Pin Money, 2 lb., sauce, 2 doz.....	1.15
Pin Money, 1 lb., sauce, 4 doz.....	.85
Pin Money, 3 lb., plain, 2 doz.....	1.45
Wagner's, 1 lb., tall, 4 doz.....	.48
Wagner's, 3 lb., plain, 2 doz.....	1.03
Wagner's, 3 lb., sauce, 2 doz.....	1.08
Excursion, 3 lb., sauce, 2 doz.....	.85
Saratoga, 2 lb., 2 doz.....	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz.....	.85
Standard Shoepeg, 2 lb., 2 doz.....	.80
Standard, 2 lb., 2 doz.....	.70
Belmont Cream, 2 lb., 2 doz.....	.90
Winorr Brand Kernelled Corn, 2 doz.....	1.45
Peas—	
Foot & Co., extra sifted, 2 doz.....	1.25
Belle Brand, 2 doz.....	.85
Little Fellow, 2 lb., 2 doz.....	.85
Rob Roy, 2 lb., 2 doz.....	.85
Pin Money, petits pois, 2 doz.....	1.50
Pin Money, standard early June, 2 doz.....	1.00
French, extra fins, 100 in case, per case.....	18.50
Pin Money Combination— 2 lb., 2 doz.....	.90
Kidney Beans—	
2 lb., 2 doz.....	.75
Lima Beans—	
Derby, soaked, 2 lb., 2 doz.....	.80
Standard, 2 lb., 2 doz.....	1.25
Little Darling, 2 doz.....	1.25
Pumpkins—	
3 lb., 2 doz.....	.90
Gallons.....	
String Beans—	
2 lb., 2 doz.....	.75
Pin Money Vegetables—	
2 lb., 2 doz., 12 kinds in can.....	.85
Sweet Potatoes, 3 lb., 2 doz.....	.48
1 lb. Pulp, for soup.....	.48
Succotash—	
2 lb., 2 doz.....	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz.....	.95
Standard, 3s, 2 doz.....	.91
Gallon, ¼ doz.....	2.40
Fair Quality, 3s.....	.85
2s, 2 doz.....	.70

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz.....	
Clover Leaf, ½ lb., flat, 4 doz.....	2.10
Sockeye, 1 lb., flat, 4 doz.....	1.50
Seward, 1 lb., tall, 4 doz.....	1.50
Jockey, 1 lb., tall, 4 doz.....	.96
Stonewall, 1 lb., tall, 4 doz.....	1.65
Argo, 1 lb., tall, 4 doz.....	1.25
Sockeye, ½ lb., flat, 4 doz.....	1.45
Iceberg, 1 lb. tall, 4 doz.....	
Lobsters—	
Gold Label, picnic size, 4 doz.....	
Beaver, 1 lb., flat, 4 doz.....	
Star, ½ lb., 8 doz. in case.....	
Star, ¼ lb., 8 doz.....	
Gold Label, ½ lb., flat, 8 doz.....	
Beaver, ½ lb., flat, 8 doz.....	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.....	1.10
Mackerel—	
Mackerel in sauce, oval.....	
Oysters—	
Standard, 6 oz., 2 doz.....	.90
Sardines, in Oil—	per case.
½ oil, 100.....	
Gold Label, ¼ oil, 100 cans.....	6.50
Standard, ¼ oil, 100.....	3.60
½ lb., oil, with key, 100.....	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans.....	4.50
Mustard Sardines—	
Gold Label, 100 cans.....	6.50
Standard, 100 cans.....	3.65
Leon D'or Brand, 100 cans.....	4.00
Mustard Sardines—	
Gold Label, 50 cans.....	4.50
Mustard, 60 cans.....	2.95
Harbor Brand, 48 cans.....	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans.....	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans.....	
Oil Imported—	
Martell, 100 cans.....	9.50
North Cape, Smoked, 100 cans.....	8.50
Grisetta, with key, 100 cans.....	8.25
King Oscar, 100 cans.....	

CANNED FRUITS.

	Per doz.
Apples, 3 lb., 2 doz.....	.80
Blackberries, 2 lb., 2 doz.....	.75
Blueberries, 2 lb., 2 doz.....	.95
Cherries, 2 lb., 2 doz.....	.95
Gooseberries, 2 lb., 2 doz.....	.95
Pie Peaches, 3 lb., 2 doz.....	1.00
Pears, 3 lb., 2 doz.....	1.25
Sliced Pineapples, 2 lb., 2 doz.....	1.25
Singapore Pineapples, 1½ lb., chunks, 4 doz.....	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.....	.90
Raspberries, 2 lb., 2 doz.....	1.00
Strawberries, 2 lb., 2 doz.....	2.10
Standard Peaches, Sunset 3 lb., 2 doz.....	1.90
California Apricots, 2 doz.....	2.60
California Cherries, 2 doz.....	2.35
California Peaches, 2½ lb., 2 doz.....	2.00
Wheeler Peaches, 3 lb., 2 doz.....	
Sliced California Peaches, 1 lb., 4 doz.....	

DRIED AND EVAPORATED FRUITS.

Apples—	Per lb.
Evaporated, 50 lb.....	.09
Evaporated, 1 lb. packages, 4 doz.....	.09½
Dried, 50 lbs.....	
Peaches—	
Evaporated, 50 lbs.....	.09½
Best, 25 lbs.....	.12½
Apricots—	
Evaporated, 25 lbs.....	
Currents—	
Package, 36.....	.08½
Bulk, 25 lbs.....	
New Figs—	
Box, 10 lbs.....	.10
Mats, 1 lb.....	per doz.
Citron—	
American Brand, 10 lb.....	.17
American Brand, 25 lb.....	
Dates—	
Package, 30 l lb.....	per doz.
Stuffed, 1 lb.....	
New Prunes—	
30-40, 25 lbs.....	.08½
40-50, 25 lbs.....	.08
50-60, 25 lbs.....	.07½
60-70, 25 lbs.....	.07
70-80, 25 lbs.....	.06½
80-90, 25 lbs.....	.06½
90-100, 25 lbs.....	.06
100-120, 50 lbs.....	
Raisins—	
3 Crown, 50 lbs.....	
2 Crown, 50 lbs.....	.07½
London Layers, clusters, 20 lbs., per box.....	
London Layers, 20 lbs.....	per box
Seedless Sultana, 50 lbs.....	.07½
Seeded, 36 l lb. packages.....	.08½
Sultana, 36 l lb. packages.....	
Sultana, bulk, 25 lbs.....	

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks.....	.07
No. 2 Head, bbls. or 100 lb. sacks.....	.05¾
No. 3 broken, bbls. or 100 lb. sacks.....	.04¾
Japan, 100 lb. sacks.....	.05¾

SALT.

	Per sack
Fine Table, Large Sack.....	.90
Kiln Dried.....	1.00
Fine Table, bushel sacks.....	.35
Fine Table, ½ bushel sacks.....	.22
Ground Alum, 140.....	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl.....	2.60
Fine Dairy, 3s, 100 to bbl.....	2.58
Fine Dairy, 4s, 70 to bbl.....	2.35
Fine Dairy, 5s, 60 to bbl.....	2.40
Fine Dairy, 8s, 35 to bbl.....	2.18
Fine Dairy, 10s, 28 to bbl.....	2.15
Worcester, 2½s, 115 to bbl.....	4.00
Worcester, 6s, 60 to bbl.....	4.00
Worcester, 10s, 30 to bbl.....	3.75
	Per case
Snow Flake, 48 10c. packages.....	3.10
Snow Flake, 36 15c. packages.....	3.75
Colonial, 36 5c. packages.....	1.30
Rock Salt.....	per cwt. .96
Shaker, 2 doz. in case.....	1.60

BEANS, PEAS, Etc.

	Per bush.
New York Hand-picked, about 2½ bushel to bag.....	2.40
Lady Washington Beans, about 200 lbs. to bag.....	2.50
Green Peas, dried, about 165 lbs. to sack.....	
Black-Eyed Peas.....	per lb. .06
California Lima Beans, about 80 lbs. to sack.....	.06
Imported Lima Beans, about 90 lbs. to sack.....	.06
Split Peas, 210 lbs.....	per bbl. 7.75
Less quantity.....	.04
Lentils, about 100 lbs. to sack.....	.07
White Marrowfat Peas.....	per bu. 2.10
Fava Beans.....	.04½

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.....	.39
Kingsland, N. O.....	.30
Julian F. Bradshaw's Molasses, No. 44.....	.32
Cheapside Molasses.....	.28
Black Strap Molasses.....	.18
Gilt Edge Syrup.....	.31
Gold Medal.....	.31
King Syrup.....	.31
Orange Brand Syrup.....	.33
Orange Brand, 2½ lb. cans, 2 doz.....	2.30
No. 6 Amber Syrup.....	.30
California Amber Drips, 2 lb. cans, 2 doz.....	1.90
California Amber Drips, 2½ lb. cans.....	2.10
California Amber Drips, 3 lb. cans, 2 doz.....	2.40
California Amber Drips, ¼ gal. cans, 1 doz.....	2.15
Calvert Brand Pure Porto Rico.....	.22

SUGAR.

We do not handle imported sugar.	
	At very lowest prices day order is received.
Dominoes, 5 lb. packages.....	
Cut loaf.....	
Powdered.....	
XXXX, powdered.....	
Cubes.....	
Fine Granulated, American.....	
Fine Granulated, 100 lb. sacks.....	
Confectioners' A.....	
No. 1, A.....	
Light Yellow.....	
Fine Granulated, 2 lb. bags.....	
Fine Granulated, 5 lb. bags.....	

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars.....	1.90
Challenge, 4 doz.....	3.85
Eagle, 4 doz.....	6.25
Magnolia, 4 doz.....	4.20
Red Cross, 4 doz.....	4.15
Star, 4 doz.....	4.20
Dime Brand, 4 doz.....	3.60
Lion, 4 doz.....	4.25
Premium, 4 doz.....	3.95
Hires' Silver, 4 doz.....	4.85
Square, 4 doz.....	3.40

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz.....	3.85
St. Charles, 4 doz.....	3.90
Our Pet, large size, 4 doz.....	3.10
Our Pet, baby size, 6 doz.....	2.65
Peerless, small size, 4 doz.....	1.80
Peerless large size, 4 doz.....	3.20
Columbia, 4 doz.....	3.30
Silver Cow, 6 doz.....	
Van Camps, 4 doz, in cans.....	4.15

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross.....	1.60
Coast, 5 gross.....	.85
Globe, 100s, 5 gross.....	.95
Doric, 1 gross.....	.95
Home Safety, 65s, 5 gross.....	.45
Vulcan Safety, 60s, 5 gross.....	.50
Bird's Eye, 500s, 100 packs.....	per case 3.50
Brass Box, 60s, this is a regular spring top, vest pocket, durable match box.....	1.10
Search Light, 100s, 5 gross.....	1.00
Search Light, 600s, 1 gross.....	4.50
Daily, No. 2, blue heads, 5 gross.....	.55
Fast Mail, 100s, 1 gross.....	1.00
Bull's Eye, 5 gross.....	1.05
Daily, No. 8, blue heads, 10 gross.....	.45
Little Star, 40s, 5 gross.....	.40
Pet, 100s, 5 gross.....	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate.....	per case 1.75
Slide Boxes, 60s, 5 gross.....	.55
Grocers', 200s, 3 gross.....	per case 5.25
Black Diamond, 600s, 100 in case.....	per case 3.50

LAUNDRY SOAP.

	Bars.	Box.
Acorn.....	120	2.45
*Pearl White Floating.....	60	2.40
Ark.....	100	2.00
Babbitt's.....	100	3.75
5 box lots freight paid, with 1 box "1776" or 60 cakes Best Soap free.....		4.25
10 box lots freight paid, with 2 boxes "1776" or 120 bars Best Soap free.....		4.20
Buffalo Oleine.....	60	2.40
Washday.....	120	2.00
*Bee.....	100	3.90
*Big Schooner.....	100	3.75
Cocoa Floating.....	100	3.50
*Fels-Naptha.....	100	4.00
Hoefner's Tiger Borax.....	100	3.75
*Fairy Oval.....	100	4.00
*S. A. Gambrell, Oleine.....	60	2.40
*Globe Oleine.....	60	2.40
*Ivory, 6 oz.....	100	4.00
*Ivory, 10 oz.....	100	7.00
*Kirkman's.....	100	3.85
*Kirk's Oleine.....	60	2.25
*Lenox.....	100	3.00
*Lifebuoy.....	60	2.00
*Fairbank's Tar.....	100	3.75
*Magic Cleaner.....	100	
*Octagon.....	100	3.90
*Philadelphia Oleine.....	60	2.45
*P. & G. Oleine.....	72	3.00
Premium.....	100	3.75
*Santa Claus.....	100	3.40
White Floating.....	200	4.10
*Star.....	100	3.00
*Sunlight.....	100	4.10
*Sunshine.....	120	2.45
Star Oleine.....	60	1.75
*Sunny Monday.....	100	4.00
*White Cloud.....	100	3.90
*Wonder Worker.....	100	4.00
Wonder Worker Chips.....	4 doz.	2.08
Lion.....	100	1.75
*Snowberry.....	100	3.90
Best Blue.....	80	3.40
*Hoefner's Ammonia.....	100	3.95
*P. & G. Naptha.....	100	3.85
Duck.....	100	3.85
20 Mule Borax.....	100	4.00
Rib.....	100	1.95

TOILET SOAP.

	Bars.	Box.
Flash, for the hands.....	100 cans	6.50
Grand Pa's, small size.....	100	3.85
Grand Pa's, small size.....	50	1.95
Grand Pa's, large size.....	50	3.25
Sweet Maiden.....	1 doz.	.40
Brown Windsor, Violet, Golf, Turk- ish Bath, Elder Flower, Dairy Queen and Rose.....	1 doz.	.46
Mottled Castile, 36 lb.....	per lb.	.08
White Castile, 36 lb.....	per lb.	.10
Conti, imported Castile, 36 lb.....	per lb.	.13
Oat Meal.....	per doz.	.40
Glycerine.....	per doz.	.40
Jap Rose.....	50	3.75
Sweetheart.....	60	1.90
Lava.....	100	3.75
Pearl.....	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's.....	50	1.85
Sapollo.....	8 doz.	2.25
Wrigley's.....	100	3.50
Wrigley's.....	50	1.80
Scourene.....	100	3.50
Lipp's Scourer.....	60	2.25
Sil San.....	50	2.03
Army and Navy Compound.....	4 doz.	1.80
Finola Star Polish.....	100	3.85
Silver Sand.....	per bbl.	2.50
American Scourer.....	100	3.75
Bon Ami, 10c. size.....	3 doz.	2.50
Brooks' Crystal.....	100	3.90
Hoefner's Crystal, with spoons.....	24 pkgs.	1.00
Old Dutch Cleanser.....	4 doz.	2.75

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1- MOLASSES AND SYRUPS.	
Porto Rico Molasses—	Per gal.
Fancy, barrels.....	.42@.45
Choice, barrels.....	.40
Good, barrels.....	.26@.30
Fancy, quart jars.....	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle.....	.41@.43
Prime.....	.37
Good.....	.35
Ordinary.....	.22
Blended, fancy.....	.36
Blended, choice.....	.33
Blended, good.....	.30
2-lb tins, 8 dozen.....	per case, 2.90
Quarts, 2 dozen.....	per case, 2.90
Sugar Syrup—	
Pure, extra fancy.....	.35@.38
Pure, choice.....	.24
Blended, fancy.....	.32
Choice.....	.29
Vanilla Drips.....	.29@.30
Tins, 2-lb., 2 dozen.....	per case, 1.95
Tins, 2½-lb., 2 dozen.....	per case, 2.30
Tins, 5-lb., 2 dozen.....	per case, 2.50
Tins, 5-lb., 1 dozen.....	per case, 2.25

SALT FISH.	
Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95.....	32.00
Georges, count 110@115.....	25.00
Shore 2s, count 225@250.....	30.00
Medium Irish 2s, thin, count 300@400.....	13.00
Norway, count 400@450.....	22.00
Norway, count 800@850.....	26.00
Norway, count 240@270.....	
Norway, count 170@185.....	
Norway, count 125@140.....	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes.....	.10½
Fancy bricks, 40-lb. boxes.....	.09
Fancy middies, 40-lb. boxes.....	.12
Choice strips, 40-lb. boxes.....	.08½
Choice middies, 40-lb. boxes.....	.08½
Hake, bricks, 40-lb. boxes.....	.06
Fancy, whole, quintals.....	.03
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy chunks, Iceland, 20 lbs.....	
Bloaters, Cromarty, 100s.....	

TEAS.	
Gnpowder—	Per lb.
Common to fair.....	.15@.13
Superior to fine.....	.20@.25
Extra fine to finest.....	.23@.35
Choicest.....	.45@.65
Imperial—	
Common to fair.....	.22@.25
Superior to fine.....	.30@.35
Extra fine to finest.....	.40@.45
Choicest.....	.50@.55
Young Hyson—	
Common to fair.....	.16@.13
Superior to fine.....	.22@.30
Extra fine to finest.....	.35@.40
Choicest.....	.45@.60
Hyson—	
Common to fair.....	.14
Superior to fine.....	.13
Extra fine to finest.....	.25
Japan—	
Common to fair.....	.23@.25
Superior to fine.....	.28@.30
Extra fine to finest.....	.32@.33
Choicest.....	.32@.33
Basket-fired—Common to fair.....	.23@.25
Basket-fired—Superior to fine.....	.28@.30
Basket-fired—Extra fine to finest.....	.32@.33
Basket-fired—Choicest.....	.40@.45
Dust.....	.12½
Oolong—	
Common to fair.....	.17
Superior to fine.....	.17@.22
Extra fine to finest.....	.25@.35
Choicest.....	.40@.65
Onchong—	
Common to fair.....	.17@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.30@.35
Choicest.....	.40@.60

ROASTED COFFEES.	
Sumatra—Mandheling—Fancy brown.....	.86
Old Government—Best.....	.29
Old Government—Choice.....	.27
Old Government—Prime.....	.25
Old Government—Good.....	.23
Mocha—	
Genuine Arabian.....	.23
Maracaibo—	
Cucuta—Best.....	.16½
Cucuta—Choice.....	.16
Cucuta—Prime.....	.15
Cucuta—Good.....	.14
Laguayra—	
Caracas—Finest.....	.20
Caracas—Choice.....	.17

-2- SPICES.	
Peaberry—	
Santos—Fancy.....	.17½
Santos—Choice.....	.17
Santos—Fine.....	.16
Rio—Fancy.....	.17
Rio—Choice.....	.16½
Rio—Fine.....	.16
Santos—	
Best.....	.16
Choice.....	.15
Prime.....	.14½
Good.....	.13½
Fair.....	.12½
Rio—	
No. 1—Golden.....	.15½
No. 2.....	.15
No. 3.....	.14½
No. 4.....	.14
No. 5.....	.13½
No. 6.....	.13
No. 7.....	.12½
Whole, bags or barrels.	
Allspice.....	Per lb. .07
Cassia bnds.....	.85
Cinamon, Mats.....	.10
Cinamon, Twalo.....	.20
Cinamon, Ceylon.....	.23@.27
Cinamon, Batavia.....	.25@.30
Cinamon, Saigon.....	.75
Cloves, Zanzibar.....	.17@.20
Cloves, Amboyna.....	.25
Cloves, Penang.....	.85@.88
Ginger, African.....	.08
Ginger, Jamaica, bleached.....	.21@.22
Ginger, Jamaica, unbleached.....	.20@.21
Ginger, Calcutta.....	.08
Nutmegs, 75-80s.....	.22@.25
Nutmegs, 105-110s.....	.18@.20
Nutmegs, 130-140s.....	
Black Pepper, Singapore.....	.10½@.12
Black Pepper, Shot.....	.14
White Pepper, Singapore.....	.15@.17
White Pepper, fancy.....	.25@.30
Red Peppers.....	.15
Pure Ground, highest grade, 6-10 lb. bxs.....	
Allspice.....	.15½
Cinamon, extra.....	.26½
Cinamon, Saigon.....	.73½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.39½
Black Pepper.....	.13
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, Straight Penang.....	.87½
Mustard.....	.24½
Pure Ground, ¼-lb. tins, case 2 dozen.....	Per doz. .76
Allspice.....	1.10
Cinamon, China.....	2.50
Cinamon, Saigon.....	1.10
Cloves.....	.76
Ginger, African.....	1.00
Ginger, Jamaica.....	2.92
Mace.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Pepper, black.....	.95
Pepper, cayenne.....	.98
Pepper, white.....	1.56

CANNED GOODS.	
VEGETABLES.	
Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.....	5.75
Medium green 2½s, Calif.....	5.25
Tips, green, 1s.....	4.10
Tips, white, California, 1s.....	4.40
Beans, Baked—	
Standard, plain 1s.....	.55
Standard, plain or sauce, 2s.....	.75@.80
Standard, plain or sauce, 3s.....	1.00@1.05
Fancy, plain or sauce, 2s.....	1.15@1.25
Fancy, plain or sauce, 3s.....	1.55@1.65
Beans, Lima—	
Fancy 1s.....	1.50
Extra standard 2s.....	1.15@1.25
Standard.....	1.10@1.15
Soaked.....	.75@.85
Beans, Stringless—	
Fancy 2s.....	2.00@2.10
Fancy 1s.....	1.10@1.20
Extra 2s.....	1.40@1.75
Extra standard 2s.....	1.10@1.15
Standard 2s.....	.90
Standard, not stringless, 2s.....	.80
Beans—	
Yellow Wax 2s, fancy.....	1.20@1.25
Yellow Wax, standard cut.....	1.00@1.10
Red Kidney 2s.....	.85@1.00
Corn—	
Fancy Maine 2s.....	1.20@1.25
Fancy New York 2s.....	1.00@1.10
Standard New York 2s.....	.90@1.00
Maryland 2s, Maine Style.....	.75@.80
Other standard grades 2s.....	
Peas—	
Smallest Sifted 2s.....	2.10
Extra Sifted 2s.....	1.60@1.75
Sifted 2s.....	1.15@1.85

-3- FRUITS.	
Telephone 2s.....	1.25
Sweet Wrinkled 2s.....	1.40@1.60
Standard R. J. 2s.....	1.00@1.10
Soaked 2s.....	.75@.80
Succotash—	
Extra fancy Maine 2s.....	1.40
Fancy Maine 2s.....	1.10@1.25
Extra standard 2s.....	.95@1.00
Pumpkin—	
Fancy, 8s.....	1.10@1.20
Fancy, gallons.....	
Squash—	
Fancy 8s.....	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey.....	1.60
5½-in. cans, ex. stand. N. Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95@1.00
2-lb. cans.....	.75@.80
Gallons, standard New Jersey.....	3.75
Gallons, extra standard Maryland	2.80@3.00
Quarts, glass jars.....	2.90
Beets—	
Fancy Strawberry 8s.....	1.40@1.60
Cut 8s.....	1.10@1.15
Sweet Potatoes 8s.....	1.15
Sauer Kraut 8s.....	.95@1.10
Spinach—	
Standard Maryland 8s.....	1.25@1.40
Fancy New Jersey 8s.....	1.40@1.65
Gallons.....	4.75@5.00
FRUITS. CALIFORNIA.	
Per doz.	
Apricots—	
Fancy 8s.....	3.80
Extra 2½s.....	3.20
Extra standard 2½s.....	2.65
Standard 2½s.....	
Gallons.....	8.25@8.65
Cherries—	
Extra White 8s.....	4.40
Extra White 2½s.....	3.75
Extra standard White 2½s.....	3.50
Standard White 2½s.....	
Extra Standard gallons.....	9.75
Bartlett Pears—	
Extra 8s.....	3.80
Extra 2½s.....	3.10
Extra standard 2½s.....	2.75
Standard 2½s.....	2.40
Plums, Egg or Gage—	
Fancy 8s.....	3.00
Extra standard 2½s.....	
Standard 2½s.....	
Gallons.....	
Peaches, L. O.—	
Extra 8s.....	3.80
Extra 2½s.....	3.25
Peaches, Crawford—	
Fancy 8s.....	3.25
Extra standard 2½s.....	
EASTERN.	
Pears—	
Fancy New York 2s.....	1.75
Fancy New York State 2½s.....	2.90
Standard 2s.....	1.50
Pineapples—	
Sliced or grated 2s.....	2.25@2.40
Sliced or grated 1s.....	1.10@1.20
Pie, grated, gallons.....	4.00
Singapore 1½s.....	1.15@1.25
Plums, egg, 8s.....	
Plums, gage, 8s.....	
Apples—	
Gallons.....	3.50
Strawberries—	
2s, fancy.....	3.00
2s, extra.....	
Raspberries—	
Red, fancy, 2s.....	2.75
Standard 2s.....	
FISH.	
Lobster—	
Flat 1s.....	5.00
Flat ½s.....	2.50@2.75
Kipper Herring—	
1s.....	1.50
Alaska Salmon—	
Pink 1s.....	1.10
Medium Red 1s.....	1.25@1.30
Choice Red 1s.....	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s.....	1.25@1.30
Tall 1s.....	2.00
Flat 1s.....	2.20
Oval 1s (steaks).....	2.90
Sardines—	
Domestic ½s, oil, 100 tins.....	2.15@2.60
Domestic ¾s, mustard, 50 tins.....	2.35@4.25
DRIED AND EVAPORATED FRUITS.	
Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09½
Smyrna Sult., fancy, 6 cr., 30 lbs.....	.15
Smyrna Sult., choice, 4 cr., 30 lbs.....	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons.....	.16
Smyrna choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	

-4- IMPORTED GROCERIES.	
Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs.....	.07
California, 4 cr., 50 lbs.....	.08
California, 8 cr., 50 lbs.....	.07
California, 2 cr., 50 lbs.....	.06½
Figs—	
Baskets, 1 lb. and 2 lb.....	.15 @.18
Layers, 2½-in., 10 lbs.....	.10
2½-in., 12 lbs.....	.09
2½-in., 12 lbs.....	.08½
Currents—	
Fancy, 1-lb. cartons.....	.11
Cleaned, 1-lb. cartons, choice.....	.09
Bulk, choice, 50 lbs.....	.08½
Natural, choice.....	.06½
Citron—	
According to quality.....	.19½@.21
Lemon Peel—	
According to quality.....	.11½@.13
Orange Peel—	
According to quality.....	.11½@.13
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.05½
Prunes, California, 25-lb. boxes.....	
Epineuse, 20x30.....	.14
80x40, choice.....	.07½
40x50, choice.....	.06½
50x60, choice.....	.06
60x70, choice.....	.05½
70x80, choice.....	.05
Choice, 50-lb. box—	
60x70, 80x 90.....	
70x80, 90x100.....	
Prunes in 25-lb boxes.....	
Fancy 40x 50.....	.11½
50x 60.....	.10½
60x 70.....	.10
70x 80.....	
Prunes, Oregon, 25-lb boxes.....	
80x40.....	.07½
40x50.....	.07
Apples—	
Fancy, 50 lbs.....	.12
Fancy, 1-lb cartons.....	.10
Prime, 50 lbs.....	.10
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	.12
Unpeeled, fancy, 25 lbs.....	.12
Extra Choice Muir.....	.11½
Apricots—	
Royal, extra fancy, 25 lbs.....	.27½
Moorpark, fancy, 25 lbs.....	.23
Royal, fancy, 25 lbs.....	.23
Royal, choice, 25 lbs.....	.20
NUTS.	
Almonds—	
Jordan, shelled, large, 28 lbs.....	.40 @.46
Valencia, 28 lbs.....	.33 @.40
Flot, shelled.....	
In shells.....	
California P. S., 80 lbs.....	.20
French Princess.....	.20
Tarragona, 120 lbs.....	.15½
Hard Shell, 100 lbs.....	
Brussels—	
New, large, 180 lbs.....	.11
Filberts—	
Turkish.....	
Sicily, 180 lbs.....	.12
Jumbo Naples, 110 lbs.....	
Long Naples, 110 lbs.....	.14
Pecans—	
Polished, 80 lbs.....	.10 @.12
Louisiana Paper Shell.....	
Walnuts—	
Chilli, 1907 crop.....	.15
Grenoble, 220 lbs.....	
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs.....	.18½
Extra choice, boxes, 25 lbs.....	.14½
Choice, bags, 125 lbs.....	.12½

IMPORTED GROCERIES.	
Imported Sardines, 100 in case.....	Per case.
Reduced quarters, boneless.....	8.00@22.00
Reduced quarters, with bones.....	
French quarters, boneless.....	17.00@22.00
French quarters, with bones.....	24.50@27.00
Halves, boneless.....	15.00@40.00
French Vegetables, 100 in case.....	
Peas, according to quality.....	11.00@20.00
Mushrooms, ¼s, accord'g to qual.....	19.00@35.00
Mushrooms, ½s, accord'g to qual.....	15.00@20.00
String Beans, according to qual.....	12.00@17.00
Lima Beans, according to quality.....	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.....	.06@.09½

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
	Column.		Column.		Column.	Standard Weights per Bushel.	
Peas	27	Poultry, Philadelphia and Western Broilers	45			Marrow Beans.....	60 lbs
Pure Lard.....	44					Medium Beans.....	60 "
						Pea Beans.....	60 "
						Red Kidney Beans.....	58 "
						Hominy	56 "
						Pease	60 "
						Barley	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	35 "
						Shellbarks	48 "

-1-

SUGAR.

Confectioners' Lozenge, XXXX.....	5.60
" Powdered.....	5.50
" Crown A.....	5.75
" Crystal A.....	5.40
" Coarse Granulated.....	5.50
Apple Tablets.....	6.70
Crystal Dominoes.....	7.85
Butter Loaf.....	6.30
Butter Cubes.....	5.65
Powdered.....	5.50
Extra Fine Granulated.....	5.50
Coarse Granulated.....	5.35
Granulated.....	5.35
Refined Granulated.....	5.35
" in 50-lb. bags packed 2 in 100-lb. bag.....	5.40
" in 25-lb. bags packed 4 in 100-lb. bag.....	5.40
" in 10-lb. bags packed 10 in 100-lb. bag.....	5.50
" in 5-lb. bags packed in bbls.....	5.55
" in 5-lb. bags packed in 100-lb. bags.....	5.55
" in 2-lb. bags packed in bbls.....	5.65
" in 2-lb. bags packed in 100-lb. bags.....	5.65
" in 2-lb. cartons in cases.....	5.55
" in 2-lb. paper packages in cases.....	5.55
Confectioners' A.....	5.20
—Keystone A.....	5.10
—American A.....	5.15
—Centennial A.....	5.05
—California A.....	5.00
—Franklin B.....	4.95
—Keystone B.....	4.90
—American B.....	4.85
—Centennial B.....	4.80
—California B.....	4.75
—Franklin Extra C.....	4.70
—Keystone Extra C.....	4.65
—American Extra C.....	4.65
—Centennial Extra C.....	4.60
—California Extra C.....	4.60
—Franklin C.....	
—Keystone C.....	

TEA.

Pans—Basket-fired.....	20 @ 35
Pans—Pan-fired—Common to fair.....	20 @ 23
Fine.....	24 @ 28
Choicest.....	30 @ 38
FORMOSA—Superior to Fine.....	18 @ 20
Choice to Extra.....	22 @ 35
Choicest.....	40 @ 50
Good—Common, cargo.....	14 @ 16
Good, medium.....	17 @ 22
Superior.....	23 @ 28
Fine.....	30 @ 35
Choicest.....	40 @ 40
UNPOWDER—Choice to Extra.....	29 @ 35
Choicest.....	40 @ 45

-2-

MOYUNE—Good.....	27 @ 30
Fine.....	35 @ 40
Choice.....	45 @ 50
Choicest.....	@ 55
IMPERIAL—Superior to fine.....	15 @ 20
Choice to Extra.....	22 @ 25
Choicest.....	30 @ 35
YOUNG HYSON—Superior to fine.....	15 @ 20
Choice to Extra.....	28 @ 30
Choicest.....	35 @ 40
INDIA—Common to Fine.....	18 @ 38
CEYLON—Common to Fine.....	18 @ 40
ENGLISH BREAKFAST—Fair to Good.....	15 @ 17
Choice to Extra.....	18 @ 28
Choicest.....	30 @ 40

PACKAGE TEAS.

Lipton's Teas—	Per lb.
	In 1/2 & lb. In 1/4 lb.
Ceylon and India, No. 1.....	.45
Ceylon and India, No. 2.....	.40
Ceylon and India, No. 3.....	.35
Black and Green, No. 1.....	.45
Black and Green, No. 2.....	.40
English Breakfast, No. 1.....	.45
English Breakfast, No. 2.....	.40
Formosa Oolong, No. 1.....	.45
Formosa Oolong, No. 2.....	.40
Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00	
Levering Coffee Co.—	
Tourist, 1/2 s and 1/4 s, 15, 20 and 25 lb. boxes.	
Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Tea.....	.50
Almoco, lead foil package teas, 1/2 s and 1/4 s, 15, 20 and 25 lb. boxes. Formosa, Ceylon, English Breakfast, Gunpowder, Mixed Teas.....	.40
Tetley's Tea—	Per lb.
1/2 lb. or 1/4 lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon.....	.45
No. 1, Buff Label, India and Ceylon.....	.60
Ex. Gold, India and Ceylon.....	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
1/2-lb. tins, per lb.	
India and Ceylon, Sun-Flower.....	.50
Mixed (Green and Black), Sun-Flower.....	.50
Formosa and Oolong, Sun-Flower.....	.50
Sun-Flower, roc. sample size, 36 in carton, all three grades.....	.90
Caricol Blend, Martindale & Co. :—	Per lb.
5-lb. Silver Sacks.....	.22
1-lb. Silver Sacks.....	.22 1/2
1/2-lb. Silver Sacks.....	.23
1/4-lb. Silver Sacks.....	.23 1/2
1/8-lb. Silver Sacks.....	.25
Spring Garden Tea—	
100 lb. barrels.....	per lb. net .18
5 lb. silver bags.....	" " .19
1 lb. silver bags.....	" " .19 1/2
1/2 lb. silver bags.....	" " .20
1/4 lb. silver bags.....	" " .21
Packed in cases containing 100 pounds.	

-3-

McCormick & Co's Banquet Brand—	Per doz.
No. 10.....	.85
No. 25.....	2.00
No. 50.....	4.00
No. 100.....	8.00

AMMONIA.

Purple Ribbon. 16 oz., 2 doz. boxes.....	Per doz. .90
Purple Ribbon, quarts, 1 doz. boxes.....	1.50
Purple Ribbon, 1/2 gals. 1/2 doz. boxes.....	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75
Colburn's Autumn, hotel size, 1 doz. boxes.....	.90
Violet, pints, 5 doz.....	.85

AXLE GREASE.

Frazer's, 15 lb. pails.....	.80
Frazer's, boxes, 1/4 gross.....	per gross 9.25
Mica, 1/4 gross.....	per gross 8.40
Peerless, 1/4 gross.....	per gross 4.40

BAKING POWDER.

1/2 lb., 4 doz. in case....	1.00
1/2 lb., 2 doz. in case....	1.80
1 lb., 1 doz. in case....	3.45
5 lb., 1/2 doz. in case....	16.75

Davis' O. K., 1/4-lb., 4 doz.....	per doz. .45
Davis' O. K., 1/2-lb., 3 doz.....	per doz. .90
Davis' O. K., 1-lb., 2 doz.....	per doz. 1.65
Davis' O. K., 5-lb., 1/2 doz.....	per doz. 7.20
Cleveland's, 10-c. size, 4 doz.....	per doz. .84
Cleveland's, 1/4-lb., 4 doz.....	per doz. 1.23
Cleveland's, 1/2-lb., 2 doz.....	per doz. 2.28
Cleveland's, 1-lb., 1 doz.....	per doz. 4.40
Leslie's, 3/4-lb. cans, 1 or 2 dz. cartons, 4 dz. cases.....	.45
Leslie's, 1/2-lb. cans, 2 doz. cases.....	.90
Leslie's 1-lb. cans, 1 doz. cases.....	1.65
Leslie's, 5-lb. cans, 6 cans in case.....	per lb. .12
Sea Gull, 6 oz., glass, 4 doz.....	.45
Parrot and Monkey, 4 doz.....	.45
Rumford's Yeast Powder :—	
4 oz. glass, 2 doz.....	.82 1/2
6 oz. glass, 2 doz.....	1.07 1/2
6 oz. glass, 4 doz.....	1.04
6 oz. glass, 6 doz.....	1.03
6 oz., 1 gross, in bbl.....	per gross, 12.25
Rumford Baking Powder :—	
5c.-tins, 4 doz.....	per doz. .45
10c.-can, 4 doz. in box.....	per doz. .90
1/2-lb. cans, 2 doz in case.....	per doz. 1.25
1-lb. cans, 1 doz. in case.....	per doz. 2.50

-4-

Royal, roc. size, 4 doz.....	.86
" 1/4 lb., 4 doz.....	1.30
" 1/2 " " ".....	2.40
" 1 " " ".....	4.65
Ralston Baking Powder, 1-lb. cans, per doz.	2.25
" " " 1/2-lb. ".....	1.25
Boston Brand, 5-lb. size, 1/2 doz. case.....per doz.	12.00
" 1 " " ".....	2.50
" 1/4 " " ".....	.55
" 1/2 " " ".....	.75
Purity Brand 5 " " 1/2 " ".....	6.00
" 1 " " ".....	1.50
" 1/4 " " 3 " ".....	.80
" 1/2 " " 3 " ".....	.45

BLACKING—Shoe.

Shinola.....	per doz. .75
Shinola, 1/2 gross in box, with 8 brushes and daubers or rug, free.....	per gross 8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.	.78
Blackola, 3 doz.....	per gross 6.80
Bixby's Best, No. 1.....	per gross 8.75
" " B. B. M.....	per 1/4 gross 4.50
Jacquot Blacking, No. 5.....	4.25
Handy Box, French, No. 25, large.....	10.00
" " " small.....	5.00
Mason's No. 1, 1/4 gross.....	2.25
" " 2, ".....	2.60
" " 3, ".....	2.85
" " 4, ".....	4.55
" " 5, ".....	7.50
T. M. French.....	per doz. 1.00

SHOE DRESSING.

Mason's.....	.78
Acme, 1 doz.....	1.15
Bixby's Royal Polish, 1 doz.....	.78
Bixby Jet Oil Polish.....	.80
Brown's Shoe Dressing, 1 doz.....	.82 1/2
Brown's, Army and Navy, 1 doz.....	.82 1/2
Boyer's French Dressing.....	.65
" Oil Polish.....	.75
Admiral Russet Combination.....	.70
Admiral Shoe Dressing.....	.70
Whitemore Bros. & Co:—	
Gilt Edge Polish, black.....	2.00
Boston Waterproof, black.....	2.00
Boston Jr. Waterproof, black, 10-cent size.....	.85
Elite Combination, Baby, black.....	.85
Elite Combination, large, black.....	2.00
Superb Patent Leather Paste, large.....	.75
Cbampton, black, friction polish.....	2.00
Cbampton Jr., black, friction polish.....	.85
French Gloss, black, self-polishing.....	.75
Royal Gloss, black, self-polishing.....	.75
Dandy Combination, russet.....	2.00
Star Combination, russet.....	.75
Dandy Russet Paste, large.....	.75
Bossola Waterproof Paste Polish, large.....	.75
Bossola Waterproof Paste Polish, small.....	.40
Quick White, cleans dirty canvas shoes.....	.85
Quick White, cleans dirty canvas shoes.....	2.00
Oil Paste black, never dries up, large time.....	

-9-

CANNED GOODS.

	Per doz.
atoes—	
rs. Hancock's, frying.....	1.15
uBois', frying.....	1.10
ersey King, No. 3, standard Jersey.....	.90
ilver Lake, fancy Jersey.....	.97½
eerless, extra fancy, No. 3.....	.97½
lantation, No. 10, 1 doz.....	2.25
ilver Lake, No. 10, 1 doz.....	2.75
olden Rule, No. 3, seconds.....	.77½
ta, No. 2.....	.60
Beans—	
insley's, extra small.....	1.25
ilver Lake.....	1.00
arly Autumn.....	.92½
oyer's, No. 2.....	1.07½
xford, Maine packed.....	.87
ng Beans—	
tra fancy.....	1.50
oyer's, 2s.....	.60
corn, 3s.....	.85
" No. 2.....	.57½
afe, No. 2.....	.50
ite Wax Beans—	
hampion.....	
Vinson, N. Y., No. 10, 1 doz.....	3.60
ns (Pork and Beans)—	
" & M., No. 3, plain.....	1.35
" No. 3, tomato sauce.....	1.55
ampbell's, No. 2, plain.....	.90
" No. 2, sauce.....	.90
xford, No. 3.....	1.05
arragansett, No. 3, tomato sauce.....	1.37½
an Camp's, No. 1, sauce, 4 doz.....	.87½
" No. 2, sauce, 2 doz.....	1.32½
loore & Brady, No. 3, plain.....	.85
" No. 3, sauce.....	.90
" No. 1, picnic size, plain.....	.42½
" No. 1, picnic size, sauce.....	.47½
ictory, No. 1, tomato sauce, 4 doz.....	.45
artin Wagner Co., No. 3, plain.....	.97½
" No. 3, tomato sauce.....	1.05
" Midnight Lunch, No. 1, 4 doz.....	.50
chimmel's, No. 1, sauce.....	.65
" No. 2, sauce.....	.95
" No. 2, plain.....	.90
unker Hill, No. 3, plain.....	.77½
" No. 3, tomato sauce.....	.80
nider's, tomato sauce, No. 3, 2 doz.....	1.80
" " No. 2, 3 doz.....	1.40
" " No. 1, 4 doz.....	.90
" " No. 10, ½ doz.....	5.00
unnyside, plain or sauce, No. 3, 2 doz.....	.95
" " No. 2, 3 doz.....	.70
" " No. 1, 4 doz.....	.45
" " No. 10, ½ doz.....	3.00
d Kidney Beans—	
oan of Arc, No. 2.....	.82
an Camp's, No. 2, 2 doz.....	.77½
en—	
Paris, fancy Maine.....	1.15
American Beauty, extra fancy, Shoe Peg....	.85
Cream of Susquehanna.....	.95

-10-

Baker's, G. W., whole grain.....	.82½
Shoe Peg, Susquehanna.....	.80
" Osborn's.....	.65
Mark, crushed.....	.65
Rex, No. 2, fancy, whole grain.....	.65
Vanity, No. 2, whole grain.....	.62½
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
" fine, 100 cans.....	11.75
" medium, 100 cans.....	10.25
Boyer's, Midgits.....	1.55
" Extra Sifted.....	1.25
" Sifted.....	1.10
" Early June.....	.95
Jumbo June.....	.90
Little Nell's, Baltimore.....	.62½
Hermit brand, No. 2.....	.52½
Beets—	
Silver Lake, fancy, No. 3.....	1.00
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.05
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	1.10
Farren's, No. 3.....	1.00
" No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Pumpkin—	
Silver Lake, No. 3.....	.85
Catawba brand, extra fancy, N. Y. State, No. 3.....	.95
Andrews & Co., No. 2.....	.42½
Silver Lake, No. 10, 1 doz.....	2.35
Asparagus—	
Superior, large, No. 2½.....	3.50
Staple, medium, No. 2½.....	3.00
Swan, medium, No. 2½.....	3.25
Del Monte Tips, No. 1½.....	2.85
Extra Tips, No. 1½.....	2.75
El Dorado Tips, No. 1½.....	2.70
El Rio, medium, No. 2½, 2 doz.....	2.75

California Canned Fruit.

	Per doz.
Apricots—	
Extra quality.....	2.40
Extra standard.....	
Standard.....	
Pears—	
Bartlett, extra quality, 2½s.....	2.25
" extra standard, 2½s.....	2.20
" standard, 2½s.....	2.00
Cherries—	
Extra quality, 2½s.....	2.50
Extra standard, 2½s.....	2.50
Standard, 2½s.....	2.25

-11-

Peaches—	
Goddess, No. 2½, ex. standard, lemon cling.....	2.20
Tioga, No. 2½, extra standard, lemon cling.....	2.15
Valley, No. 2½, standard, lemon cling.....	2.00
Thistle, No. 2½, standard, lemon cling.....	1.95
Agate, No. 2½, standard, lemon cling.....	1.90
Lake View, No. 2½, yellow, free.....	1.80
Oak, sliced, lemon cling, No. 1, 4 doz.....	1.35
Columbus, No. 2½, pie, peeled, yellow, free.....	1.47½
" No. 2½, pie, peeled, lemon, cling.....	1.50
Plums	
Egg, extra standard.....	
Green Gage, extra standard.....	
Egg, standard.....	1.45
Gage, standard.....	1.45

Domestic Canned Fruit.

Apples	
Wayne Co., No. 10, 1 doz.....	2.50
Booth's, oval, No. 3.....	.70
Blackberries—	
Farren's, extra preserved, No. 2.....	1.30
Silver Lake, syrup, No. 2.....	1.30
Nigger Head, No. 2.....	1.07½
Spring Garden, No. 2.....	.90
Blueberries—	
Loggies, No. 2.....	1.40
" No. 10.....	6.00
Cherries—	
Silver Lake, pitted, No. 2.....	
Flour City, white, No. 2.....	
Peaches—	
Maryland Leader, yellow, No. 3.....	1.25
" white.....	1.20
P. & B., yellow, No. 3.....	1.40
Pears—	
Silver Lake, No. 3.....	
Fowling Creek, good, No. 3.....	1.25
Ayres Good, No. 3.....	1.05
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.30
Pride of Rochester, fancy, preserved, No. 2.....	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz.....	2.20
Strawberries—	
Anchor, No. 2.....	.90
Jumbo, No. 1, 4 doz.....	1.00
Silver Lake, No. 2.....	1.45
Defence, No. 2.....	1.80
Pineapple—	
Acorn, E. & C., No. 2.....	1.90
General, E. & C., sliced, No. 2.....	1.80
Indian River, E. & C., No. 2.....	1.65
Terrapin, E. & C., sliced, No. 2.....	1.60
Orange Grove, E. & C., No. 2.....	1.35
Singapore Chunks, No. 1½, 4 doz.....	1.05

-12-

Wallace, E. & C., sliced, No. 2.....	1.30
Singapore, cubes, No. 1½, 4 doz.....	1.8
Wagner's, No. 1, cocktail, 2 doz.....	.95
P. & B., grated, No. 3.....	.75
James, No. 3, pie, grated.....	.80
Singapore, cubes, No. 1, 4 doz.....	.67½
The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved—	
Chop Tan Hin, ¾ lb., cubes.....	.75½
" ¾ lb., sliced.....	.77½
" 1½ lb., cubes.....	1.02½
" 1½ lb., chunks.....	1.10½
" 1¾ lb., spiral sliced.....	1.15
" 1¾ lb., smooth sliced.....	1.22½

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kipperd Herring and Oysters.

	Per doz.
Crabs—	
Deviled, No. 1, 4 doz.....	2.17½
" No. 2, 2 doz.....	3.25
Clams—	
Gold Label, No. 1, 4 doz.....	1.12½
Star, No. 1, 4 doz.....	.95
Lobster—	
B. & M., No. 1, flat, 4 doz.....	4.65
" No. ½, flat, 4 doz.....	2.45
" No. 1, tall, 2 doz.....	4.35
" No. ¾, flat, 4 doz.....	3.00
Star brand, No. ¼, flat, 4 doz.....	1.40
" No. 1, tall, 4 doz.....	3.85
" No. ½, flat, 4 doz.....	2.40
Shrimps—	
Peerless brand (Barataria), dry, No. 1, 2 doz.....	1.17½
Peerless brand (Barataria), new, pickled, No. 1, 2 doz.....	1.12½
Cotton Bale, pickled, No. 1, 2 doz.....	1.10
Mackerel—	
Pickert's, soused, No. 1, 4 doz.....	1.50
" " No. 2, 2 doz.....	2.50
" " No. 3, 2 doz.....	3.15
Underwood, soused, No. 1, 4 doz.....	
" " No. 2, 2 doz.....	2.50
Oysters—	
Boyer's, No. 1, 2 doz.....	.92½
" No. 2, 2 doz.....	1.80
M. & B., No. 1, 2 doz.....	.92½
Stewart's, No. 2, 2 doz.....	1.65
" No. 1, 2 doz.....	.85
Victory, No. 1, 2 doz.....	.87½
Kipperd Herring—	
Maconache's, 2 doz., plain.....	1.47½
Gold Label, No. 1, spiced, 4 doz.....	.82½



BROWN'S FAMOUS "FLY COIL"

**CATCHES MORE FLIES TO THE SQUARE INCH
THAN ANY OTHER FLY-CATCHER.**

IT ATTRACTS CUSTOMERS

By its NOVELTY! NEATNESS! and CLEANLINESS!

**Hang Up a Couple of Coils
and See How Much They Improve the Appearance
of Your Store and Increase the Comfort of Customers.
When People See a Good Thing Like This —
THEY WANT IT!**

AND YOU SELL LOTS OF THEM!

WHY NOT CATCH CUSTOMERS

AS WELL AS FLIES?

**Brown's "FLY COIL" is Easier to Use; Easier
to Sell than Any Fly Paper.**

TO BE OBTAINED FROM

**BUCKNAM & VANDERPOEL CO., Manufacturers' Representatives
198 WEST BROADWAY, NEW YORK**

Ritter's BEST Preserves XX Brand

**in Hermetically-sealed Glass
Packages, are made of Fresh
Fruit and Granulated Sugar.**

**CONTAIN NO PRESERVATIVES
AND NO ARTIFICIAL COLORING**

They Are Pure

**Guaranteed to Comply with State
and National Food Laws.**

**P. J. Ritter Conserve Company
Philadelphia, Pa.**

—13—

Salmon—	
Gibraltar, Sockeye, No. 1, tall.....	1.90
No. 1/2, flat.....	1.25
Hapgood's, No. 1, tall, 4 doz.....	2.10
No. 1/2.....	1.30
Porter's Best, extra fancy, Sockeye, No. 1,	
tall, 4 doz.....	1.70
Humes, Karlik, No. 1, tall, 4 doz.....	1.45
Horseshoe, No. 1.....	1.52 1/2
White Bear, red, No. 1, tall.....	1.40
White Raven, 1/2s.....	.95

SARDINES—Imported.

Chancellerie, 1/2s, key.....	25.00
La Champagne, 1/4s, key.....	17.00
boneless.....	
Billet, small 1/4s.....	14.00
Tricolore, 1/4s.....	9.00
Gerard, 1/2s, key, boneless.....	34.00
Gold Label, 1/4s, oil, 100 cans.....	6.40
1/4s, mayonnaise dressing, 100 cans	6.40
3/4s, " " 50 cans.....	4.30
Martels, 1/4s.....	9.50
1/2s.....	13.25
Morel, 1/2s, boneless.....	16.00
Mustard—	
Irma, 1/4s, 100 cans.....	3.60
Raven, 1/4s, key, 100 cans.....	3.27 1/2
Underwood's, 1/4s, 50 cans.....	3.95
Harbor, 1/4s, 48 cans, wrapped.....	3.40
Oil—	
Irma, 1/4s, 100 cans.....	3.65
Continental, 1/4s, key, 100 cans.....	3.65
Owl, 1/4s, key, 100 cans.....	3.60
Skipper Sardines—	
1/4s, olive oil, key, 100 tins.....	12.00
" " 50 tins.....	12.00
1/4s, tomato sauce, key, 100 tins.....	13.00
" " 50 tins.....	13.00

CANNED MEATS.**Corned Beef.**

Armour's—		Per doz.
Veribest, No. 1, key, 2 doz.....		1.40
No. 2, key, 1 doz.....		2.35
Fairbank's—		
No. 1, key, 2 doz.....		1.35
No. 2, key, 1 doz.....		2.22 1/2
No. 6, key, 1 doz.....		7.00
No. 14, key, 1/2 doz.....	per case	8.15
Libby's—		
No. 1, key, 2 doz.....		1.40
No. 2, key, 1 doz.....		2.35

—14—

Chipped Beef.

No. 1/2, 2 doz.....	1.45
No. 1, 2 doz.....	2.10
No. 1/2, glass, 2 doz.....	1.55
No. 1, glass, 2 doz.....	2.50
Beechnut—	
No. 1/2, sliced, glass jars.....	1.70
No. 1, sliced, glass jars.....	2.77 1/2

Sliced Smoked Beef.

Acme—	
Large tins, 2 doz.....	2.60
Medium tins, 4 doz.....	1.60
2 doz.....	1.65
Small tins, 4 doz.....	1.00
Large glass jars, 1 doz.....	2.85
Special jars, 1 doz.....	2.60
Junior jars, 2 doz.....	1.60
Armour's—	
Shield, in glass, size 1/2.....	1.55
" " 1.....	2.65

Sliced Bacon.

Armour's—	
Star, in glass, size 1/2.....	1.65
" " 1.....	2.65
" in tin, " 1/2.....	1.55
" " 1.....	2.65
Beechnut—	
No. 1/2, glass jars.....	1.42 1/2
No. 1, glass jars.....	2.50
Acme—	
Large glass, 1 doz.....	2.75
Junior glass, 2 doz.....	1.60

Roast Beef.

Fairbank's—	
No. 1, 2 doz.....	1.37 1/2
No. 2, 1 doz.....	2.37 1/2
Armour's—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.37 1/2
Libby's—	
No. 1, 2 doz.....	1.35
No. 2, 1 doz.....	2.35
Kingan's—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.42 1/2

Lunch Tongue.

Fairbank's, No. 1, 2 doz.....	2.15
Libby's, No. 1, 2 doz.....	2.80
Armour's, No. 1, 2 doz.....	2.65

—15—

Whole Ox Tongue.

Armour's—	
Size 1.....	5.40
" 1 1/2.....	6.75
" 2.....	7.85
" 2 1/2.....	9.50
Fairbank's, No. 2, 1 doz.....	7.00
Libby's, No. 2 1/2, 1 doz.....	9.50

Potted or Deviled Meats.

Armour's—	
No. 1/4, 4 doz.....	.45
No. 1/2, 2 doz.....	.82 1/2
Libby's—	
No. 1/4, 4 doz.....	.44
No. 1/2, 4 doz.....	.80
R. & R.—	
No. 1/4, 4 doz.....	1.15
No. 1/2, 2 doz.....	1.95

Potted Chicken or Turkey.

Armour's—	
No. 1/4, 4 doz.....	1.80
No. 1/2, 2 doz.....	3.05
Libby's—	
No. 1/4, 4 doz.....	
No. 1/2, 2 doz.....	
R. & R., No. 1/4, 4 doz.....	1.75

Sausage.

Armour's—	
Vienna style, size 1/2.....	.90
" 1.....	1.50
Luncheon, with Tomato Sauce, size 1/2.....	.90

Boned Meats.

Curtice Brothers, "Blue Label"—	
Chicken, No. 1/2.....	2.85
No. 1.....	5.00
Turkey, No. 1/2.....	2.85
No. 1.....	5.00
Whole Rolled Ox Tongue, No. 2.....	11.00
" Ham, No. 1 1/2.....	7.50
" " No. 2 1/2.....	10.00

Deviled Meats.

Curtice Brothers, "Blue Label"—		No. 5 oz.	No. 10 oz.
Ham.....		1.25	2.15
Tongue.....		7.25	2.15
Chicken.....		1.85	2.50
Turkey.....		1.85	2.90

—16—

Potted Meats.

Curtice Brothers, "Blue Label"—		No. 1/4 Tin.	No. 1/2 Tin
Ham.....		1.20	2.60
Tongue.....		1.20	2.00
Chicken.....		1.80	2.75
Turkey.....		1.80	2.75

Soups.

Snider's Tomato—			
3-lb. cans, 2 doz.....			2.35
2-lb. cans, 2 doz.....			1.35
1-lb. cans, 4 doz.....			.90
Gallon cans, 1/2 doz.....			5.00
Schimmel's, assorted, 1 lb., 4 doz.....			.85
Campbell's—			
Assorted, No. 1, 4 doz.....			.85
Special assortment, 4 doz.....			.87 1/2
Curtice Brothers, "Blue Label"—			
	Quarts.	Pints.	1/2 Pints
Consomme	3.15	1.75	1.25
Bouillon	3.15	1.75	1.25
Beef.....	3.15	1.75	1.25
Julienne	3.15	1.75	1.25
Printanier.....	3.15	1.75	1.25
Vegetable	3.15	1.75	1.25
Tomato	3.15	1.75	1.25
Ox Tail.....	3.15	1.75	1.25
Mock Turtle.....	3.15	1.75	1.25
Tapioca Creasy.....	3.15	1.75	1.25
Pea.....	3.15	1.75	1.25
Mutton Broth.....	3.15	1.75	1.25
Clam Chowder.....	3.15	1.75	1.25
Clam Broth.....	3.15	1.75	1.25
Chicken Gumbo	3.15	1.75	1.25
Mulligatawny	3.15	1.75	1.25
Chicken.....	3.15	1.75	1.25
Chicken Broth	3.15	1.75	1.25
Green Turtle	6.50	3.50	2.00
Terrapin.....	7.25	3.75	2.25

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—		Per lb.
Extra Mixtures.....	30-lb. pails	.08
Cream Jelly Mixtures.....	"	.09 1/2
Elcrosten Mixtures.....	"	.08 1/2
Nobby Mixtures.....	"	.09 1/2
Cadella Mixtures.....	"	.12
Fine French Mixtures.....	"	.13 1/2
French Creams.....	"	.09
American Mixtures.....	"	.08 1/2
Variety Cut Drops.....	"	.08 1/2
Darling Mints.....	"	.08 1/2
Golden Drip Bar.....	15-lb. boxes	.10

HERE IS YOUR QUESTION ANSWERED

Why put in Croft's Swiss Milk Cocoa when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

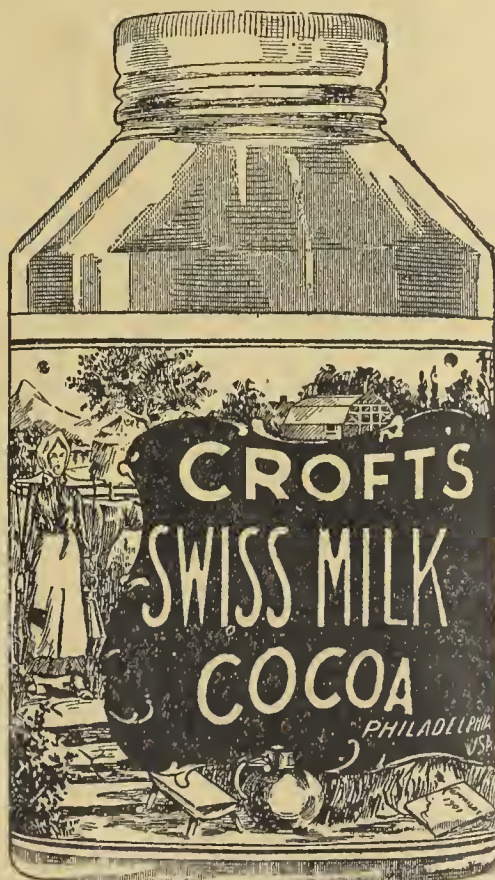
Another thing, Croft's Swiss Milk Cocoa is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in 1/2-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. Philadelphia PENNSYLVANIA

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company

QUINCY

CHICAGO

BUFFALO

—17—

CATSUP.

KETCHUP.

The "Premium" Brand on Ham



WE must make **EVERY** ham that bears "**SWIFT'S PREMIUM**" brand give satisfaction, or the brand would cease to mean anything.

And you should have that ham if you want to satisfy your trade and build up a good ham business.

SWIFT'S PREMIUM
HAMS are always tender, deliciously flavored, properly cured. What we tell you about them you can tell your customers with confidence.

PREMIUM HAMS we keep well advertised, and that makes it easy for you to sell them.

Swift & Company, U. S. A.

—18—

CHOCOLATE AND COCOA.

Walter Baker & Co's—	Per lb.
Premium, $\frac{1}{2}$ s, 12 to 25 lbs.....	.30
Premium, $\frac{1}{4}$ s, 12 lbs.....	.30
Caracas, sweet, 6 lbs.....	.30
German, sweet, 12 lbs.....	.23
Auto, sweet, 6 lbs.....	.32
Cocoa, $\frac{1}{4}$ -lb. cans, 12 lbs. in box.....	.34
Cocoa, $\frac{1}{2}$ -lb. tins, 6 lbs.....	.34
W. H. Baker's—	
Best Cocoa, $\frac{1}{2}$ -lb. size.....per lb.	.31
“ “ $\frac{1}{2}$ -lb. “ “ “ “	.32
Premium Chocolate, $\frac{1}{2}$ s, 12 lbs.....	.28 $\frac{1}{2}$
“ “ $\frac{1}{4}$ s, 12 lbs.....	.29 $\frac{1}{2}$
Best Sweet Chocolate, 1-5s, 6 lbs.....	.19 $\frac{1}{2}$
“ “ 1-5s, 12 lbs.....	.19 $\frac{1}{2}$
Hershey's—	
Milk, 48 5 cent..... per box	1.45
Epp's—	
Cocoa, $\frac{1}{2}$ -lb. tins, 7 lbs.....	.42
Van Houten's—	
Cocoa, 6-lb. boxes, 1-lb. tins.....per tin	.72
“ 6-lb. boxes, $\frac{1}{2}$ -lb. tins..... “	.37 $\frac{1}{2}$
“ 6-lb. boxes, $\frac{1}{4}$ -lb. tins..... “	.19
Huyler's—	
Cocoa, $\frac{1}{2}$ s, 6-lb.....	.42
“ $\frac{1}{4}$ s, 6-lb.....	.44
Hooton Cocoa and Chocolate Co.—	



—19—

—20—

Knickerbocker Chocolate Co.—		
Hasty Lunch Chocolate—		
½ lb. decorated cans, 12-lb. boxes..	per lb.	.30
½-lb. “ “ 24-lb. boxes..	“	.29
Special 10-c. packages, 30 to box..	per box	2.10
Blue Ribbon Breakfast Cocoa—		
Decorated ½-lb. tins, 6-lb. boxes .....		.36½
“ “ ½-lb. “ 12-lb. “ .....		.36
Bedford Cocoa—		
Labeled ½-lb. cans, 6-lb. boxes.....		.29½
“ ½-lb. “ 12-lb. “ .....		.29
“ “ ¼-lb. “ 6-lb. “ .....		.31½
“ “ ¼-lb. “ 12-lb. “ .....		.31
Vanilla Sweet Chocolate—		
Blue Ribbon, ⅙s, 6-lb. boxes.....		.26½
“ “ ⅙s, 12-lb. “ .....		.26
Buster Brown, 5-c., 48 cakes.....	per box	1.35
“ “ 3-c., 72 “		1.40
Premium Chocolate—		
½-lb. cakes, 12-lb. boxes .....		.27½
½-lb. “ 24-lb. “ .....		.27
Milk Chocolate—		
40 3-cent cakes in box, 24 to half case.....		.80
40 “ “ 48 to case .....		.80
24 5-cent cakes in box, 24 to half case.....		.78
24 “ “ 48 to case .....		.78

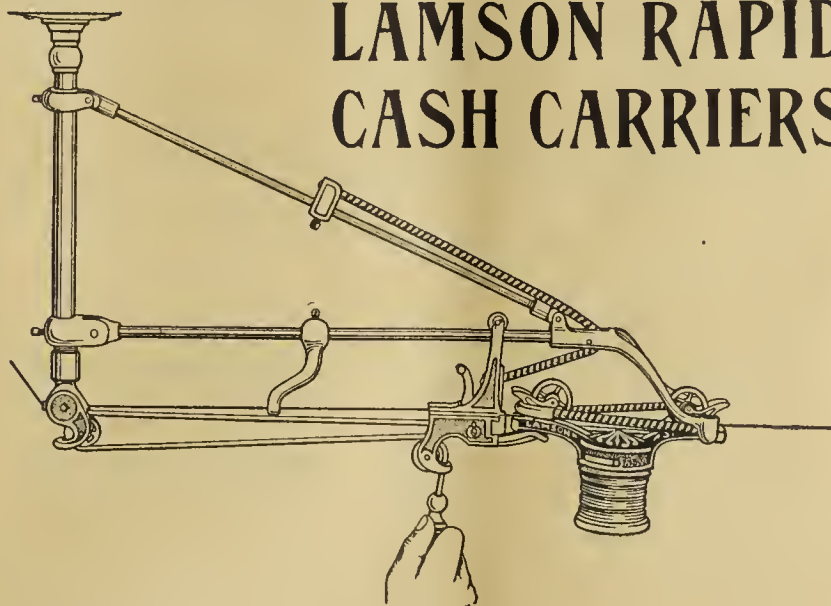
CONDENSED MILK.

Eagle, 4 doz.....	6.25
Eagle, 2 doz.....	3.15
Challenge, 4 doz.....	3.75
Defiance, 4 doz.....	3.75
Magnolia, 4 doz.....	4.15
Rose, 4 doz.....	4.00
Dime, 4 doz.....	3.50
Winner, 4 doz.....	4.00
Baby, 1 doz., glass.....	1.90
Red Cross.....	4.15
Peninsular.....	4.15
Leader.....	3.90
Banner, 4 doz.....	4.10
Star, 4 doz.....	4.15

EVAPORATED MILK.

Peerless, hotel size, 2 doz.....	3	70
Peerless, family size, 4 doz.....	3	15
Peerless, 5-cent size, 4 doz.....	1	80
St. Charles, family size, 4 doz.....	3	75
St. Charles, hotel size, 2 doz.....		
Silver Cow, 5-cent size.....	6	doz.
Pet, 10-cent size, 4 doz.....	per	case
Pet, 5-cent size, 6 doz.....	per	case
Van Camp's, 6 doz., small.....	2	65
Van Camp's, 4 doz., family.....	3	00
Van Camp's, 4 doz., large.....	3	65

LAMSON RAPID CASH CARRIERS



These Carriers will

*Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.*

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office	<i>District Offices</i>	Boston Office
500 Penn Mutual Building	<i>in all</i>	161 Devonshire Street
	<i>Principal Cities</i>	

Oakdale Steam
Crisp Pretzels Salted

☞ Genuine steam process.
Taste better and keep
longer than any other
kind. Acknowledged
"Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.

Oakdale Building, Philadelphia, Pa.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the
7 per cent.who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

-29-

FLOUR.

	Per Bbl
King Midas	6.70
Gold Medal	6.60
Millbourne	6.35
On Top	6.10
Ceresota	6.40
Pillsbury's Best	6.40
Taylor's Fancy	5.10
Semper Idem	4.70
Pride of the West	4.75
Sunbeam	4.65
Quaker City	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

BUCKWHEAT FLOUR.

Hecker's, 64 packages	4.60
Hecker's, 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per Bag.
Corn Meal—	
Lea's, white, Table, 100 lbs.	2.30
" yellow, granulated, 100 lbs.	2.30
" table, 100 lbs.	2.30
Western yellow, granulated, 100 lbs.	2.00
Quaker, 36 packages	2.85
Farina, Hecker's, 24 1's, per case	1.40
" Schumacker's, 24 packages, per case	1.25

Beans—	
California Lima	per lb. .06
Marrows, Fancy N. Y. State, grain bags	
bush	2.52½
Ex. Choice, grain bags	bushel 2.45
Medium, Fancy, grain bags	bu. 2.55
Pea, fancy, grain bags	bushel 2.60
Pea, fancy, Michigan, grain bags	bushel 2.50
Red Kidneys	" 2.00

Peas—	
Green	per bushel 2.60
Scotch	" 2.60
Split, yellow	" 2.20
" green	"

-30-

Lentils—	
000000, 110-lb. bags	per lb. .05
Less quantity	" .05½
Shaker Corn—	
Fancy, barrels	per lb. .05½
Less quantity	" .06
Hominy—	
Lea's Breakfast, 10 pkgs.	case 1.50
Lea's Pearl, 100 lbs.	per bag 2.25
Schumacker's Breakfast, 10 pkgs.	to case 1.30
Western Pearl, 100 lb. bags	1.90
Western Grits, 100 lb. bags	1.75
Barley—	
OO	.05½
No. 3, 100-lb. bags	2.60
Noodles, Climax, 24 100. pkgs., asst., case	1.15
" " 48 50. pkgs., case	1.25
" " asst., 24 50. 12 100. case	1.20
" Smith's, 30 10 c. packages	1.90
" " assorted, 5 and 10 c.	1.90
Golden Egg, 5 and 10 cent	1.55
Golden Egg, 5 cent	1.55
Golden Egg, 10 cent	1.55
Oatmeal, D, per bbl.	6.55
" " kegs 100 lbs., per keg	3.50
Oaten Goods, in cases—	Per case
Avena, 18 packages	1.42½
Banner Oats, 20 packages	4.35
H. O. Oats, 12 packages	1.10
Mother's, 18 packages	1.62½
Mother's, 36 packages	3.25
Quaker, 18 small size	1.45
Quaker, 20 large size	4.35
Rollid Oats—	
Avena, per bbl., 180 lbs.	5.90
Avena, per keg, 90 lbs.	3.15
Standard, 180-lb. bbls.	5.60
" 90-lb. bags	2.65

Sago—	
Fine, bags about 160 lbs.	.03¾
50-lb. lots	.04½
Admiral, Pearl, 24's	.07¾
Tapioca, Instantaneous, 50 1's	.08¾
" Colburn's Hasty, 36 pkgs.	.07¾
" Minute, ¼-gross, per box	2.85
" Flake, about 125 lbs.	per lb. .04¾
" " less quantity	" .04¾
" Pearl, 150 lbs.	" .03¾
" " less quantity	" .04¾

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs.	case 3.05
Purina Cream Graham	per bbl.
Ralston Barley Food, 24 2's	per case 3.85
Ralston Health Food, 24 2's, packages	3.00

-31-

Purina Whole Wheat Flour, 20 5's	per case 4.20
Egg-O-See, 36 packages	2.70
Egg-O-See Corn Flakes, 36 packages	2.70
Cook's Malo Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Maui Flake, 36	4.05
Malta Vita Corn Flakes, 36 packages	2.85
Malta Vita Wheat Flakes	
Post's Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " 85	2.60
Cream Wheat, 36 packages	4.50
Flaked Rice, Cook's, 24 packages	2.70
Wheatlet, 30 packages	3.35
Wheatena, 36 Packs	4.20
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
Quaker Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15 cent size	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	per doz 1.10
" Acidulated	" 1.10
Cox's, large	1.57½
" small	.95
Plymouth Rock, Pink or White	1.20
Nelson's	per doz 1.35
" small	.95
Bromangelon, assorted 3 doz.	.87½
Fruit Pudding, 2 doz., asst. flavors	.80
Jell-O, assorted flavors, 2 doz.	.87½
Jell-O Ice Cream Powder, 2 doz.	.97½
Jellycon, 1 doz. in case	per doz. .87½
Jellycon, assorted flavors, 3½ doz.	per doz. .87½
Chalmer's, shredded	1.00
Chalmer's, granulated	1.00
Chalmer's, No. 1 packages	.45
Peter Cooper	.80
Tryphosa	per doz. .95
Imperial Wine Jelly	per doz. .95
" " per gross	11.00
Gelatine, McKinley's	per doz. .85
Wetmore's Donbie Refined, 36 100. pkgs.	per case 2.70
Pudding, assorted, 2 doz.	per case 1.60
D-Zerta Jelly, assorted, 2 doz.	per doz. .90

-32-

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05¾
" Elbows	.05¾
" Macaroni, long	.05¾
" " square	.06¼
Larosa Spaghetti, long, 25 lbs.	.05¾
" Vermicelli, square	.05¾
" Macaroni, bulk	.05¾
Anger Baking Co.—	
" Golden Seal" Egg Nudeln, fine, medium and broad, 48 5-cent packages	1.80
24 10-cent packages	1.80
" Plain" Noodles, 24 1-lb. cartons	1.80
" " 48 ½-lb.	1.90
Egg Alphabets, 48 5-cent packages	1.80
Egg Barley (Eler Gerste), 48 5-cent pkgs.	1.80
24 5-cent A B C and 24 5-cent Egg Barley	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons	2.25
" Golden Seal" brand, 25 1/1 packages (long)	1.88
" " 48 1/2 " 5-c. size	1.80
" Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons	2.00
" Golden Seal" Egg Macaroni, 25 10-cent cartons	1.88
" Imperiale" brand, 25 1/1 packages (long)	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages	1.90
Spice Drops, in baskets, 20 lbs.	1.60
" " in boxes, 12 lbs.	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle	.30
Bulk, 12-lb. wooden boxes	.08

FIXTURES.

H. F. Heacock.	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00

Make a Specialty of Private Estate Coffee



The nicest, smoothest drinking coffee that has ever been introduced to the trade is **Private Estate**.

It is the *one* coffee that you can make a specialty of that will redound to your benefit. It will appeal to every customer who tries it to such an extent that they will never be content to use any other. It is uniquely packed in one-pound burlap bags. Another feature of importance to you is that it carries with it Universal Coupons.

F. A. CAUCHOIS & CO.

The Fulton Mills 33-34 Fulton Street, NEW YORK

Philadelphia Branch, 139 S. Front Street

Don't Throw Your Profits in the Cellar



A little of this and a little of that, left after the rush is over, is often put in the cellar because there isn't enough of it to make a respectable showing. These little "leftovers" represent your profits and you can't afford to let them rot in the cellar. A very little looks a lot in my Bins and you can get money for it. As I make them, they go to you from me at the one profit.

H. F. HEACOCK, 51 N. Second St., Phila., Pa.

Don't Make Work for Your Customer



by selling her a broom that "sheds." She will "bless" you when she has to go all over the floor to pick up the corn. A **CHIPMAN** broom is put together to stay together and if you push them you will agree with us that "it pays to please." Sells for 25c. Price \$2.25 a dozen. Send for Price List of 30 different styles we make.

Chipman & Wil's Broom Co., Manufacturers of 5 Granite St., Philadelphia

—36—

PRUNES.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
Boxes.				
20- 30, 25 lbs.....				
30- 40, 25 ".....	.08½	.08½	.08	
40- 50, 25 ".....	.07¾	.07¾	.07½	
40- 50, 50 ".....				
50- 60, 25 ".....	.07¼	.07	.06¾	
50- 60, 50 ".....	.07	.06¾	.06¾	
60- 70, 25 ".....	.06¾	.06½	.06	
60- 70, 50 ".....				
70- 80, 25 ".....				
70- 80, 50 ".....				
80- 90, 50 ".....	.05½		.05½	
90-100, 25 ".....				
90-100, 50 ".....		.04¾	.04	
100-120, 50 ".....				
Raisins—				
Muscatsels, 4 crown, 50 lb.....				.05¾
" 3 " 50 lb.....				.05½
" 2 " 50 lb.....				.05
Cal. Thompson Seedless, 50 lbs.....				.06½
Cal. Cleaned Sultanas, 50 lbs.....				.06½
Cal. Sultanas, 50 lbs.....				.06¼
Cal. Seedless Muscatsels, 50 lbs.....				.06
Gilbert's, Layer, Valencias, 28 lbs.....				.05½
Raisins, Seeded—				
G. & S. fancy, 36 is.....				.07¾
Gold Ribbon, fancy, 36 is.....				.07¾
Owl, fancy, 36 is.....				.07¾
Harvest, choice, 36 is.....				.07
Citron, fancy, boxes, 10 lbs.....				.16
" fancy, 25 lbs.....				
Lemon Peel, fancy, boxes, 10 lbs., net.....				.11¾
Orange Peel, fancy, boxes, 10 lbs., net.....				.11½

CEREAL COFFEE.	
Postum Cereal, 15-cent size, 2 dozen.....	\$ 70
" " 25- " 1 "	25
" " 15- and 25-cent size, assorted..	50
Grain-O—	
Case No. 4 1 doz. 16-cent size, ¾ doz.	
25-cent size in case	per case 2.30
Case No. 5, 1 doz. 26-cent size.....	" " 2.05
Case No. 6, 2 doz. 15-cent size.....	" " 2.47½
2 doz. 15-cent size, 1 lb..... per doz.	1.35
Ralston Health Cereal, 36 10-cent size.....	2.75
Kneipp's Malt Coffee	
24-26 oz. package, packed 1 and 4 doz. in case	per doz. 2.15
24-18 oz. package, packed 2 oz. in case	" " 1.25
Perfection Rye Coffee 24 x lb. pkgs.....	2.40
 HORSERADISH.	
Tumblers, 10-c. size, 2 doz.....	per doz.
Tumblers, 5-c. size, 3 doz.....	
Tumblers, 10-c., Lord's Prayer, 3 doz.	" "

DOMESTIC AND FOREIGN DRIED	
FRUITS.	
Apples—	
Fancy N. Y. State, 25 lbs.....	..
Fancy N. Y. State, 48 x lb.....	..
Apricots—	
Extra Choice Royals, 25 lbs.....	.. 14
Standard Royals, 25 lbs.....	.. 13
Cherries—	
California, unpitted, Black, 25 lbs.....	..
California, pitted, Black, 25 lbs.....	..
Currants—	
Gold Medal, re-cleaned, 36 is.....	.. 07
Gold Medal, loose, 25 lbs.....	.. 07
Private Growth, extra, cleaned, 36 lbs.....	.. 07
“ cleaned, 30 lbs. bulk.....	.. 07
Peaches—	
Fancy Muirs, 50 lbs.....	.. 10
Extra Choice Muirs, 50 lbs.....	.. 09
Choice Muirs, 50 lbs.....	.. 08
Extra Choice, Yellow, 25 lbs.....	.. 08
Choice Yellow, 50 lbs.....	.. 07
Pears—	
Choice California, Bartlett, 25 lb.....	.. 10

HORSERADISH.
 Tumblers, 10-c. size, 2 doz.....per doz.
 Tumblers, 5-c. size, 2 doz..... "
 Tumblers, 10-c., Lord's Prayer, 2 doz. "

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

-37-

INK.

Arnold's, black, 3032.....per bottle	.48
Continental, red, 1 doz.....	.30
" black, 3 doz.....	.25
Royal, black, 3 doz.....	.25
Stafford, Commercial, 3032.....per bottle	.58

LAMP GOODS.

Per case of 6 doz.			
Lamp Chimneys—	No. o.	No. 1.	No. 2.
Macbeth, Pearl Top.....	3.90	4.10	4.80
Aome, Victor Top.....	3.60	4.20	4.80
Pure Flint, Luster Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. o, Tubular Lantern Globes.....5 doz.			2.75
Cold Blast.....4½ doz.			3.38
No. 1.			
No. 2.			
Jumbo Chimneys, plain.....per doz.	.75	.85	
" " dec., 107, ".....	.90	1.00	
No. o.			
No. 1.			
No. 2.			
Banner Burners.....	.45	.55	.75
No charge for packages.			
Oil Cans—			
1-gallon, Glass.....per doz	2.25		
1- " Galvanized.....	2.10		
5- " Lenox, Spout.....	5.00		
5- " Spligot.....	5.50		
5- " Columbia.....	7.00		
5- " Banner.....	8.00		
5- " Climax, Pump.....	10.00		
5- " Home Rule, Pump.....	12.00		
Lanterns—			
No. o, Standard.....per doz.	4.75		
No. o, Dash.....	7.80		
Cold Blast.....	8.60		

LIME.

Prepared, 2 doz. in case.....per doz.	.52½
Chloride, sifting, 25 lb. boxes, 1 lb.....per lb.	.05½
" 25 lb. boxes, ¼ lb.....	.06½
Acme, 1 lb., sifting, 25-lb. boxes.....	.05½

LYE AND POTASH.

Banner, 4 doz.....per case	3.15
Babbitt's Potash, 4 doz.....	3.30
Lewis.....	3.25
Red Seal, 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

Per gro	
Ohio Blue Tips—	
200's, 1 gross.....per case	1.70
500's, 100 packages.....	3.25
500's, 1 gross.....	4.50
Ohio Noiseless—	
500's, 1 gross.....per case	3.75
King Bird—	
100's, 3 gross.....per case	2.85
500's, 1 gross.....	4.00

-38-

Swift & Courtney's, 200's, 1-gross case.....	1.75-1.90
" 400's, 1 ".....	3.50-3.70
" 500's, 1 ".....	3.75-4.00
Blue Head, 200's, 1 ".....	1.50-1.60
" 500's, 1 ".....	4.00-4.25
Per Gross.	

Vulcan Parlor, 65's.....	.41
" 100's, 5-gross in case.....	.90
" 500's.....	3.95
Vulcan Safety, 65's, No. 37.....	.55
" 65's, No. 2.....	.45
Columbia Safety, No. 2, 5-gross cases.....	.55
" No. 37, 5-gross cases.....	.50
" 100's, 5-gross cases.....	.90
" No. 15, 5-gross cases.....	1.20
" No. 32, 5-gross cases.....	.55
Safety.....	.45
Mazepa, Parlor, 500's.....	3.50-3.75
Searchlight, 500's.....	4.25-4.50
Press, 200's.....	1.80-1.90
" 500's.....	4.50-4.75
America, 200's.....	1.30-1.35
American Paraffine, 500's, ex. qual.....	4.15
Telegraph, blue head, 5-gross cases.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
Our Darling, ¼ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

John Bower & Co.:	
Barrels and half barrels, Superior.....per lb.	.08½
18, 37 and 68-lb. buckets.....	.09
10-lb. buckets, 6 in crate, ".....per crate	6.25
5-lb. " 6 " ".....	3.65
5-lb. glass jars, 6 in case, ".....per case	3.80
18, 37 and 68-lb. bcks., XXX, Superior.....per lb.	.13
5-lb. gl. jars, 6 in case, XXX, ".....per case	4.40
Barrels and half barrels, Fairmount.....per lb.	.07½
18, 37 and 68-lb. buckets, ".....	.08
Wm. J. Troth:	
Barrels and half barrels, Famous.....per lb.	.08½
18, 37 and 68-lb. buckets, ".....	.09
10-lb. buckets, 6 in crate, ".....per crate	6.25
5-lb. " 6 " ".....	3.65
5-lb. glass jars, 6 in case, ".....per case	3.80
18, 37 and 68-lb. bcks., XXX, Famous.....per lb.	.13
5-lb. glass jars, 6 in case, XXX, ".....per case	4.40
Barrels and half barrels, Golden.....per lb.	.07½
18, 37 and 68-lb. buckets, ".....	.08
Campbell's Mince Meat, 30-lb. pails.....	.08
Mrs. Wells', bbls. & ¼ bbls. & 30-lb. kits.....per lb.	.06
New Year, bbls and kegs and 30-lb. kits.....per lb.	.05
Crescent, bbls., ¼ bbls. and 30-lb. kits.....	.04½
Schimmel's, 30-lb. Kits, bbls., ¼ bbls.....per lb.	.07½
" 18 and 37 lb. Kanakins.....	.08
" 10-lb. Kits, 6 to crate.....per doz.	9.80
" 5-lb. ".....	5.30
" 5-lb. Glass Jars, 6 to case.....	6.25
National, 30-lb. Kits, bbls., ¼ bbls.....per lb.	.05½
Southwark, 20-lb. pails, bbls., ¼ bbls.....	.04½
Atmore & Son, Extra Family—Seedless:	
No. 5, glass jars.....per case 6 jars	4.50
No. 3, glass jars.....per case 6 jars	3.15

-39-

Family—Seedless.	
No. 5, wooden pails.....per box 6 pails	3.75
No. 10, wooden pails.....per box 6 pails	6.40
No. 18, 37 and 68, wooden pails.....	.09½
Celebrated—Seedless.	
Barrels, Halves, Quarters.....per lb.	.08½
Wooden Pails, 18, 37 and 68 lbs.....	.09½
Atmore's Mincecat, No. 2, 2 doz. in case,	
per doz.....	2.00
Cartons Condensed, (3 dozen in case,) per gross.....	11.00
Keystone—	
Barrels, Halves, Quarters.....per lb.	.07½
Wooden Pails, 18, 37 and 68 lbs.....	.08½
Wooden Kits, No. 20 and 21.....	.08
Armour's, Home-made style, Wet—	
10-lb. kits.....per lb.	.09½
25- " ".....	.09
50- " ".....	.08½
100-lb. bbls.....	.08½
150- " ".....	.08½
250- " ".....	.08
450- " ".....	.07½

OILS.

Stove Gasoline.....per gal.	.15½
Headlight, 15test.....	.12½

OLIVES.

H. Kellogg & Sons, Agents:—	Doz.
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" Extra, quarts.....	5.40
" Extra, pints.....	4.60
" Mammoth, ½ pints.....	2.20
" Extra, ½ pints.....	2.15
Fources, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
Pim Olas, 10 oz.....	3.50
California, quart tins.....	3.50
California, pint tins.....	2.15

OLIVE OIL—Imported.

Bertin & Perrier's, extra fancy, qts., 1 doz.....	4.90
" " pts., 2 doz.....	2.90
" " ½-pt., 2 doz.....	1.90
Rae's, Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" " Finest Sublime, qts., 1 doz.....	6.50
" " pts., 2 doz.....	7.50
" " ½-pt., 2 doz.....	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" " Sublime, 8-oz. flasks, 2½ doz.....	6.50
" " 12-oz. " 2½ doz.....	8.00

-40-

Rae's, Finest Sublime, 1 gal., 10 in case, per gal.	2.40
Rae's Finest Sublime, 5 gal., 1 or 2 in case, per gal.	2.30
" " 1 qt., 40 to case, ".....	2.65
" Sublime, 1-qt. tins, 40 to case.....	2.35
" " ½-gal. tins, 20 to case.....	2.20
" " 1-gal. tins, 10 to case.....	2.10
" " 5-gal. tins, 1 or 2 to case.....	2.00

J. L. Neff & Co., Agents—

La Toscana Olive Oil, packed and sealed abroad.	
24 4½ oz. bottles.....	4.75
24 8 oz. bottles.....	7.50
12 18 oz. bottles.....	6.75
2 5 gal. cans, case.....	22.00
10 1 gal. cans, case.....	23.10
20 ½ gal. cans, case.....	24.20
40 ¼ gal. cans, case.....	25.30
80 ½ gal. cans, case.....	27.50
Bulk at \$20 for 10 gallons.	

Nicelle Olive Oil—

The highest type of Pure Olive Oil producible. Made and bottled in Nice, France. Serial No. 6533.	Per case
Large bottles, 1 doz. to case.....	7.25
Medium bottles, 2 doz. to case.....	7.75
Small bottles, 4 doz. to case.....	8.50
5 gallon tins, 2 tins to case.....	26.50
1 gallon tin, 4 tins to case.....	11.00
½ gallon tin, 8 tins to case.....	12.00
32 oz. tin, 25 tins to case.....	22.00
Trade discounts on quantity.	

Jas. Hill & Sons Co.

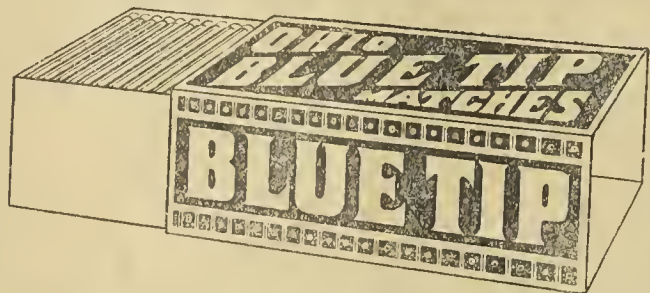
Quarts, Cal. style, 1 doz. in case.....per case,	8.50
Pints, " " " " ".....	9.00
½ Pints, " " " " ".....	4.75
Oliver's Olive Oil—	
1 dozen large.....	6.00
2 dozen medium.....	6.75
2 dozen small.....	4.25
6 1-gallon tins.....per gal.	2.10
10 ½-gallon tins.....per gal.	2.20
20 ¼-gallon tins.....per gal.	2.25

AMERICAN OIL.

Stohrer's, No. 8, 2 doz.....per doz.	.55
Stohrer's, No. 16, 2 doz.....per doz.	.90
Stohrer's, No. 32, 1 doz.....per doz.	1.85
Keystone, bottles, 2 doz.....per doz.	.90

PAPER.
WRAPPING.

Manila, 15 x 20, full.....per ream	.36
" 24 x 36, full, 20 lbs.....	.80
" 18 x 24, full, 10 lbs.....	.37½
" Special, 15 x 20, 6 lbs.....	.21



81% Profit

DOES THIS TEMPT YOU TO HANDLE THE OHIO BLUE TIP SAFETY MATCHES?

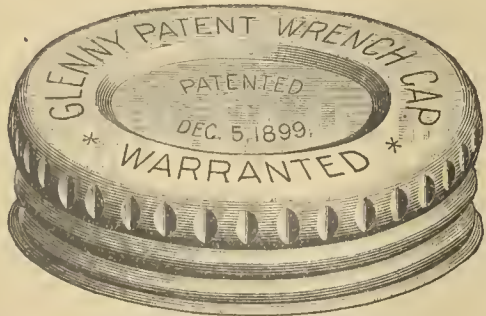
An independent safety, double tip match, that is just about twice as reliable as the best other match made.

A good profit on a good thing—isn't that the ideal mercantile proposition? All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street

The Glenny Wrench Jar Cap



A PURE FOOD, COMMON SENSE FRUIT JAR CAP, made from heavy TIN PLATE, especially treated for us.

It does not require a liner, therefore has none, for the dirt and MICROBES to hide behind.

Packed in cartons of one dozen and from 60 to 120 cartons in a case.

PRICE \$1.00 per gross F. O. B. Cincinnati, rubbers not included.

SAMPLES FURNISHED

The
Wm. Glenny Glass Co.
Cincinnati, Ohio

"The Can's the Thing"

When we arranged to put out our **Café des Gourmets Coffee** we concluded that it must be put up in an air-tight package, so we decided that "the can's the thing" that would accomplish our purpose, so it is packed in hand-somely labeled one-pound cans that not only protects the natural flavor and freshness, but keeps it so for an indefinite time.

It is as near a perfect blend as our many years of experience could make and our usual guarantee goes with it.

Sold to you at 25 cents a pound.



SAMUEL WILDE'S SONS CO., Importers

Coffees, Teas and Spices

11 DUTCH STREET - - - NEW YORK

—44—

DRESSED MEATS.		
City Dressed Beef—		Per lb
Choice, native.....	10	- 11
Common.....	07	- 09



DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

Turkeys—		Per lb.
Western, Y. H., 8 to 12 lbs.....	.20	-.22
“ Y. T., 15 to 17 lbs.....	.20	-.22
Old hens and toms .....	.21	-.22
Common to Good.....	.15	-.18
3rollers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy.....	.25	-.28
Philadelphia, fresh killed, 3½ to 4 lbs to pair .....	.25	-.28
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy.....	.25	-.28
Western, 4 to 4½ lbs. to pair, fancy ..	.20	-.22
“ 3 to 3½ lbs. to pair, fancy ...	.20	-.22
“ fair to good.....	.16	-.18
Fowls—		
Western, fancy.....	.13	-.14
Heavy Roasters, 4 to 5 lbs.....	.19	-.21
Fair to good.....	.16	-.18
Old cocks.....	.10	-.11
Western capons, fancy.....		
“ small.....		

—46—	
iquabs—	Per doz.
Prime, large, any	3.00-3.50
Mixed	2.50-3.00
Dark	1.25-1.75
LIVE POULTRY.	
Spring chickens, nearby, 1½ to a lb.	Per lb.
Large Springers	—
Hens	.13
Roosters	.14
Ducks	.10
POULTRY SEASONING.	
Bell's Spiced Seasoning—	
Small or No. 1, 2 doz. in case	per doz. 85
" " " " " " " "	.85
Large or No. 2, 1 " " " " " "	1.40
1-lb. cans, 1 doz. in case	per case 4.00
2-lb. " ½ " " " " "	3.75
3-lb. " ⅓ " " " " "	5.40
5-lb. " ⅓ " " " " "	8.70
SAUER KRAUT.	
Extra Quality, 50-gal. tierces	4.50
Extra Quality, 15 gals., kegs	2.20
Victory, extra fancy, No. 3, 2 doz.	.75
Spring Garden, fancy, No. 3, 2 doz.	.70
Compass, No. 3, cans, 2 doz.	.65
PLUM PUDDING.	
Richardson & Robins:—	
Individual Size, 2 doz. in case, ½ lb. per doz.	1.00
No. 1, round conical, with key, 1 doz.	2.35
No. 2, " " " " " " " "	4.25
No. 3, " " " " " " " "	6.50
No. 4, " " " " " " " "	8.50
P. P. Sauce, 2 doz., No. 1	1.50
Atmore's Genuine English Plum Pudding—	
Seedless:—	
Individual, per case of 5 doz.	2.00
1-lb. cans, " " " " " " " "	2.25
2-lb. " " " " " " " "	4.00
3-lb. " " " " " " " "	3.25
4-lb. " " " " " " " "	3.85
PRESERVES, JELLIES, JAMS AND MARMALADE.	
Jellies—	Per doz
No. 32, jars	.97½
No. 5, toy palls	2.45
American, pure apple, tumblers, assorted	.88
alices	.83
Schimmel's, No. 10, tumblers	.72½
National, No. 10, tumblers	.72
National, No. 6, tumblers	.49

Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails.....	.13½
National, 30-lb. pails.....	.09
Southwark, 30-lb. pails.....	.05
Southwark, 4¼-lb. toy pails, ¼ doz.....	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars.....	.98
Apple, Southwark, No. 3, tins.....	1.00
Apple, No. 5, toy pails.....	2.70
Apple, 30-lb. pails.....	per pail 1.08
Apple, 20-lb. crocks.....	per lb. .07¾
Apple, Schimmel's, 30-lb. pails.....	per lb. .06
Prune, 30-lb. pails.....	per lb. .07¾
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz.....	1.70
Southwark, assorted, jars, 2 doz.....	.98
Orange Marmalade—	Per doz.
Hardley's, imported.....	1.82½
Schimmel's, pure.....	1.65
Warrock's Guava Jelly—	Per doz.
1-lb. tumblers.....	4.00
½-lb. ".....	2.25
Cuticle Bros. Preserves—	Per Doz.
Cherries, jars.....	4.85
Strawberries, ".....	4.60
Raspberries, ".....	4.60
Apricots, peeled.....	4.85
Pineapple, ".....	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

	Per doz.	In cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint.....				0.85	1.95
Castor Oil.....	.45			.85	1.95
Sweet Oil.....	.40			.85	1.95
Spirits Nitre.....	.45			.85	1.95
Spirits Camphor.....				.85	1.95
Spirits Painters' Commercial.....	.45			.85	1.95
Paregon.....	.45			.85	1.95
Glycerine.....	.45			.85	1.95
Syrup Squills.....	.45			.85	1.95
Syrup Rhuibarb.....	.45			.85	1.95
Syrup Ipecac.....	.45			.85	1.95
Turlichen Balsam.....	.45			.85	1.95
Golden Tincture.....	.45			.85	1.95
Tincture Arnica.....	.45			.85	1.95
Balsam de Malta.....	.45			.85	1.95
Bateman Drops, rd bots.....	.45			.85	1.95
Godfrey's Cordial, rd bots.....	.45			.85	1.95
Turpentine.....	.45			.85	1.95
Machine Oil.....	.45			.85	
Laudanum, 15c.-size.....					per doz., 1.20
Laudanum, 25c.-size.....					per doz., 1.90

5 per cent. discount in gross lots assorted.

Alum.....	per lb.	.03
so Mule-Team Pure Borax, 1-lb., 24-lb. per ca.		2.40
" " ½-lb., "		2.60
" " ¼-lb., "		2.80
Anker's Beef Capsules.....		3.00

Borax, Powdered, bulk	per lb.	.08
" Lump, bulk .....		.08
Butter Color, W. & K.....	per doz.	2.00
Blueotono, bulk.....	per lb	.08½
Copperas.....	per lb	.01¾
Camphor, gum, 1-oz. blocks.....		.65
" Flakes, 250 bbls.....		.02¾
" less quantity	"	.03¾
" Tar Balls, bbls., 250 lbs.	"	.02¾
" less quantity .....		.03
Castoria, Fletcher's.....	per doz.	2.80
" Pitcher's.....		.85
Carbonate of Ammonia.....		.11
Epsom Salts.....	per lb.	.02
Glauber Salts.....	per lb.	.01¾
Glue, ordinary.....		.09¾
Glue, white.....		.20
Goff's Cough Syrup, 25c. size.....	per dos.	1.75
Goff's Herb Bitters, 25c. size.....		1.75
Goff's Oil Liniment, 25c. size.....	"	1.75
Goff's Sarsaparilla, 50c. size.....	per dos.	3.50
Goff's Worm Syrup, 15c. size.....	"	1.20
Goff's Horse and Cattle Pwd., 15c. size ..	"	1.20
Goff's Dyspepsia Tablets, 10c. size.....		.75
Gum Arabic.....	per lb.	.50
Haarlem Oil.....	per dos.	.40
Licorice, P. & S., 3c. stick, Imported..	"	.36
" M. & R., 5-lb. boxes.....	per lb.	.23
" Lozenges, 5-lb. boxes, "	"	.27
" Y. & S., " 5-lb. glass front, "	"	.24
" 5-lb. bx., 4's, 6's, 8's, 12's, 16's, "	"	.24
" Root.....	"	.11
Putty, 25-lb. cans.....	per 100 lbs.	1.66
" 50-lb. cans.....		1.55
Petroleum Jelly, screw top, 5-c. size... "	"	.35
" 10-c. " " "	"	.75
Paris Green, 100-125-lb. kegs	per lb.	2¼
" ¼-lb. packages.....	"	.29
" ½-lb. "	"	.28
" 1-lb. "	"	.27
Jamaica Ginger, Hires', flasks.....	per doz.	.90
Rosin.....	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs. "	"	.06¾
" granulated, kegs, 100 "	"	.06¾
Sulphur, Flour, 175-lb. barrels. . .	per 100 lbs.	2.55
" 100-lb. bags.....		2.35
" less quantity .....		.03¾
Venetian Red.....	per lb.	.01
Whiting.....		.02
Husband's Magnesia.....	per dos.	2.85
Bull's Cough Syrup.....	"	1.90
Roach Powder, Omega, 4-oz. cans.....		.80
"	per gross	9.00
Rochsault, 10c.-size, 1 doz.....	per doz.	.80
Iron Glue, McCormick & Co's:—		
No. 5.....		.40
No. 10.....		.75
Tube V.....		.75
M McCormick & Co., Bee Brand—	Per doz.	
Insect Powder.....		.80
Root Bear .....		.80
Talcum Powder .....		.80
Triangular Quinine.....		.80
Quinine Capsules.....		.75

if she wouldn't like to have several

for the table. She knows that modern table etiquette makes them a necessity. We are giving fine ones to you with our Extract of Beef

ABSOLUTELY FREE

NO ADVERTISING
ON THEM




have several

SPREADERS

Modern table etiquette
requires fine ones

E



the design
us by the
Rogers Mfg. Co.
\$3 for half a dozen
can use them, sell them
Their elegance will appeal
taste. We will advertise this
customers also—offering a spreader for
from a jar of our Extract of Beef. Write
and handsome lithographed hanger, 11 x 14,
to get the benefit of this big offer, because it is
make hundreds of sales for you.

These are no cheap premium goods but the latest quality and design; made especially for the celebrated Wm. L. Co. Your jeweler gets a dozen like them! You can keep them or give them away.

Their elegance will appeal to the most refined
 taste. We will advertise this premium to your
 customers also—offering a spreader for 10c. and a cap
 jar of our Extract of Beef. Write for particulars

from a jar of our Extract of Beef. Write for particulars

and handsome lithographed hanger, 11 x 14, and prepare

to get the benefit of this big offer, because it is positive to

make hundreds of sales for you.

ARMOUR & COMPANY

for 10c. and a cap
e for particulars
, and prepare
positive to

ARMOUR & COMPANY, Chicago
Please send me full particulars regarding
"Free Silver" offer

NAME.....
ADDRESS.....
CITY.....

—52—

Lea & Perrins' Worcestershire, large..	"	7. 30
"	middle "	4. 50
"	small "	2. 50
Worcester Sauce, Campbell's, No. 8, 2 doz...		.77½
North of England Sauce, No. 8, doz.....		.77½
Chof Sauce, 2 doz., doz.....		.75
Snider's Chilli Sauce:—		
Pints, 1 doz.....	per doz.	2. 40
½ pints, 2 doz.....	"	1. 40
Gallons, 6 jugs in crate.....	per jug	1. 00
Snider's Oyster Cocktail Sauce:—		
Pints, 2 doz.....	per doz.	2. 40
½ pints, 2 doz.....	"	1. 40
Gallons, 6 jugs in crate.....	per jug	1. 00

Acid Phosphate, Horsford's.....	per doz.	4.75
Bath Brick, box 25 bricks.....	per box	.60
Sealing Wax.....	"	.03
Silver Sand.....	per bbl.	1.85
Tar, pints.....	per doz.	.75
" quarts.....	"	1.00
" gallons.....	each	.30
" 1/4 barrels.....	"	3.50
" barrels.....	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size...		2.00
McCord's Magic Medicine, 25c. size.....		2.00
50c. size.....		4.00
McCormick's Tasteless Chili Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size...		4.00
Wendureur Headache Powders, 10c. size....		.80

McCormick & Co., Bee Brand—	Per doz
Vanilla, Rose, Pistachio.....	10c. size .85
	15c. size 1.00
	25c. size 1.75
Lemon, Almond, Apple, Apricot, Banana,	
Blackberry, Orange, Peach, Pear, Pine-	
apple, Raspberry, Strawberry, Violet,	
	10c. size .80
	15c. size 1.75
	25c. size 2.00

Blair's Liquid Rennet	per doz.	1.10
Hanson's Junket Tablets, 8 doz.,	per doz.	.73
Blair's Rennet Tablets, 3 doz.,	per doz.	.75
Union Tablets, 8 doz., 5c .....		.45

Corson's Champagne	Per gal.	.18
" Dry Hard .....		.20
Bottled Cider—	Per case	
Duffy's 1842 Apple Juice, 1 doz. quarts		3.50
" " " 2 doz. pints		4.00
Anchor Brand Golden Russet, 1 doz. quarts		3.75
" " " 2 doz. pints		4.25

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

—53—

SEEDS.

Canary, bush, 50-lb.	\$.60	Mustard, Brown...	..07 1/2
Caraway.....	..22	Mustard, Yellow..	..06
Celery.....	..09	Rape, per lb.....	..05 1/2
Cardinal, bleached	..05	Poppy, per lb.....	..10
Flax.....	..05	Sunflower, per lb..	..04 1/2
Hemp, bush, 40-lb.	1.60		

SODA.

Bi-Carb., 110 lbs., kegs.....	per lb.	..01 1/2
Bi-Carb., bulk, 25-lb. boxes.....	"	..03
Babbitt's Soda, 1/2 lb. pkgs., 25 lbs.....	"	..05 1/2
Arm & Hammer Co., 1/2 s, 36 lbs.....	per lb.	..05 1/2
" " " 1/2 s, 36 ".....	"	..04 1/2
" " " 1/2 s, 36 lbs.....	"	..05 1/2
Saleratus, Babbitt's Co., 1/2 s, 25-lb. bxs.	"	..05 1/2

SOFT DRINKS.

Root Beer Extract, Hires', 1 doz.....	1.50
Hires' Root Beer, Carbonated, 2 doz.....	..87 1/2
Hires' Ginger Ale, Carbonated, 2 doz.....	..87 1/2
Welch's Grape Juice, case quarts, 1 doz.....	4.50
" " " 1/2-plats, 2 doz.....	4.75
" " " 1/2-plats, 3 doz.....	4.95
" " " 1/2-ounce, 8 doz.....	6.00
" " " 1/2-gallons, 1 doz.....	8.00
" " " 1/2-gallons, 6 gal.....	7.50

5 per cent. discount on 5 case lots.

Cliequet Club Co. :-	Per case
Ginger Ale, extra dry, pints, 2 doz.....	2.10
Sarsaparilla, extra quality, pints, 2 doz.....	2.10
Blood Orange, extra quality, pints, 2 doz.....	2.10
Birch Beer, extra quality, pints, 2 doz.....	2.10
Lemon Soda, extra quality, 2 doz.....	2.10
Root Beer, extra quality, pints, 2 doz.....	2.10

POLISHING AND CLEANING COMPOUNDS.

Klecnatub, 1/2 gross.....	2.50
Son Ami, 10-cent size.....	1/2 gross 2.50
Electro Silicon, 1 doz.....	per doz. .75
Putz Liquid, large, 3 doz.....	per gross, 16.50
Putz Liquid, large, 3 doz.....	per doz. 1.45
Putz Liquid, small.....	per gross, 7.00
Putz Liquid, small.....	per doz. .60
Putz Paste, large.....	per doz. .55

—54—

SOAP—Laundry. Bars, 5 bxs.

Acme.....	100	3.50	Less than 5 bxs.
Acorn.....	100	2.45	
Ark.....	100	1.85	
American.....	75	2.80	
Bee.....	100	3.90	
Best, Babbitt.....	100	3.45	
Babbitt's New York City.....	60	2.95	
Big Master.....	70	2.90	
Brown.....	60	2.40	
Borax, Dreydoppel.....	40	2.60	
" Pearl, Young & Co.....	40	2.80	
" Day & Frick, Novelty.....	40	2.80	
" Handsome.....	60	2.60	
" Ravenson, large.....	100	4.75	
" " small.....	100	3.75	
" Kirkman's.....	100	3.80	
" Red Seal.....	100	3.80	
" Swift's.....	100	4.00	
Circus.....	100	3.50	
Cotton Oil.....	100	5.80	
Coal Oil Johnny.....	100	3.57 1/2	
Cygnel.....	100	4.00	
Dobblin's Electric.....	100	4.15	
Dewey.....	100	2.15	
Fairy.....	100	4.00	
Fels-Naptha.....	100	4.00	
Five-case lots freight prepaid.....	100	3.95	
German Family.....	800	4.30	
Good Morning.....	100	3.85	
Glycerine Tar.....	100	3.75	
Gloss.....	100	3.50	
Grand Pa's.....	50	3.15	
" " ".....	100	3.80	
Ivory.....	100	7.00	
" " ".....	100	4.00	
Lenox.....	100	3.00	
Life Buoy.....	50	2.00	
" " ".....	100	4.00	
Lauts's Naptha.....	100	3.80	
Magic Cleaner.....	100	3.00	
Marsellies, laundry size.....	100	5.80	
" 5-cent size.....	100	4.00	
" toilet size.....	100	4.00	
Mayer's.....	100	3.80	
" " ".....	50	1.90	
Müller's Naptha.....	100	3.75	
Naptha, Swift's.....	100	3.75	
Naptha, P. & G.....	100	4.00	
Octagon.....	100	3.90	
Old Mill.....	100	3.30	
Ozone.....	100	3.75	
Oleum, Conway's.....	60	2.45	
" Golden.....	60	2.55	
" Ravenson's.....	60	2.35	
" Kirk's.....	60	2.07 1/2	
" Philadelphia, 60 blocks.....	2.60		
" " 75 blocks.....	2.60		
" Pennsylvania.....	60	1.60	
" Procter & Gamble.....	60	3.00	
" Young's Best.....	60	2.80	
Pride, Swift's.....	100	3.75	

—55—

Pole.....	190	2.45
Quaker City, boxes.....	100	2.90
" tubs.....	150	4.60
Sunlight, oval.....	100	3.85
" twin bars.....	100	3.95
Santa Claus.....	100	3.10
Saratoga.....	120	2.45
Star.....	100	3.00
Sunny Monday.....	100	4.00
White Cloud.....	100	3.85
Wool Soap, large.....	100	6.75
Wool Soap, small.....	100	4.00

TOILET SOAPS.

Buttermilk Cosmo.....	gross 6.75
Buttermilk Cosmo.....	doz. .60
Buttermilk, Swift's.....	gross 4.05
Castle, Imported, Coat.....	lb. 13 1/2
Castle, Coat, original boxes.....	lb. 11 1/2
Cutaneous, Dr. Ranb's.....	doz. .70
Elderflower, large cake.....	gross 4.40
Flour-de-Ms.....	gross 4.50
Flour-de-Ms.....	doz. .45
Hearts and Flowers.....	gross 10.95
Maxine Elliot.....	gross 8.10
Oatmeal, 3 cakes in box.....	gross 2.65
Olive Oil Castle, white, green or mottled, 9	
1/2-lb. bars to box.....	lb. .09
Turkish Bath.....	doz. .40
Sweetheart, 50 cakes.....	box 2.75
Witch Hazel, 3 cakes, 1/2 gross.....	gross 3.25
Witch Hazel, Swift's.....	gross 4.05

SCOURING SOAP.

Day & Frick's Filat, 36 bars.....	1.24
Young's, 48 bars.....	1.80
Brooks' Crystal, 100 bars.....	3.35
Philadelphia Standard, 60 bars.....	.60
Sapollie, 36 bars.....	2.25
" Hand, 36 bars.....	2.25
Wrigley's, 100 bars.....	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars.....	2.35

SOAP POWDER.

Pearline, 36 packages.....	Per case 2.70
" 72 ".....	2.70
" 100 ".....	2.65

—56—

Soapine, No. 7, 100 packs.....	2.37 1/2
Soapine, No. 12, 100 packs.....	3.90
Soapine, No. 17, 36 packs.....	2.42 1/2
Babbitt's 1776 Powder, 100 6-oz.....	2.30
Finola, 100 packages.....	3.25
Gold Dust, Fairbank's, 100 15-oz. packages.....	4.00
" " 24 4-lb. ".....	4.50
Naptha Borax, 100 packages, large.....	4.75
" " 100 5-cent packages.....	3.75
Kirkoline, white, 24 4-lb. packs.....	3.57 1/2
Kirkoline, White, 100 5-cent packages.....	3.50
Young's Pearl Borax, 60 2-lb. packages.....	3.55
Saw Boy Washing Powder, 24 4-lb.....	4.00
" " 50 2-lb.....	4.00
" " 100 1-lb.....	4.00
Nine O'clock Tea, 100 packages.....	3.15
I-V Washing Tablets, 3 doz.....	per doz. .43
Swift's Washing Powder, 100 12.....	3.85
Swift's Washing Powder, 24 4-lb.....	3.85
Pennywash, 1 gross and 144-1 cent cakes free.....	10.25
Powerline, 100 packages.....	3.75
Old Dutch Cleanser, 48 packages.....	3.25

SPECIALTIES.

Anker's Bouthion Capsules.....	1.00
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PURE GROUND SPICES.

	Bbls.	Boxes.	Cans.
Pepper—			
Black, High Grade.....	14	15	17
Black, Low Grade.....	10	11	13
White, High Grade.....	10	11	13
White, Low Grade.....	10	11	13
Red, High Grade.....	10	11	13
Red, Low Grade.....	10	11	13
Cinnamon—			
High Grade.....	22	23	25
Low Grade.....	13	14	16
Cloves—			
High Grade.....	22	23	25
Low Grade.....	16	17	19
Allspice—			
High Grade.....	11 1/2	12 1/2	14 1/2
Ginger—			
High Grade.....	25 1/2	26 1/2	28 1/2
Low Grade.....	10	11	13
Mace—			
High Grade.....	75	77	
Nutmegs—			
High Grade.....	30	32	
Mustard—			
Yellow, High Grade.....	19	20	22
Yellow, Low Grade.....	14	15	17
Brown, High Grade.....	14	15	17
McCormick & Co., Bee Brand—			
Pepper, Cinnamon, Mustard, Cloves, Gin-			
ger, Allspice.....	1/4 lb.	1/4 lb.	1/4 lb.
	1/2 lb.	1/2 lb.	1/2 lb.
Banquet Brand—			
Mustard, Cinnamon, Pepper, Cloves, Gin-			
ger, Allspice.....	1/4 lb.	1/4 lb.	1/4 lb.
	1/2 lb.	1/2 lb.	1/2 lb.

Positively
The Best
Wagon
Ever Built
For the
Grocery
Trade

Strong,
Easy-
Running,
Finest
Steel Tires,
Wheels
Second-
Growth
Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

No Loss on Loose Goods



Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

-61-

Banner, in jars, compound.....	per doz.	1.00
White Clover, in jars, compound.....	"	.92½
Purina Pancake Syrup, 36 pts.....	"	2.25
" " " 24 qts.....	"	4.00
" " " 12 ½ gals.....	"	7.00
" " " 6 gals.....	"	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz.....	25
" " " medium, doz.....	1.45
" " " small, doz.....	.62½
Vermont Maple Syrup, gal. tins.....	per gal. 1.25
" " " ½ gal. tins.....	per doz. 7.75
Hazen's Maple Syrup, qt. bottles.....	4.00
" " " pt. bottles.....	5.40
Towle's Log Cabin "Camp" Syrup.....	Per doz. 13.50
Gallon cans, 6 in case.....	7.25
Half-gallon cans, 12 in case.....	4.12½
Quart cans, 24 in case.....	2.50
Pint cans, 24 in case.....	4.50
Pint bottles, 24 in case.....	2.75
Jacket cans.....	per gallon 1.00

CRESCENT MAPLEINE.

1-oz.....	Per doz. 3.00
4-oz.....	5.25
6-oz.....	9.50
10-oz.....	18.00
12-oz.....	35.00
Gallons.....	each 12.00

OIL OF MAPLEINE.

1-oz.....	Per doz. 2.70
2-oz.....	4.50
4-oz.....	8.25
6-oz.....	15.00
10-oz.....	27.00
12-oz.....	45.00
Gallons.....	each 15.00

WOOD AND WILLOW WARE.

BROOMS.		Per doz.
Little Gem, parlor, 2 string.....		2.40
N U, No. 6, split handles.....		2.45
Leader, No. 6, 3 string, red handles.....		2.40
Princess, No. 4, fancy handles.....		2.75
Parlor, No. 3, 2 tie.....		1.85
Toy Brooms.....		.90
Whisks, 2 sowed.....		.90
Stable, 2 tie, rattan centre.....		3.50
Stable, 3 tie, rattan centre.....		4.00
Factory, heavy.....		2.90
Handy Wall Broom Rack, for 12 brooms.....		.90

-62-

WASHBOARDS.		Per doz.
No. 69, Good Enough, double, spring protector.....		3.65
57, Peerless, double.....		3.75
80, Seal Globe, double, swing protector.....		3.30
61, Peerless, double, spring protector.....		4.45
110, Peerless, single, spring protector.....		3.55
100, Northern Queen, single, protector.....		3.10
101, Tidal Wave, single, protector.....		2.75
118, Good Enough, single, protector.....		3.15
175, Glass.....		3.50
Murdock.....		2.75
Celery City.....		3.00
126, Single Ruby.....		2.60
128, Anchor, single head.....		2.25
130, Little Gem, pail board.....		1.35

BUCKETS.

BUCKETS.		Per doz.
O. G., 2 electric hoops.....		1.75
O. G., 3 electric hoops.....		1.90
Clear, 2 hoop.....		1.65
Clear, 3 hoop.....		1.75
Electric Cedar, 2 hoop.....		2.40
Electric Cedar, 3 hoop.....		2.60
Pine, 3 galvanized hoops.....		2.25
Galvanized, 12 quart.....		1.85
Galvanized, 14 quart.....		2.00

BUTTER DISHES.

BUTTER DISHES.		Per M.
No. 1, Solid oval.....		1.00
2, Solid oval.....		2.20
3, Solid oval.....		1.40
1, Solid oval.....		1.80
1, Wire ends.....		1.00
2, Wire ends.....		1.20
3, Wire ends.....		1.40
5, Wire ends.....		1.80
Picnic Plates, 8 inch.....		2.10
Picnic Plates, 9 inch.....		2.35
Crates contain 50 each.		

CLOTHES PINS.

CLOTHES PINS.		Per box.
5 Gross.....		.46

EGG CRATES.

EGG CRATES.		
Perfection.....		1.00
Perfection, 10 sets fillers.....		2.35

-63-

BRUSHES.

SCRUB BRUSHES.		Per doz.
No. 22, White corner.....		.70
23, Medium size.....		.80
27, Large.....		1.00
13, Marble, medium size.....		.90
20, White.....		.45
Handy House.....		.42

STOVE BRUSHES.		Per doz.
20, Black bristle, curved end, wood handle.....		.90
21, X, crescent shape.....		1.75
1, strap handle, grey fibre.....		1.20
2, strap handle, grey fibre.....		1.65
6, all hair, extra quality.....		2.75

SHOE BRUSHES.		Per doz.
No. 0, Mexican fibre.....		.90
1, Mexican fibre, large.....		1.30
4, Bristle outside.....		1.65
5, All bristle.....		1.75
16X, All bristle, extra value.....		2.15
18, All bristle, spotted white.....		2.80

WHITEWASH BRUSHES.		Per doz.
No. 6, 6 in., White tampon.....		.42
7, 7 in., White tampon.....		.48
8, 8 in., White tampon.....		.55
6, 6 in., Family, extra heavy.....		.80
8, 8 in., Family, extra heavy.....		.95
10, 7 in., Family, extra heavy.....		1.10
12, 8 in., Family, extra heavy.....		1.25
6, 6 in., A., hair bristle.....		1.40
8, 8 in., A., hair bristle.....		1.65
10, 7 in., A., hair bristle.....		2.00
12, 8 in., A., hair bristle.....		2.35
6, 6 in., Ideal, all bristle, 3 row.....		1.90
8, 8 in., Ideal, all bristle, 3 row.....		2.25

DUST BRUSHES.		Per doz.
No. 7X, Fibre, wire drawn.....		.90
21, All hair, wire drawn.....		1.25
22, White, wire drawn.....		2.90
1, 7 in., All hair, flat end.....		2.05
22, 7 in., Mixed, round end.....		2.10
11X, 7 in., All hair, round end.....		2.25

-64-

TOBACCOS—PLUG.

TOBACCOS—PLUG.		Per lb.
Battle Ax.....		.37
Deer Skin.....		.37
Gold Rope.....		.56
Jolly Tar.....		.39
Newsboy.....		.39
Old Honesty.....		.43
Piper Heidsick.....		.64
Spear Head.....		.44
Standard Navy.....		.37
Teddy.....		.35
Vinco.....		.38
Town Talk.....		.28

SMOKING TOBACCO.

SMOKING TOBACCO.		Per lb.
Briar Pipe.....		.38
Duke's Mixture.....		.39
Greenback.....		.38
Green Turtle.....		.28
G. & A. Navy, 3½ oz.....		.34
Honest.....		.39
Polar Bear.....		.29
Ripple.....		.39
Sensation.....		.39
Wild Rose.....		.39

YEAST CAKES.

YEAST CAKES.		
Compressed.....	per doz.	.18
Magic, 1½ doz. packages.....	per box.	.58
Yeast Foam, 1½ doz.....	per box.	.58

DIXON'S

A new product from an old house

DIXON'S
POWDERED
STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

If you could see some brands of rennet made, you'd never offer them to your customers in a thousand years!

Filthy, unclean and nasty! We wouldn't sell such rennet if we had to work in the streets!

James T. Shinn's **Liquid Rennet** is guaranteed to be perfectly and absolutely clean. It's the best in other ways, too—strongest, purest and most profitable.

It makes you 100 per cent.

SHINN & KIRK, 1400 SPRUCE ST., PHILA., PA.

Want a \$10 Morris Chair
for Nothing?

You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLVI.

PHILADELPHIA AND NEW YORK, AUGUST 3, 1908

No. 5.

Contents.

	PAGE
his Season's Future Dried Fruit Business Almost Nothing.....	8
Dr. Wiley's Views on Selling Storage Eggs as Fresh.....	8
add Says These Products Are Illegal...	9
Want Retailers Protected as to Net Weights.....	10
Editorial.....	12
Competing With Schemes. Dr. Wiley's Preaching and Practice. Underestimating One's Antagonist.	12
Two-Minute Sermons for the Retail Grocer.....	12
Right and Wrong Substitution.....	13
The New York Letter.....	14
Legal Department.....	15
The Grocery Markets.....	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Market Notes.....	18
The Science of Advertising.....	19
Selling Talks With Grocery Clerks.....	20
The Stroller's Column (Contributed)..... The Cash Business.	22
Window Dressing for Grocers.....	27
State Food Authorities Will Help Enforce Federal Food Law.....	27
Correspondence.....	28
What Will be Done With Benzoate?.....	29
Association News.....	30
Among the Trade.....	30
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
"Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	18
Anker's Bouillon Capsules.....	27
American Can Co.....	9
American Slicing Machine Co.....	15
Arbuckle Bros.....	38
Armour & Co.....	13
Atsatt Bros.....	50
Barber & Perkins.....	10
Bell & Sons, Samuel.....	41
Bishop, R. W.....	18
Borden Condensed Milk Co.....	42
Bower & Co., John.....	45
Brown & Co., P. F.....	4
Brown Manufacturing Co., Ltd., The.....	37
Buckley, Elton J.....	8
Bucknam & Vanderpoel Co.....	37
Butler Brothers.....	29
Cauchois & Co., F. A.....	39
Ceylon Tea.....	11
Chipman & Wills Broom Co.....	28
Corn Products Mfg. Co.....	36
Croft & Allen Co.....	38
Daetwyler & Co., R.....	32
Detroit Polishers and Platers Supply Co.....	5
Dixon Crucible Co., Jos.....	50
Egg-O-See Cereal Co.....	40
Enterprise Mfg. Co. of Pa., The.....	43
Esterbrook Steel Pen Co., The.....	Cover 4
Fell Manufacturing Co., E. C.....	Cover 2
Fels & Co.....	14
Fischer & Co., B.....	20

	PAGE		PAGE
Fitch Coffee Co., The John H.....	4	Morgan & Cornell.....	46
Flischmann's Yeast.....	31	National Cash Register Co.....	21
Flesch & Son, J. A.....	28	Nlcelle Olive Oil Co.....	45
Fly Ribbon Mfg. Co., The.....	32	Oakdale Baking Co.....	19
Forbes, J. P.....	16	Ohio Match Sales Company.....	14
Franklin Sugar Refining Co.....	Cover 4	Philadelphia Electric Co., The.....	16
Freihofer Vlnna Baking Company.....	41	Phillips, F. H. & Co.....	14
Fulton & Walker Co.....	48	Piqua Bracket Co.....	Cover 2
Gold Medal Flour.....	41	Pressing & Orr Co., The.....	Cover 2
Great Western Cereal Co., The.....	9	Quaker City Preserve Co.....	31
Grocers' Printing Co.....	31	Ralston Purina Mills.....	5
H - O Company, The.....	4	Rltter Conserve Co., Philip J.....	37
Hetfield Extract and Mfg. Company.....	36	Royal Specialty Co.....	27
Hires Condensed Milk Co.....	Cover 3	Sauer Co., C. F.....	Cover 4
I-V Washing Tablet Co.....	47	Scott & Co., Inc., John.....	Cover 1
Indexed Coupon Books.....	16	Shredded Wheat Company, The.....	15
Iroquois Canning Co.....	Cover 2	Swift & Co.....	19
Johnson, A. W.....	22	Swift & Co., Gloucester, Mass.....	27
Kingsbury, H. P. D.....	28	Toledo Computing Scale Co.....	Cover 1
Kirk, Foster & Co.....	30	Troemner, Henry.....	49
Lamson Consolidated Store Service Co.,	5	Van Camp Packing Co.....	39
Lautz Bros. & Co.....	Cover 3	Vance & Co., James M.....	16
Libby, McNeill & Libby.....	6	Walker Patent Pivoted Bin Co.....	48
Lindsley J. V., & Company.....	36	Washburn-Crosby Co.....	41
Lowney Co., The Walter M.....	40	Welles & Davis Mfg. Co., The.....	45
Manufacturers' Trade-Mark Association.....	3	Wells & Richardson Co.....	31
McCahan Sugar Refining Co., The W. J.,	Cover 3	Wilde's Sons Co., Samuel.....	44
McCray Refrigerator Co.....	4	Williams Bros. Co., The.....	47
Millbourne Mills.....	27	Young & Co., Chas. W.....	16
Miller & England.....	44	Young, P. D. F., W. F.....	18
Moneyweight Scale Co., The.....	3	Zahm Tobacco Company, J. F.....	50
Moore & Co., E. B.....	42	Zipp Manufacturing Co.....	17

This Season's Future Dried Fruit Business Almost Nothing

Reduced Probably Ninety Per Cent. by Deadlock Between Buyers and Sellers Over Contract. Big Wholesale Grocers Buy Nearly Nothing. National Wholesale Grocers' Association's June Statement.

The future dried fruit business of the entire country has probably been reduced 90 per cent. this year by the deadlock between the wholesale grocers and the California packers over the terms which shall govern the future sale. The contract proposed by the dried fruit packers was published several months ago. It is much too drastic to suit the jobbers and the much more moderate contract which the jobbers propose in its stead has been rejected by the packers because it doesn't give them enough.

The National Wholesale Grocers' Association is upholding the jobbers' side of the controversy, and in obedience to its suggestions this year's sales of future dried fruit have hardly been 10 per cent. of normal. The wholesale trade in Philadelphia, New York and Chicago have refused to buy any more than they actually must have. In several cases carloads have been booked with six, eight and ten buyers, instead of one, showing how the orders have been cut down.

There have been several conferences between the parties with a view to getting together, but the packers have refused to yield and it looks now as if there would be little or no future business done this year. If not the fruit will simply be brought East when ready for the market and sold outright to the jobbers on spot. Many of them profess to prefer this plan anyway, especially when crops are as good as most of them promise to be this year.

During the week the Dried Fruit Committee of the National Wholesale Grocers' Association have issued the following statement of the situation:—

Your committee has endeavored in various conferences to reach an understanding with the Dried Fruit Association of California upon the subject of an equitable dried fruit contract. We were willing to make liberal concessions, which, however, were not entertained by the California packers.

The California packers on July 3d slightly revised their own original contract and agreed among themselves to abide strictly thereby.

One of the most important differences between your committee and the packers is on terms. Our association believes that we should insist upon and are entitled to a minimum discount of 1½ per cent., with the privilege of examination before payment of draft. As we allow 1 per cent. discount upon our selling price, which includes cost, freight and profit, a discount of 1½ per cent. on the f. o. b. price would just about equal it, and we believe that we are entitled to a discount equal to that which we give. There is no logical reason why the packers cannot make prices subject to 1½ per cent. as readily as subject to 1 per cent.

The matter of a differential discount for payment before arrival and examination can be adjusted in each case between buyer and seller. The buyer may accept a greater discount in return for payment before arrival, but in his own interest he should under no circumstances accept less than 1½ per cent. on arrival.

Your committee desires also to call your attention to the other features of the proposed California contract which are absolutely unfair.

Your committee, with committees representing buying interests in various sections of the country, recommends a form of contract which we consider fair. We inclose for your benefit several copies, with the urgent recommendation that you buy no dried fruit for shipment from the coast on any contract offering less favorable terms.

In order to point out the unfairness of the contract proposed by the packers, it will be well to compare it with our contract:—

Responsibility.—Under the packers' contract the buyer assumes all risk of damage in transit, including fermentation or mold. Under our contract the seller assumes this responsibility, because the packer certainly should be required to ship fruit that will, at least, reach your warehouse in sound condition.

Quality.—The clauses agree with the exception that we have added that all merchandise tendered must be sound and merchantable. The California Association declines to insert this clause. Their motive seems apparent. Remember that you will be offered special inducements in the shape of extra discounts for payment before you see your goods and you will in many instances take advantage of this extra discount. When you do, it is most important that you should have the right kind of contract.

Liability.—Under the California contract on future sales the seller is not liable for non-delivery or short delivery in cases of fire, floods, damage to crops, etc., etc.; indeed, a future sale under their conditions binds the buyer only. The committee believes that the delivery of future sales should be guaranteed, on the ground that when goods are sold before the size and condition of the crop is known, both buyer and seller realize that the question whether it will turn

out a profitable purchase or not depends upon the size of the crop. A contract that compels the buyer to take the goods in case of large crop and low prices and gives the seller an opportunity to short deliver in case of short crop, which means high prices, is manifestly unfair. The committee believes that protection against inability to ship actual lots sold for prompt shipment, owing to their destruction or damage by fire or floods, is reasonable, but that on future sales deliveries should be guaranteed. It is readily conceivable that if the seller is not compelled under his contract to deliver goods sold for future delivery and the goods are destroyed by fire while in his possession, he will take advantage of the clause in an advancing market, but if he could fill his order at a profit by buying on the market he would certainly do so. The buyer loses either way.

Food Guaranty.—The California Association refuses to guarantee its goods under the National Food Law. You should insist that the seller guarantee his product.

It has been stated by the coast interests that no objection has been made even to their original contract, with the exception of two or three large markets, and that merchants in the interior throughout the entire country were signing the California contract without criticism. We believe that this has been the result of too hasty consideration on the part of buyers and cannot be considered as an approval or acceptance of the contract's harsh condition. We are also assured that in the larger markets a considerable quantity of the new crop has already been purchased on the basis of terms of payment which we have approved, namely: Cash less 1½ per cent. on arrival, and without the acceptance of the objectionable clauses under the head of "Responsibility," "Quality" and "Liability."

We recommend that each of our members keep a number of copies of our form of contract within reach, and on all purchases of Pacific coast dried fruits they reject the California Association contract and insist upon buying on a contract equally as fair as ours. We believe that this is a year when the buyer will have something to say about the conditions under which he purchases his goods, and if our members will assist the committee and back them up by saying plainly to the representatives of the California packers that they will buy on our contract or none, we will have accomplished our purpose.

We believe that the heads of houses should take this matter up with the individuals who purchase these goods and impress upon them the importance of supporting the work of your committee.

Everybody who has read and studied the contract which the packers insist upon seems to agree that it is arbitrary, grasping and grossly unfair.

Dr. Wiley's Views on Selling Storage Eggs as Fresh.

Says Again it Violates Food Law. His Views on Simple Sale as "Eggs." Retailers' Status.

Dr. H. W. Wiley has reiterated his opinion that the sale of storage eggs as fresh is a violation of the

Federal food law. The same reason which inclines Dr. Wiley to this opinion would also make such sale illegal under most State food laws.

Answering a recent letter on the subject Dr. Wiley wrote:—

In reply to your letter of the 19th inst., I beg to state that it is my personal opinion that the sale of cold storage eggs for fresh eggs is a violation of the Food and Drugs Act. For answer to your other questions I am referring you to Regulation No. 22 of Circular 21, of the Office of Secretary of Agriculture, a copy of which is inclosed.

Regulation 22 referred to is as follows:—

It is prohibited to sell or offer for sale a food or drug product bearing no label upon the package or no descriptive matter whatever connected with it, either by design, device or otherwise, if said product be an imitation of or offered for sale under the name of another article.

This failing to make the subject perfectly clear, another letter was sent to Dr. Wiley, complaining that his answer did not settle the question, inasmuch as eggs sold at retail simply as eggs and not as fresh eggs might not come under Regulation 22, which refers to products that are imitations or are offered for sale under the name of another article. Dr. Wiley's reply to this letter is as follows:—

Replying to your letter of June 28th, I beg to say that the Food and Drugs Act does not require that products sold in bulk be labeled.

If leaving such produce unlabeled leads to misrepresentation, however, it would appear that the law is violated according to Regulation 22, to which your attention has previously been called. In other words, if the purchaser of cold storage eggs understands that they are fresh eggs the sale would appear to be fraudulent and a violation of the Food and Drugs Act.

The enforcement of food laws against storage eggs, when it comes, will hold some trouble for retail grocers, many of whom are confined to storage eggs in winter time. Their safeguard in such a case will be to exact a guarantee from their jobber that the eggs are fresh, if fresh, or an admission that they are storage, if storage.

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**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

Ladd Says These Products Are Illegal

The Dairy and Food Commissioner of North Dakota Sends "Grocery World and General Merchant" List of Products Found in Violation of Law. Many Generally Sold Brands Under Ban.

Dairy and Food Commissioner E. F. Ladd, of North Dakota, sends the "Grocery World and General Merchant" a list of well-known brands of food products sold generally throughout the country, which have been found in violation of the food laws. The list is published below for general information:—

PEAS—ILLEGAL.

Lab. No. 5,225. Brand, Petit Pois. Producer or jobber, Reid-Murdoch Co., Chicago, Ill. Contains copper salts and not properly labeled.

Lab. No. 5,470. Brand, Petit Pois, Extra Fine. Producer or jobber, J. Ramell, Paris, France. Contains copper sulphate.

Lab. No. 5,471. Brand, Petit Pois. Producer or jobber, J. Ramell, Paris, France. Contains copper sulphate.

MEATS AND FISH—ILLEGAL.

Lab. No. 5,098. Brand, Mince Meat, Emery. Producer or jobber, Emery Food Co., Chicago, Ill. Contains borates in considerable amount.

Lab. No. 5,189. Brand, Fresh Clams. Jobber, Potter & Wrightington, Boston, Mass. Contains borates.

Lab. No. 5,203. Brand, Fish Balls in Fish Bouillon. Producer or jobber, Chr. Bjelland & Co., Stavanger, Norway. Contains chemical preservatives.

Lab. No. 5,530. Brand, Mince Meat, True Blue, New England. Producer or jobber Edwin A. Rice Co., Chicago, Ill. Borax present.

CATSUP—ILLEGAL.

Lab. No. 5,139. Brand, Catsup, Virginia. Producer or jobber, Virginia Pure Food Co., Baltimore, Md. Colored with turmeric.

EXTRACTS—ILLEGAL.

Lab. No. 5,591. Brand, Lemon Extract. Producer or jobber, Atwood & Steele, Chicago, Ill. Not standard and short measure.

Lab. No. 5,593. Brand, Extract of Pineapple. Producer or jobber, Atwood & Steele, Chicago, Ill. Falsely labeled and artificially colored.

COFFEE—ILLEGAL.

Lab. No. 5,672. Brand, Health Coffee. Producer or jobber, Dr. Shoops, Racine, Wis. Not a coffee.

OLIVES AND SALAD OILS—ILLEGAL.

Lab. No. 5,093. Brand, Salad Dressing, My Wife's Salad Dressing. Producer or jobber, Fred Fear, New York, N. Y. No weight given; artificially colored and not properly labeled.

Lab. No. 5,506. Brand, Salad Oil, Loubon. Producer, Glaser-Kohn & Co., Chicago, Ill. Weight not given; cottonseed oil.

DRIED FRUITS—ILLEGAL.

Lab. No. 5,113. Brand, Seeded Raisins, Phoenix. Producer or jobber, Phoenix Packing Co., Fresno, Cal. Contains borax.

Lab. No. 5,479. Brand, Silver Prunes, Golden Dragon. Producer or jobber, Reid-Murdoch

& Co., Chicago, Ill. Sulphites present in considerable amount.

Lab. No. 5,499. Brand, Duffy Evaporated Apples. Producer or jobber, American Fruit Produce Co., Rochester, N. Y. Slight trace of sulphites present.

Lab. No. 5,514. Brand, Dried Peaches, Oriole. Put up by Reid-Murdoch & Co., Chicago, Ill. Sulphur bleached.

Lab. No. 5,517. Brand, Dried Peaches, Golden Dragon. Producer or jobber, Reid-Murdoch & Co., Chicago, Ill. Sulphur bleached.

Lab. No. 5,518. Brand, Dried Pears. Packed by H. D. Curtis, Los Catos, Cal. Sulphur bleached.

Lab. No. 5,520. Brand, Dried Peaches, Star & Crescent. Producer or jobber, J. K. Armsby Co., California. Sulphur bleached.

Lab. No. 5,526. Brand, Apricots, Red Banner. Packed by Gregory Fruit Co., Colton, Cal. Sulphur bleached.

Lab. No. 5,534. Brand, Dried Figs, California White Figs. Producer or jobber, Reid-Murdoch & Co., Chicago, Ill. Sulphur bleached.

Lab. No. 5,535. Brand, Dried Apricots. Producer or jobber, Reid-Murdoch & Co., Chicago, Ill. Sulphur bleached.

Lab. No. 5,537. Brand, Dried Peaches, Reindeer. Producer or jobber, Reid-Murdoch & Co., Chicago, Ill. Sulphur bleached.

Lab. No. 5,552. Brand, Dried Figs, Palmo. Producer or jobber, Toomy Fruit Co., Fresno, Cal. Sulphur bleached.

Lab. No. 5,607. Brand, Dried Pears, Orange Label. Producer or jobber, J. B. Indereiden Co., California. Sulphur bleached.

Lab. No. 5,634. Brand, Dried Peaches, M. & B. Packed by Madison & Bonner, California. Bleached with sulphur.

MAPLE SYRUP AND SUGAR—ILLEGAL.

Lab. No. 5,273. Brand, Maple Cane Sugar. Producer or jobber, Marshalltown Syrup and Sugar Co., Marshalltown, Iowa. Not maple sugar; falsely labeled.

BEVERAGES—ILLEGAL.

Lab. No. 5,656. Brand, Grape-mist, Great American. Producer or jobber, American Beverage Co., Atlanta, Ga. Colored with coal-tar dye; contains saccharin; falsely labeled.

Lab. No. 5,657. Brand, Apple-made, Great American. Producer or jobber, American Beverage Co., Atlanta, Ga. Saccharin present; colored with caramel.

Lab. No. 5,658. Brand, Pepsette, Great American. Producer or jobber, American Beverage Co., Atlanta, Ga. Saccharin present; colored with a coal-tar dye.

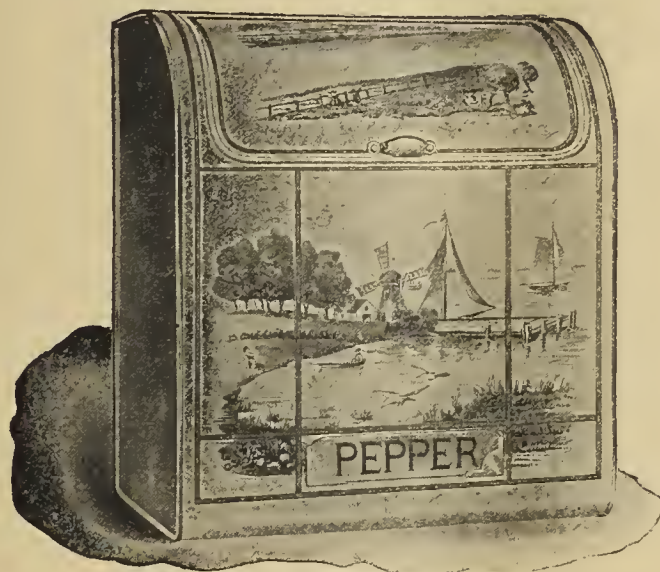
Lab. No. 5,659. Brand, Peach-nip, Great American. Producer or jobber, American Beverage Co., Atlanta, Ga. Saccharin present; colored with caramel.

Lab. No. 5,660. Brand, Coca Cream, Great American. Producer or jobber, American Beverage Co., Atlanta, Ga. Saccharin present; caramel present.

MISCELLANEOUS—ILLEGAL.

Lab. No. 5,103. Brand, Lime Juice, Monsterrat Pure. Producer

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

Your Best Rolled Oats Year is at Hand Provided You Push MOTHER'S OATS

Exclusively!

\$1.27 to \$1.45
PER 36 PACKAGES
PROFIT

THROUGH OUR
SPECIAL DEAL

Order at once from your jobber

You can afford to push this "Quality Brand" exclusively at these "Quality Profits"

THE GREAT WESTERN CEREAL CO.
CHICAGO



or jobber, Evans Sons, Lescher & Webb, New York, N. Y. Contains sulphurous acid.
Lab. No. 5,234. Brand, Maraschino Cherries, Corteaux. Producer or jobber, Reid-Murdoch & Co., Chicago, Ill. Benzoic acid present; not properly labeled.

First Move to Prevent Grocery Freight Rate Advance.

On application of the Macon (Ga.) Grocery Co. and other merchants and mercantile corporations, State Judge Speer, of the United States Court, last week granted a preliminary injunction restraining the Atlantic Coast Line Railroad Co., the Louisville and Nashville, the Nashville, Chattanooga and St. Louis, the Cincinnati, New Orleans and Texas Pacific and the Southern Railway Companies from putting into effect the increased rates on shipments of staple products from Western to Southern points, which the railroads have given notice to the Interstate Commerce Commission will take effect on August 1st. Judge Speer will hear arguments on the application July 29th, at Mount Airy. The increase, if carried into effect, the petition alleges, will cost the shippers and purchasers of Georgia from \$500,000 to \$1,000,000 annually.

Want Retailers Protected as to Net Weights

Campaign for Net Weight Laws Advancing Steadily. One Case Tried in Nebraska. Getting After Congressmen on Parcels Post Legislation. As to Limiting Prices and the Legality Thereof.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio, July 31, 1908.

Apropos of the resolution relating to short-weight meat products, adopted by the National Retail Grocers' Association, the net weight law which recently came into operation in Nebraska is being tried out in the courts at the present time. Judge Cornish, giving his decision against a grocer for selling unbranded butter packages and placing a fine of \$20 for so doing, held at the same time that the law did not apply to meat packages as between the packing house and the retail meat dealer.

The reason given was that the meat was sliced and sold to the consumer by the pound.

It is a well known fact that meat

packed and shipped does not always reach the retailer in the net weight charged. Some packers ship, for example, a 100-pound meat package, charging the retailer so much per pound, but there is only from 95 to 96 pounds in the package, the balance being made up in heavy wrapping paper, which does not cost the packer more than from 1½ to 2 cents per pound.

The court, in discussing the butter case, held that the package could contain not more than 14 ounces, and yet be sold for one pound.

The package would deceive and defraud the consumer, and that the law required that the weight of packages be marked on the package as protection to the consumer from the short-weight cheat.

The Nebraska pure food law in requiring net weight on the package is striking at the short-weight packer. Whether he be engaged in the packing of foodstuffs such as butter, crackers, or cereal packages, he should be held responsible.

Touching the various matters affecting retail merchants' interests which will likely come up in the next Congress, the following suggestive letter received from Tacoma, Wash., might be used to open up correspondence with your Congressman:—

.....

.....

Dear Sir:—As the day for the primaries draws near it is the desire of business men to inform themselves as near as possible as to who of the respective Congressional candidates for nomination will be most likely to work for, and carry out, the measures that are intended to be for the best interests of the business men.

With this object in view, and in order that we may judge, work and vote intelligently, we beg to submit for your consideration a few questions which we consider of vital importance to us, and we trust you will give the same your careful consideration at as early date as possible.

Are you in favor of enacting a parcels post law?

Have you fully investigated the effect such a law would have on

WE ARE AFTER YOU.

ARE YOU AFTER US?

It is a mutual proposition, this selling groceries for **CASH**.

WE NEED YOU AND YOU NEED US

Note carefully our quotations in this week's Grocery World and General Merchant

Tioga Brand Extra Standard California Lemon
Cling Peaches, No. 2½ Cans, 2 dozen per doz., \$1.95
Yosemite Brand California Yellow Free Peaches,
No. 2½ Cans, 2 dozen per doz., 1.60
Villa Brand California Lemon Cling Peaches, No. 2½
Cans, 2 dozen per doz., 1.52½
These very low prices on California Peaches will produce much business on them. Goods are guaranteed in every particular.
10c. Size Zest, 36 packs to case per case, 1.75
Not over 5 cases to any one buyer, and only subject to being unsold when your order is received, as we have only a limited quantity to offer.
Miller's Chocolate, ½s, 12-lb. boxes per lb., .20
This is a good baking and drinking chocolate, and at a price that will make it very popular and a big seller.
Arm & Hammer Brand Genuine Granulated Sal
Soda, 125-lb. kegs per 100 lb., 1.00
60-lb. boxes per box, .63
Van Camp's Tall Milk, 4 dozen per case, 3.60
Van Camp's Family Milk, 4 dozen per case, 3.00
Van Camp's Baby Milk, 6 dozen per case, 2.60
Our Favorite Brand Indiana Standard Early June
Peas, No. 2 Cans, 2 dozen per doz., .82½
5 or 10-case lots per doz., .80
Continental Brand Large Lump Laundry Starch,
50-lb. boxes per lb., .03¾
5 or 10-box lots per lb., .03¼
Babbitt's Bicarbonate Soda, ¼s in 25-lb. boxes . . per lb., .05¾

5 or 10-box lots per lb., .05¼
Manufacturer's price on this soda for 25-box lots is now 6c. per lb., making the above figures very attractive to those of the trade who handle this popular item.
Glen Rosa Brand Extra Choice New Crop Apricots,
good size fruit and particularly bright color,
25-lb. boxes per lb., .09¾
5 or 10-box lots per lb., .09¾
Ivins' Spiced Wafers, boxes about 23 lbs. with 25
sample packages in each box free per lb., .07
This is one of the nicest cakes on the market and we are anxious that all of our trade should give them a trial; they will be big sellers with you.
Poland Brand Extra Fancy Maine Corn, fancy
wrapper label, and as fine quality Maine Corn
as there is put into cans, 2 dozen per doz., .97½
5 or 10-case lots per doz., .95
This is a big bargain and lower in price than it can be bought for future delivery. Corn of all kinds, in our opinion, is most excellent property and will undoubtedly be higher.
New No. 2 Norway Mackerel, 230-250 fish per bbl., 16.75
½ bbls., 100 lbs. per ½ bbl., 8.98
¼ bbls., 50 lbs., blue painted tubs per ¼ bbl., 4.64
New No. 3 Norway Mackerel, 315-335 fish per bbl., 15.25
½ bbls., 100 lbs. per ½ bbl., 8.22
¼ bbls., 50 lbs., blue painted tubs per ¼ bbl., 4.26
These are elegant mackerel to sell by the piece; they run very uniform in size. These goods are much better in quality than new fish were at this season last year, the color being very good.

These Prices for This Week Only—August 3rd to August 8th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers

29, 31, 33 N. Water Street
28 N. Delaware Avenue

Phila., Pa.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

the merchants of small towns and cities?

If you have investigated, and are in favor of parcels post legislation, will you please tell in what way such legislation would benefit the small towns?

Please tell what class of business men are asking for this legislation.

A failure on your part to make reply might lead us to believe that you are not interested in the above.

Trusting that we will be favored with correspondence from you, we beg to remain,

Yours very truly

Many letters have come to this office the tone of which would indicate a great interest in the resolution passed at the Boston convention commonly known as the "fixed price resolution," some of which are congratulatory, while some others contain words of warning.

A part of one of the letters it seems timely to quote and is as follows:—

I wish you would consider whether you think the appointment of a committee on maintaining retail selling prices is legal. It is my opinion that the appointment of such a committee and any acts done by such a committee, is simply repeating what the druggists have done, and which resulted in a bad mess. If the duties of the committee are simply to create sentiment in favor of a retail selling price and not directly solicit manufacturers to establish them that might be another matter, but any fixed retail price on interstate goods, made as a result of solicitation on the part of this committee or any member of it, is of course a direct violation of the Sherman Anti-Trust Law.

Every phase of this question has been thoroughly discussed, and is thoroughly understood by the officers of the association and the committee.

There is no mention on the part of either the officers or the committee to commit any act contrary to the law.

The Sherman anti-trust law, as cited in the letter quoted, is thoroughly understood and every precaution will be taken to prevent any violation of it.

The appointment of the committee, a part of which committee is represented in six different States, is for the purpose of encouraging the idea and creating sentiment.

It is time that some means should be undertaken to impress upon the minds of the manufacturers that if they want their goods handled by legitimate retail grocers they must have protection from unscrupulous merchants who will advertise 15-cent goods at a 10-cent price.

I have within the last few days clipped out of the papers advertise-

ments of standard goods advertised for considerably less than cost and have mailed them to the manufacturers whose goods they were.

It is time that the retail grocer was taking a vigorous stand against such methods, and impress upon the manufacturers that it is the purpose of the merchants to cease being made a medium through which those goods are carried to the public and for which he receives no return for his labor.

JOHN A. GREEN,
National Secretary.

Advertising.

Does the average merchant realize the full scope and effect of the advertising we are doing? Does he know that our advertising is laid out so that it reaches and has an influence on nine out of ten of all the families? And that, therefore, we are thus creating for him nine prospective customers out of every ten possible customers?

Does the merchant realize that this advertising, published and paid for by us, is exactly as if it was advertising that he himself had published, except that it is free to him? Does he realize that this advertising in a way is as if the merchant himself had issued an advertisement saying: "Come to this store for Van Camp's Pork and Beans and for Van Camp's Milk?" Has the merchant stopped to think that we are advertising a "leader" for him? The big department stores often advertise "leaders" AT COST to get people into their stores, knowing that the people will buy other things when they come. We are making a "leader" for the merchant that not only costs him nothing for the advertising, but pays him a profit when he sells it, and if we can send people to his store for this leader, he sells not only this article advertised, but other articles.

Does the merchant realize that nine out of every ten of the heads of the families in the cities, that are reached by this advertising, are passing his store? Take the grocer's own neighborhood, for instance, with nine out of ten people in that neighborhood being readers of our advertising and passing his store at one time or another.

Does he realize what a tremendous advantage there is in having a window display of advertised goods, which in effect says to these nine out of ten passers-by: "Here are the goods that you saw described in the paper. I have them. Come in and get some."

Does the merchant realize to its fullest extent the powerful influence which is exerted upon the possible buyer by an actual sight of the goods themselves, that have been so fully described and impressively advertised in the papers? If he does, why may we not expect such an ideal condition as a display of these advertised goods in every store? The benefit in increased sales to the merchant who thus displays them is almost incalculable.

Mail Order Houses Indicted.

The Federal Grand Jury adjourned during the week after having returned indictments against twenty-nine mail-order houses, whose alleged illegal profits are said to have been between four and five millions of dollars. The charge is using the mails to defraud

To the Trade:

It Cannot Be Too Often
Repeated That, in Selling

CEYLON TEA

You Should

TEACH THE CUSTOMER

How to Prepare It.

The Superabundant Life
and Vigor of the Ceylon
Plant Give Its Leaves

All Tea Properties
In High Degree.

3 to 5 Minutes' Drawing
With Furiously Boiling
Water Suffices to Obtain
the

Delicious Aroma, the
Delicate Flavor and the
Invigorating Tonic.

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Advertising Manager.

W. H. NAYLOR,
Circulation Manager.

FRANK D. WARNER,
Manager "Prices-Current."

Monday, August 3, 1908.

The ease with which the retail
grocer can usually meet and over-
come the mail-
order and adver-
tising schemes
which offer vari-
ous goods in opposition to him is
shown by the conditions surround-
ing an advertisement which ap-
peared last week in the New York
"Herald." It occupied about one-
third of a column and was as fol-
lows:—

WANTED—NEW YORK
AGENTS
TO SELL GEORGIA
PEACHES.

I propose to sell the entire peach
crop of one of the best Georgia
peach orchards—to sell it direct—
eliminating the broker and the job-
ber and the big retail profit.

That means peaches at a great
deal less than usual peach deal-
ers' prices.

The regular price for peaches of a
crate of six baskets is \$3 (often
\$3.50).

I want to secure a number of
bright young men and women in
New York City to take orders.

I will deliver to your customer
by express a regular-sized crate of
six baskets for \$2.75 a crate, AND
PAY YOU 50 cents of that for each
crate order you secure.

These peaches are the finest in
the world, the celebrated "Elberta,"
a big, luscious peach with a sweet
peachy odor, sweet as honeysuckle!

And the peaches are tree-ripe—
do you know what tree-ripe means?

Didn't you ever eat a ripe, just
picked peach? If you never have, a
great treat is in store for you.

There's the same great difference be-
tween my tree-ripe peaches and the
green, picked-to-be-shipped sort as
there is between the creamy rich
milk that comes from the cow and
the thin, bluish milk generally de-
livered in the cities—a greater dif-
ference than there is between fresh-
laid eggs and the salted-down cold-
storage sort.

But nothing will help you to real-
ize what "tree-ripe" peaches are un-
til you eat them.

Another thing. These peaches
are picked WITH THE DEW ON
THEM. And THE SAME
HOUR loaded on an ice-packed
car and shipped the same evening
by the fastest freight to New York,
and then delivered by express THE
SAME DAY to the homes of peo-
ple who place orders for these
peaches.

You ought to have no trouble in
getting TEN peach orders a day—
that's \$5 a day profit for you.

YOU GET YOUR PAY IN AD-
VANCE.

Agents get their commission in
advance. In sending your orders,
write names and street addresses
plainly and deduct your commission
for each order sent, and remit by
express money order or registered
letter \$2.25 for each crate order re-
ceived.

ADDRESS G. C. EARLE,
353 Third St., Macon, Ga.

At the identical time this adver-
tisement appeared, these very
peaches—not just as good, but the
very same—could be bought whole-
sale at \$1.65 per crate!

How easy to retail them in crates
in competition with \$2.75 is obvious.

The trouble with the average re-
tailer is that instead of displaying
this advertisement in his window,
flanked with a placard reading "I
Have These Identical Peaches at
\$2," he ignores it and lets himself
and his trade get bitten.

The long suit of Dr. H. W.
Wiley, chief Government chemist,
is talking for pub-
lication. He has
emitted more
reading matter on
pure food subjects than any other
ten men in the United States.
Much of it is interesting, though a
great part is ill-considered and has
had to be subsequently explained or
denied.

Some time ago Dr. Wiley ap-
pointed himself a committee to tell
the American people how to do their
summer eating. This was his sug-
gestion:—

Eat one-fourth less in summer
than in winter. Banish all alco-
holic beverages. Eat largely of
cooked fruits and vegetables.
Drink nothing below 60 degrees in
temperature and, drink sparingly.
Be careful to seek the society of
cheerful friends. Practice modera-
tion in open-air exercises. Don't
fret. Don't worry.

Shortly after this was widely pub-
lished, one of Dr. Wiley's friends,

with a sense of humor, caught him
eating *alone* in a Washington res-
taurant. His dinner consisted of
two large crabs, one large steak and
trimmings, a special salad and sev-
eral mugs of musty ale!

Thus does Dr. Wiley show what
he thinks of his rules, and the gen-
eral public, having eaten and drunk
much of the abstemious doctor for
the last three years, will probably
value his suggestions just about as
much as he seems to.

The "American Grocer" has a
way of appraising chain-store com-
petition which the
"Grocery World
and General Mer-
chant" believes to
be unphilosophical and wrong.
Witness this recent extract:—

Eliminate the untrained and in-
experienced traders and have single
stores operated by men who know
the grocery trade, as well as the
man who operates a system of co-
operative units and the death knell
of the chain stores will have
sounded. They do not and cannot
sell the general line of groceries
as low as the first-class single gro-
cery store.

The trouble with the single stores
is that a majority of them are not
up to date. More than three-quar-
ters are deficient in service, are
not notable for cleanliness and at-
tractiveness. Unless a reform be-
comes general the number of chain
stores will multiply, but if the re-
tailers wake up, study the situation,
make their service of the highest
type, organize themselves into re-
tail grocers' associations, there will
be no room for trusts, monopolies,
chain or department stores.

In other words, the Acme Tea
Co., Philadelphia's largest chain-

store concern, operating 184 stores
selling for cash, doing all its book-
keeping under one roof, and more
important than all, buying in car-
load lots, "does not and cannot sell
the general line of groceries as
cheap or low as" the single store
which buys one case! Granting as
it must be that the Acme Tea Co.
buys carloads cheaper than the
single storekeeper buys single cases,
what then is to prevent it from sell-
ing as cheap if not cheaper?
Heavier selling expenses? There
are no heavier selling expenses—
rather the reverse—for if each
chain-store needs a manager, so
must every single store have a head.
If then the chain-store admittedly
buys cheaper, and has no heavier
selling expenses, it ought to be per-
fectly obvious that it can at least
sell as cheaply as the single store
and ought to sell more cheaply. If
the "American Grocer" can get
around that reasoning, we should be
interested to have it do so.

It is perfectly true that many
single stores are behind the times
and that they could get along bet-
ter were they to open their eyes.
But it is nonsense to attempt to de-
lude any single line storekeeper—
unless he be a co-operative buyer—
into the belief that the chain-store
"does not and cannot" sell grocer-
ies as cheaply as he does.

Nearby squash is glutted and
sells at 10 cents per basket. The
demand is poor.

Two-Minute Sermons for the Retail Grocer

XLVIII.—Choking Off Bright Men.

Do not try to hold a bright man
down.

The manager who tries to keep
a bright man from discovering his
own ability is making a very grave
mistake. The man with ability does
not need to be told that he has it,
and even if told that he does not
have it is still not convinced. Many
men feel that they have far greater
ability than they really possess, but
very few possess more than they
think they have.

When a bright and ambitious
man finds that his manager is op-
posed to his progressing, it natu-
rally makes him feel that the man-
ager is selfish and not worthy of the
good efforts which have been given

freely in the past. This rapidly
makes a poor man out of a good
one if he remains long under the
same management.

The manager who gets every-
thing out of his most competent
men is the one who is broad enough
to help lift each and every one of
them to better things. He may lose
a man every little bit by helping
him to a better place than he can
himself offer, but his reputation will
be such among the ambitious men
in his line of work that he is sure
to have plenty of applications al-
ways on file of young men who
recognize the fact that a position
under him means an opportunity to
advance to the better things when-
ever they are competent. F. A. P.

Right and Wrong Substitution

Much has been recently said about the ethics of substitution.

The manufacturer who advertises believes that when he has inspired through his advertising an order for his goods upon the retail merchant, the latter is in honor bound to fill it, whether he wishes to do so or not.

My personal contention, and the principle which this paper stands for, is that the retailer has the clearest right to avoid the sale of unprofitable goods in every honorable way, and that the manufacturer, by advertising to the consumer, has not placed upon the retailer the slightest obligation to fill his orders, or to have anything to do with him in any way whatever. The incidental suggestion has been that the manufacturer could make the retailer not only willing but anxious to fill his advertising orders by seeing that those orders paid a profit.

Notwithstanding all that is said above, there is a way to substitute and a way not to.

One day last week I went into a stationery store to buy a box of Collins' ink eraser. This is a preparation of acids, sold in a set of two bottles, for removing ink. It is the greatest thing I ever used. A touch of No. 1 acid, cleanly blotted off, then a touch of No. 2 and the ink is gone. It is an extremely well known preparation—banks and business houses have used it for years—and the manufacturer, I am told, has grown so independent that he doesn't care much whether the dealer makes any profit or not.

That has very properly led many dealers to throw out the Collins product and stock another which I will call Smith's. Smith's is gotten up much like Collins'—two bottles in a pasteboard box, but it doesn't do the work. It turns the

paper yellow and doesn't take all the ink out. I had used it and I knew all about it.

The salesman said he had Collins' remover, but he wanted to show me something much better. Then he produced a box of Smith's, and was well along in a eulogy of it when I interrupted him.

"I wouldn't have that for a gift," I said, "I want Collins'".

"I was only tellin' you," he said sullenly, but he retired Smith's and wrapped up Collins'.

The man who substitutes with a poorer article, no matter how justifiable his motive, is committing such an egregious folly that words can scarcely characterize it fitly. Rather than substitute in that way, never substitute at all.

Suppose I, not knowing how poor Smith's remover was, had bought it on the storekeeper's say-so. It would have proven highly unsatisfactory—what would my opinion of the dealer have been? Would I have trusted him again? Would I have bought anything of him that I didn't need to?

On the contrary, I would have religiously believed everything I saw printed from then on in manu-

facturers' advertisements as to the tendency of retail dealers to substitute inferior articles because they pay more profit.

I say again, substitution in order to escape the sale of unprofitable goods is honest, legitimate and, more than that, imperatively necessary as a means of self-preservation. But never with poorer goods—a thousand times no!

E. J. B.

State Pure Food Men to Meet.

One of the most important food conferences that have thus far taken place will occur on the 31st of the current month at Mackinac Island, at the northern end of Lake Michigan, when the representatives of the State Dairy and Food Departments will hold their convention. Both in the importance of the subjects to be discussed and in the character of the personnel present, it is thought that this meeting will outrank any similar meeting of the sort that has occurred for a good while past. About 100 persons are expected to attend as delegates, and among these will be several representatives of the Department of Agriculture at Washington.



More Customers=How YOU Can Get Them

By selling your customers goods of such quality that they will tell their friends about them, and those friends will come to **you** to buy those goods.

The housewife who insists upon the highest quality is the customer who will give you the most profitable trade.

She will buy more than others.

She will pay better prices than others.

We are spending thousands of dollars in our advertising and telling the housewives of this country the quality and convenience of

Veribest-Meats

to help **you** cultivate the trade that is worth most to you—trade that is attracted and held by quality.

Keep Veribest Meats prominently displayed on your shelves and with a little effort you will be pleased with the results.

ARMOUR AND COMPANY

The New York Letter

Food Law Enforcement Sizzling in New York State. Sugar Declines While Corn Products Advance. Small Items of New York News.

Special Correspondence of "Grocery World and General Merchant."

New York, N. Y., July 31, 1908

Sample-taking is the order of the day in the food trade, both wholesale and retail. Inspectors of various kinds are collecting multitudes of samples and the dealers are getting quite used to the visits of men representing Federal, State and municipal authority. The action of the Federal Bureau of Chemistry in delegating to local Boards and officers the duty of collecting samples has added to what was already a most active campaign and is expected to systematize the work by bringing the local authorities into co-operation with the Federal representatives.

Much interest was awakened by the announcement sent to people in the trade by the T. A. Snider Co. to the effect that all its ketchup and chili sauce, packed the coming sea-

son, would be prepared without a preservative and would be sold with the usual guarantee against fermentation.

The company's New York representative, J. T. Austin, said that several thousand cases of goods were prepared without preservatives in the past season and have not caused the slightest trouble in the trade. The claim is made that the food so prepared by the company kept its natural flavor and color better than goods prepared in which a little benzoate was used according to the old process.

A number of letters defending the use of borax and other preservatives have appeared in papers here over the signature of H. H. Langdon, and the papers have referred to him as a recognized food expert. Several days ago one of the papers in printing a letter from Mr. Lang-

don took occasion to say that he is located in the office of the Pacific Borax Co. and writes in its interest. It was added that it would be better for the company to make its statements openly rather than to have them apparently come from an individual. It was also said that Mr. Langdon represents the company's legislative interests in Washington.

At the jobbing houses it is learned that the buyers' excursions are already making themselves felt in the grocery as in other lines of trade, bringing in many retailers who, even if they do not place orders, at least call on their jobbers. The grocery jobbers do not expect to get any considerable trade as a direct result of these excursions, in this respect the trade being different from some others. But, anyway, the jobber is always glad to have retailers call and look over the establishment.

Schiffelin & Co. and other importers of bay rum have united in a protest against the action of the Treasury Department in restoring the internal revenue tax of \$1.10 per proof gallon. The importers

claim that they have bought ahead largely and have already taken orders for the sale of much of what they have agreed to import, in the expectation that there would be no change in the Government's regulations. To add a duty now, after the sales have been made, it is argued, would be most unjust to the importers, as it would mean a loss to them of the entire amount of the duty on all of the future contracts to which they may be held.

L. H. Hobby, Jr., as attorney for importing companies, sent on their protest to the department at Washington. It is stated that if the department does not recede from its position then the importers will put up as stubborn a contest as they can in the courts.

One of the reasons why the tax was restored, according to a report, is that there seemed to the Government officials to be danger that liquor dealers might rectify the bay rum and sell it for drinking purposes.

Most of the sugar refining companies announced Tuesday a reduction in price of 10 points to 5.20 cents, less 1 per cent. for cash.

Your Trade Want These

Try a few **VITA** sardines on trade that's been used to French or domestic and you'll find the people taking them with keen relish.

No fish tastes like fish packed in Norway. First, the fish itself is different—firmer and tenderer and a more pronounced flavor. Second, the packing is different—these fish are hand-packed in pure olive oil. They have a most delicious flavor.

F. H. PHILLIPS & CO., 444-446 Greenwich Street, NEW YORK



**Here's
Your
Gain**

What do you lose by handling the **Ohio Blue Tip Safety Matches**? Not only do you lose nothing, but you gain the increased satisfaction of your patrons and 81 per cent. profit for yourself.

This match is surer, safer and more reliable than any other double tip match made. No consumer once acquainted with it ever willingly takes another. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street

It Has Never

been disputed that **Fels-Naptha** soap is a distinct Leader. The creation of this leadership by quality is an old story. The maintenance of that quality is a promise that we stand by.

And the demand for **Fels-Naptha** grows so steadily that any grocer may profitably stock the soap, and rely on it as an aid to his other sales.



he Federal Sugar Refining Co. at to 5.15 cents. The recent decline in the market for raw sugar was given as one of the causes of the reduction in the refined product.

On the same day an advance of 10 points was made by the Corn Products Co. on glucose and starch because of the high price of corn.

Bankruptcy proceedings were begun Monday against William Tannenbaum, a grocer at 1101 Third Avenue. It was alleged by several of his creditors that in the early part of the month he transferred part of his property to three wholesale grocery companies for the purpose of giving them a preference, these companies being Austin, Nichols & Co., R. C. Williams & Co., and Seeman Bros. It was further alleged that the stock now on hand is not worth more than \$500 and that Mr. Tannenbaum had not been at the store in several days. The petitioning creditors were Allan F. Cook, who has a claim for \$299; F. E. Rosebrock & Co., \$298; Wm. I. Young & Co., \$556.

The court appointed Albert Falck receiver. Mr. Tannenbaum began

business 18 months ago, coming here from Washington, D. C.

Libby, McNeill & Libby are now represented in Brooklyn by F. W. Leache, formerly with the Diamond Match Co.

In a statement sent out by the Executive Committee of the New York State Retail Grocers' Association urging all members who can do so to attend the annual convention in Jamestown August 10th to 13th, they are reminded that the meeting is for their benefit and that the expense of attending will be nothing to the benefits received. They are further asked to go and help in making the convention a success and not to sit back for the purpose of criticising and saying that the State Association never does anything.

Secretary A. H. Beckmann, of the Wholesale Grocers' Association, this week sent out his letter urging all members to stand by the jobbers' form of contract in buying dried fruit. The packers are trying to book orders on the form of contract for which they have been fighting. FRED. A. MCGILL.

LEGAL DEPARTMENT.

Question: V. H., Washington, D. C.—I would like the following question answered through the columns of your paper: In drawing up a deed of trust is it necessary to have a notary where you have two witnesses to the signature, or the signer admits in the presence of the witnesses his signature?

Answer.—Where there are two witnesses to a deed of trust, it is not absolutely necessary to have the grantor's signature also acknowledged before a notary, but it is usual to do it, and in my judgment is much the better way. If the two witnesses should die or repudiate, for any reason, their names, there might be some trouble to prove the deed. Where the acknowledgment bears a notary's seal, however, the position is much stronger and safer.

Question: * * *, Pa.—Several months ago I purchased the stock and fixtures of a grocery store, paying for all \$900 in cash, and a balance of \$121.75, in a note at six months. The representation upon which I purchased was that the business was doing \$300 a week, whereas the first week after I went in the business amounted to only

\$200, on which I was unable to make expenses. To save getting in debt, I sold the stock and fixtures and removed, taking the money received from the sale to pay back grocery bills, which took all I had. I am now unable to meet the note. Can there be any action against me for selling the property before paying the note? I own nothing but household furniture. The note was discounted with a bank.

Answer.—The answer to this question depends on whether this correspondent was given a bill of sale covering all the stock and fixtures. If he did, title to them all vested in him and he had a perfect legal right to sell, regardless of the note. If on the contrary he received a bill of sale for only a portion of the stock and fixtures, the balance being held by the seller as security for the payment of the note, he had no right to sell the portion that was withheld, because it was not his. He of course could have sold the rest.

If this correspondent was led to buy this business upon a representation that it was doing \$300 a week, where as a matter of fact it was only \$200 a week, he has an action against the seller for false pretense.

Two Points of View

THE CUSTOMER

finds that ham or bacon or dried beef sliced on the American Slicing Machine

Goes further.

Looks better.

Cooks better.

Tastes better.

Is fresh sliced and just the right thickness.

That's why she trades at the store that has the machine.

THE RETAILER

finds that by using the American Slicing Machine he can

Save labor.

Save waste.

Save packer's profits on tinned goods.

Give more slices for the money.

Get all the trade of his locality in this line.

That's why 9000 merchants say it's the best investment they ever made.

Our catalogue and booklet are free.

Under our easy payment plan the machine more than pays for itself as you go along.

A card will bring you particulars.

AMERICAN Slicing Machine Company

54 Fifth Avenue, Chicago

THE HIGH-WATER MARK in Low-water Times

That's the record of

SHREDDED WHEAT

to August, 1908.

While other cereal concerns have cut down advertising and show a decreased business, Shredded Wheat is advertising more extensively than ever and shows an increase in sales of many thousand cases over the sales for corresponding months of 1907.

The reason? You know it if you know Shredded Wheat. No other cereal food can match it for strength-giving, body-building material, for economy, or for wide culinary uses.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Shredded Wheat Company, Niagara Falls, N. Y.

WE HAVE INTERESTING PRICES ON

Galvanized Wash Tubs

AND

Galvanized Water Pails

And will be pleased to have your orders.

**JAMES M. VANCE & CO.**

Wholesale Hardware

211 and 213 Market St., Philadelphia.

Summer Sales

Successful stores during the summer months, in every line of trade, are the ones that do what they can to make their customers cool and comfortable. It stands to reason that people who buy groceries will purchase from the stores that consider their comfort. What are you doing toward making your place of business look inviting?

ELECTRIC FANS not only make the atmosphere tolerable, but they also drive out flies and insects. For rates and estimates consult

The Philadelphia Electric Co.
10TH AND CHESTNUT STS.

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCKTON, OHIO

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

THE GROCERY MARKETS

Tea.

As to spot demand, the tea market is exceedingly quiet. There is simply the usual summer demand, possibly smaller this year than usual. New teas, with the exception of greens, are practically all higher than last year and comparatively firm. Formosas are costing more, and the standard grade of Japans, which only a few years ago cost to import 13 cents, and last year 17½ cents, is this year priced by the growers at 20 cents. The ostensible reason is the reduction of the supply available for the United States.

Coffee.

The market for Rio and Santos coffee is still very stupid. Both actual and options are unchanged in price and the demand is very narrow and light. The entire transactions in the speculative side of the coffee market is confined to sales by actual holders of coffee, against their holdings, and buying in by the syndicate to support the market. There is practically no buying for outside investment, and none can be expected as long as the valorization surplus hangs over the market. The Brazilian plan of cornering the market is still being attacked in European financial circles. Mild coffee is steady and unchanged, Java and Mocha same.

Sugar.

The sugar market is in a considerably unsettled condition. All refiners declined refined 10 points during the week, and the Federal dropped 5 points further, but later in the week advanced to a parity with the others. The decline was caused by weakness in raws, which in turn was caused by large supplies and lack of demand from refiners. Later in the week, however, the European raw market advanced slightly, though not enough to cause any strong likelihood of any advance in refined. The demand for refined sugar is just now at a lull, but should revive again about the middle of August.

Syrup and Molasses.

Glucose advanced another 10 points during the week, which is the second advance of that fraction within a month. As a result, compound syrup in bulk advanced 2 cents per gallon during the week. No advance was made in tinned syrup, but this may come later. The demand for compound syrup is fair. Sugar syrup is in good de-

mand, largely for export and for speculation. Prices are unchanged. Molasses is unchanged and dull.

Fish.

The demand for mackerel is very fair. Irish mackerel are slightly firmer, but there is no actual change in any grade. Cod, hake and haddock are dull and unchanged. Domestic sardines are unchanged in price and in fair demand. French sardines are much lower than they were and getting nearer to a reasonable basis. The demand for Norwegian sardines is much improved, prices being unchanged. Salmon is unchanged and in moderate demand. Prices on new sock-eye salmon will probably be named in a couple of weeks, but new Alaska salmon prices will not be along till later. Red Alaska salmon now commands \$1.45 in the East, which is a high price. New red will probably open somewhat less.

Canned Goods.

Tomatoes are unchanged from last week, both as to spot and future. The rains in the producing sections have helped prospects much, but the market still shows a little strength. Spot tomatoes are scarce and steady. A few new tomatoes have been packed, but not enough to amount to anything. Corn has also been helped a little by the rains, although a part of the damage cannot be recouped. Holders have been a little more willing to sell since the drought broke, however. Peas are dull and unchanged. Peaches are unchanged in price and in light demand. Packing will begin in a few weeks, and prospects are good. Apples are about unchanged and demand light. California canned goods show no change whatever, demand light. The packing of small Baltimore canned goods is proceeding uneventfully, demand being light.

Dried Fruits.

Prunes are unchanged, but still firm, and the outlook is for possibly higher prices. Santa Clara futures are still held at 4 cents, outside prices 3½ to 3¾ cents, all these figures representing the basis price. The demand both for spot and future is light. Peaches have advanced 1 cent per pound, due to the heavy demand at the very low price which the market reached a week or so ago. Apricots also show an advance. The demand is fair. Raisins are not improved at all, and the demand is light. Currants are unchanged and dull. New currants

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

are booked for August shipment at about $\frac{1}{4}$ cent above the price of old fruit. Other dried fruit dull and unchanged.

Beans and Peas.

Domestic pea beans are unchanged and dull, imported steady and slightly higher. Marrows are quoted about \$2.35, demand fair. California limas are unchanged on spot, but to come forward rule slightly lower than spot. The demand is good. Split peas are in active demand at firm and unchanged prices. Other grades of dried peas are unchanged, firm and quiet.

Butter.

The butter market is steady and unchanged. There is a very active demand for fancy butter, but under grades meet with slow sale at regular prices. The bulk of the receipts are now showing heat, and the percentage of fine butter is very light. For the season the make is very good, and prices are likely to remain unchanged for a week at least. Nearby butter is scarce and meets a ready sale at unchanged prices.

Eggs.

The egg market is firm at an advance of 1 cent per dozen. The receipts are showing hot weather defects and must be sold at concessions. The production is about normal and no radical change in price is looked for during the week.

Cheese.

The cheese market is firm and unchanged, both for consumption and speculation. The quality of the cheese arriving is very fine and the supply of under grades is scarce and is selling very close to the price of the best cheese. The market is healthy and gives no sign of any change for the week.

Provisions.

All cuts of smoked meats are firm and unchanged. Both regular and skinback hams meet with a ready sale and are closely sold up. Pure and compound lard are unchanged and the market is very firm. Barrel pork is firm at an advance of 50 cents per barrel above a week ago. Dried beef shows an advance of 2 cents per pound. Canned meats are unchanged. If the receipts of hogs continue light, there will likely be higher prices on all hog products.

Green Fruit.

Bananas, firsts, \$1.25 to \$1.50 per bunch; 8-hands, \$1 to \$1.25 per bunch; 7-hands, 75 to 90 cents per bunch; 6-hands, 50 to 60 cents per bunch, demand slow; lemons, \$2.75 to \$4.25 per box, demand fair to good; limes, 80 cents to \$1 per 100, demand fair to good; California oranges, \$4.75 to \$5.50 per box, demand fair; pineapples, \$2.50 to \$3.50 per crate, scarce and fair demand.

Produce.

Potatoes, 50 to 60 cents per basket, demand slow; sweet potatoes, \$1.25 per basket, demand good; Jersey onions, 40 to 50 cents per basket, demand good; cabbage, Savoy, 75 cents per barrel; Pennsylvania, \$1.25 per barrel; Jersey, 25 cents per basket, demand poor; beets, 2 to 2½ cents per bunch, demand fair; carrots, 2 to 2½ cents per bunch, demand fair; yellow and white turnips, 25 cents per basket, demand fair; York State peas, \$1 to \$1.25 per basket, demand fair; string beans, green and wax, 75 cents to \$1 per barrel, demand good; cucumbers, 20 to 30 cents per basket; pickle cucumbers, 40 to 50 cents per basket, demand fair; squash, 10 cents per basket, demand

fair; eggplants, 25 to 30 cents per basket, demand fair; York State salad, \$1.50 to \$1.75 per box, \$1.25 to \$1.50 per hamper, demand good; green peppers, 50 to 70 cents per basket, demand fair; lima beans, flats, 75 cents per basket; improved, \$1 per basket, demand good; corn, 40 to 60 cents per basket, demand good; radishes, 2 to 3 cents per bunch, demand good.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7¾ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 9½ cents per pound; filberts, 10 cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12 cents per pound; mixed nuts, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Imported Fish Products.

The herring business continues dull and featureless.

No new Holland herring have arrived yet, but Scotch herring are coming in regularly, but most all

the parcels arriving had to be put into cold storage, as weather was too warm to allow shipping them out. The quality of Scotch herring showed up very fine this season and they will sell nicely as soon as the weather gets cooler.

Imported Oil Sardines.—A few parcels of French sardines have arrived here, but just very small lots, and they were all sold to arrive. There is virtually no catch in France at present and the catch looks like another total failure. Portugal still reports scarcity of small fish.

Sprats are selling very nicely and stocks are clearing rapidly. Prices are firm.

Norway Smoked Sardines.—Demand is increasing daily, especially for the best brands. Supplies are still coming in sparingly, but we still hope for a fair catch in Norway.

New Norway Fat Herring.—First offers have been received by cable, but it is too early to import them owing to the hot weather. Opening prices are about the same as they were in the beginning of last season.

STROHMEYER & ARPE Co.
New York, N. Y.

Baltimore Canned Goods.

No. 1.

On two days of last week there was rain in all parts of Maryland

*"BE SURE YOU'RE RIGHT
THEN GO AHEAD."*

ZIPP'S Flavoring Extracts Branded "U. S. P."

are absolutely pure by the highest authority—the **U. S. Pharmacopeia**. They comply with the National Pure Food Law and are endorsed by all food commissioners.

Your customers will find them **superior** in flavoring qualities. You can depend on them to give satisfaction and hold trade.

The Zipp Manufacturing Company
Cleveland, Ohio

and the adjoining States, and the almost unprecedented drouth prevailing since the last week in May came to an end. The combination of drouth and excessively hot weather during that period did a great deal of damage to the growing crops, especially to tomatoes and corn, and the growers claim that it is too late now to entirely overcome the loss already sustained even though the weather conditions prove to be satisfactory from now on. That remains to be seen, of course. In the meantime the market for those two articles took a sudden, though not unexpected, upward turn immediately following the extremely hot weather of Sunday, the 19th inst., which was considered the climax of the situation, so far at least as the growers and canners are concerned. The buying orders came in with a rush early in the week from nearly all sections for both spot and future deliveries, and there was a general stiffening up of prices all along the line, with the result that the week closed strong and active, with good prospects of further activity in the coming week. Conservative buying of tomatoes now will at least show the purchaser no loss, as the canning season for that article opens up. Corn advanced along with tomatoes and it is in the stronger position of the two. The early crop of string beans is in the cans and the low price of them is attracting increasing orders. In the other lines of vegetables there was the usual jobbing demand, but no developments out of the ordinary.

The opening of the canning season for peaches is at hand, and the reports about the crop are all favorable. The demand for the new pack continues satisfactory to the canners at the present prices. All grades are in demand, but chiefly the unpeeled pies and seconds. All berries are in now, but the canning season was not entirely satisfactory as to quantity, though all right as to quality. The buying this week of berries, cherries and pineapples was less than in the week previous, and the demand for cove oysters was small also.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

Almost every commission house reports almost a complete clean-up of spot tomatoes. The 1907 pack totaled more than 13,000,000 cases. What has become of this total? The packers have sold out, the jobbers have bought sparingly but frequently, with instructions to ship quick, which must mean that the retailer wants tomatoes because he is holding a light supply. It looks like the annual consumption estimate will have to be increased considerably above previous figures, and should anything happen to the tomato crop of 1908, there may be a large deficiency. Now and then a

car of spots can be found at 77½ cents to clean up. Off-standards are firmly held at 75 cents and these are well sold up, which is also indicative of a strong situation. Twos are practically cleaned up, full standards having been sold the last few days in fair-sized quantities on the basis of 55 cents. A few scattering lots of off-standards are now being offered at 55 cents, with a possibility of acceptance in the near future.

Future tomatoes have been sold during the past week on the basis of 77½ to 80 cents, depending upon brand, quality and reputation of packer. A few brands not so well known are being offered on the basis of 77½ cents since the rain, which would indicate that packers are following the situation closely and whenever there is a possibility of being assured of sufficient raw stock they are willing to take the business. Future 2s are sparsely offered on the basis of 60 cents, f. o. b. for shipment as soon as packed. Gallons at \$2.25 would be an exceptionally low figure were it not for the cloud of spot gallons which have been hanging around for some time, but is fast disappearing.

The story on spot corn is somewhat different from a week ago, anywhere from 7½ to 10 cents per dozen advance, and offerings are quickly absorbed at the advance, which indicates that at least stocks of corn are light in both packers' and jobbers' hands, and from the way the market has been followed it would indicate that jobbers as well as packers have allowed their stocks to reach a minimum at the wrong stage of the game. It usually happens this way. Good standard shoepeg is held at 75 cents for immediate shipment. Fair standard at 72½ cents. Southern packed Maine style 65 to 70 cents, with only a car or two in sight and little possibility of larger volume of offerings.

The crimes of selling futures have never been more strongly presented. The packer learned during the past few weeks new pangs of remorse for orders already booked that cannot be wafted from the mind, and have caused many to sit up nights and wonder why they were ever so foolish, why did they not consider that a drouth might be possible and whether rain would come soon enough to at least enable them to pack as many futures as they have sold. Early corn will in all probability not yield over 20 per cent. Late corn has been considerably benefited by the rain, and yet an early frost might damage late corn considerably, for an early frost sometimes follows an early hot summer, and this would be most disastrous to the late corn crop; so, even the rain has fallen, and in this immediate section quite a good deal, at the same time packers are still in doubt and it is difficult to find a packer who wants more orders for

corn, new packing, as it is to find a needle in a haystack.

STRASBAUGH, SILVER & Co.
Aberdeen, Md.

Spices.

The market continues active with a very urgent demand for actual needs. Supplies are dwindling and we look for a very short supply on many spices, as stock on hand is really not equal to the normal demand.

Pepper.—Spot stock of this spice is exceedingly low. In fact, lower than for years past. There is little on the way. Prices, we believe, have touched bottom and indications point to a firmer market.

Cloves.—The demand is very large at present. Prices are steady. Crop news is of little value as yet.

Cayennes.—Prices are firm and stocks are exceedingly small. There is very little in the way of futures offered.

Pimento (Allspice).—Prices are practically unchanged. Demand very fair. Good quality stock is scarce.

Mace is in very fair demand; prices unchanged.

Nutmegs are in better demand. Prices are practically unchanged.

Cassias.—All grades are active. Prices for the East are higher and there is a firmer tendency throughout the list.

Gingers.—Demand is very active and prices are firmer. There has been an advance of at least ½ cent per pound on Japan, Race and African during the week.

Seeds.—Celery is higher. Mustard strong at 7¾ to 8 cents. Caraway remains firm. Sunflower seed is up and is now held at 3¼ cents. Mustard and Coriander are in very fair demand; unchanged prices.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Tomatoes are demoralized and cheap, largely because of the poor quality due to the rains. Canners are buying at 10 cents per basket, and the jobbing price for the best is 50 cents. The demand for good tomatoes is good.

Delaware peaches are coming in bad condition, the price ranging from 25 to 60 cents per basket. Georgia peaches average \$2.25 for the best, and Alabamas \$1.65. The supply of Southern peaches is not large.

Nearby Bartlett pears are poor and average 50 cents per basket. The demand is quiet.

Watermelons are in heavy supply and the quality is fine. Several of the carloads reached North

and haven't brought freight. The receipts are from Georgia and North Carolina and the range is 15 to 25 cents.

Cantaloupes are coming from nearby points, North Carolina and Arizona. The Arizona fruit averages \$2.50, the North Carolina \$1.50, and the nearby 40 to 60 cents. Colorado Rocky Fords will be along shortly. The demand for good cantaloupes is good.

The first new Seckels are in market and range from 50 to 60 cents per basket. The demand is light.

White potatoes keep up in price and range from 50 to 60 cents per basket. The supply is good and the demand excellent.

The first New Jersey sweet potatoes are in market and average \$1.50. Southern sweets average \$4 per barrel. The demand is good.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents



An Inflamed Tendon
Needs Cooling

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister; no hair gone; and you can use the horse. \$2.00 per bottle delivered. Book 2-B free.

Absorbine, Jr., for mankind, \$1.00 bottle. Cures Strained Torn Ligaments. Allays pain quickly. Genuine mfd. only by W. F. YOUNG, P. D. F., 9 Monmouth St., Springfield, Mass.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, on request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

There has come to this department a copy of the Janesville, Wis., "Daily Gazette," for June 19, 1908, with the following written in blue pencil across the front page: "See Page 5 for grocery ads. Please criticize in your columns. This is town of 15,000 population."

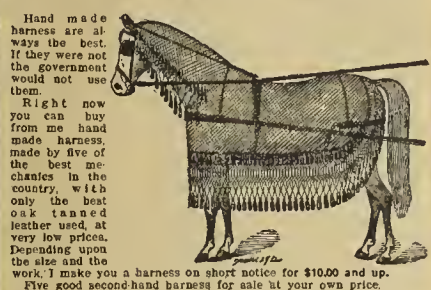
This looks like a very bright, enterprising little paper, comparing very favorably indeed with the dailies of much larger cities. The paper is not only brightly put together, but is well prepared mechanically and looks solid and prosperous throughout. It seems to carry a rather unusually good run of local advertising, and on page 5 is grouped nearly all the grocery ad-

vertising in the paper. Of course, I can't reproduce all of these advertisements, so I have had the whole page photographed in much reduced form. The original measures 17 x 22½ inches.

I can't say that I think much of these advertisements. Here are four grocers, only one of whom has enterprise enough to put more than a simple price-list in his advertising. Three grocery advertisements, every one a price-list and nothing more. Very bad, very bad. Neither, if I were one of these three grocers, would I appreciate the idea of placing my advertisement directly beside my competitor's. Even if it is in the same paper with a competitor's advertisement, there is of course competition, but it does not become so direct and pronounced when the advertisements are on different pages. Whether I were the publisher or the advertiser, in both cases—because they stand to bring better results when displayed separately. But particularly would I improve the quality

of the advertising. In my judgment the merchants in other lines in Janesville are doing better advertising than the grocers. Take, for instance, the harness advertisement which I reproduce below. It occupied a space of six inches double column and is, in my judgment, a good advertisement and ought to sell goods. There is almost no selling quality about most of the grocery advertisements. They are simple price-lists, quoting to some extent the same goods, and

BUY HAND MADE HARNESS NOW



Hand made harnesses are always the best. If they were not the government would not use them. Right now you can buy from me hand made harnesses made by five of the best mechanics in the country, with only the best oak tanned leather used, at very low prices. Depending upon the size and the work I make you a harness on short notice for \$10.00 and up. Five good second-hand harnesses for sale at your own price.

Fly Nets at a Bargain

See my line before buying elsewhere. I guarantee the quality to be the best in the city for the money. If you will call I can satisfy you that these statements are true. See the second-hand harnesses anyway and make your own price. Horse Covers, 90 in. heavy cotton mesh, rawhide trimmed... \$1.25 Horse Covers, 140 in. plain burlap... .75c 50-lash, Bitternoot cord, fancy woven... \$1.50 Team Leather Fly Nets, extra heavy, 60-lash, per pair... \$5.00 These nets will last for years and years. Good oak tanned leather, made solid throughout.

FRANK SADLER
NEW PHONE, 227 RED. EAST END COURT ST. BRIDGE.

Oakdale Pretzels

Are What You Want

¶ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

¶ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

¶ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.

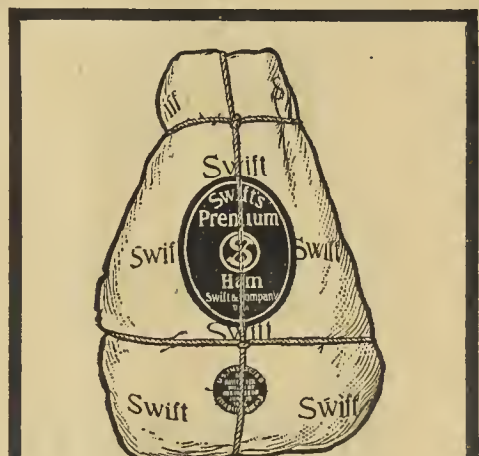
having about them nothing in the least persuasive. My advice is to break away from this price-list style and get into the style which says something persuasive and explanatory about the goods advertised instead of merely quoting prices and then stopping.

Fear Encroachments of Vanillin.

French capitalists who are interested in the vanilla industry are demanding that their Government do something to restrict the sale of vanillin, a chemical preparation which is now used largely not only in France, but in this country as a substitute for vanilla. The American importation of vanilla beans in the fiscal year 1907 amounted to 969,032 pounds, worth \$1,523,156. About one-half came from Mexico, while one-third was shipped from France. The bean is admitted free of duty, while vanillin pays 80 cents per ounce, the 1907 imports amounting to only 100 ounces, worth \$320. Vanillin, however, is one hundred times as powerful as vanilla.

Big Co-operative Buying Concern for Canada.

"The Dominion Co-operative Association" is being incorporated and organized in Toronto to establish and operate co-operative wholesale and retail stores in that city and suburbs and possibly all over



We take First Pick and Make

PREMIUM HAMS

That's why you and your customers can rely on SWIFT'S PREMIUM HAMS being good all the time.

Grocers who have trouble over the "ham question" are selling hams of questionable quality. There's no question about SWIFT'S PREMIUM HAMS; their tender meat, fine grain and delicious flavor never fail to please and bring trade back for more.

Swift & Company, U. S. A.

ENTISTRY

Dr. J. H. Smith, D.D.S., 101 N. 1st St., Janesville, Wis. Specialties: Rooting, filling, bridges, dentures, etc. Hours: 9 a.m. to 6 p.m.

DELIBERATE EFFORT TO BREAK WINDOWS?

Second Wisconsin Manufacturing Association. The association has been organized to protect the interests of manufacturers in Wisconsin. It will be a powerful force in the state.

FOR BETTERMENT OF BELT ORNITHOLOGY

C. Russell Burtner, of the City of Chicago, has been elected president of the American Ornithologists Union. He will be a powerful force in the organization.

Car of Snow Flake Flour Just Arrived

"The Big White" is the name of the new flour. It is made of the best wheat and is the best flour for all purposes. It is now available in large quantities.

FAIR STORE

It is the honest effort of this bank to provide its patrons with the best of banking service and accommodations and by its helpfulness and loyalty to them to deserve their continued patronage and appreciation.

Wish Made

It is the honest effort of this bank to provide its patrons with the best of banking service and accommodations and by its helpfulness and loyalty to them to deserve their continued patronage and appreciation.

ROCK COUNTY NATIONAL BANK

United States Depository. Capital \$100,000. Surplus \$25,000. Assets \$125,000. Liabilities \$125,000.

SOLVAY COKE

For Summer Delivery. \$7.00 Per Ton. Equal to best coal in the market. It is the best coke for all purposes.

WINSLOW'S Specials

10 LBS. GRANULATED SUGAR 25c. 10 LBS. WHITE SUGAR 30c. 10 LBS. BROWN SUGAR 35c. 10 LBS. CORN MEAL 20c.

QUILTING

Just Rich Ice Cream. Apples, Baked Potatoes. What is it? The answer is in the advertisement.

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QUILTING



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-

out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.

190 Franklin Street
NEW YORK

31 South Front Street
PHILADELPHIA

Canada. The scheme is being floated by the British-Canadian Securities Co., a company-promotion concern, of which Hiram Kiteley and Hugh Macdonald are joint managers, and it is proposed to obtain a charter from the Ontario Government. The main office, supply depot and storehouse will be located in Toronto and the stock will be purchased in the leading British and European markets. Factories and workshops, too, are among the aims

of the association. The capital aimed at is \$1,000,000, divided in 200,000 shares of \$5 each. There is to be no price cutting and business will be transacted on a cash basis. The profits will be divided as follows: Fifty per cent. as bonus to members, 20 per cent. as dividend on capital stock, and the remaining 30 per cent. to create a fund for the extension of the business. Every variety of merchandise will be handled, and even real estate.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocery Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

SATURDAY NIGHT ORDERS.

A few years ago we used to take ten times more orders Saturday night for Monday delivery than we do now. The fault may be ours, or conditions may have changed. These orders represented heavy goods—flour, potatoes, canned things, soap, starch, etc. For four weeks we will advertise a Saturday night sale (8 to 10) of staples and see whether we cannot get working people back to the old way. We think maybe there's more hand-to-mouth buying now than formerly. Anyway, follow these ads. up closely and have everything on display that's advertised.

OTHER STORES.

Some of you return from your vacation impressed with other stores you have visited while staying with your friends. We want you to write out, at your leisure, just what impressed you most, and just wherein certain methods were better than ours.

This does not imply that you are in any way requested to even enter a store while away, but merely if your travels or your curiosity leads you to such places.

PERMANENT DEMONSTRATOR.

Our demonstration was such a success last week that we have resolved to continue it indefinitely. In connection with this demonstration we will serve alternate days iced tea and lemonade, and occasionally ice cream. You must assist

"Miss Emily" to interest the people. A word from one of you gives the customer more confidence.

This, we believe, is the most practical way of bringing before people the less common kinds of goods, also of more successfully establishing our own brands.

CANNED FISH.

Now that you have had an education to a certain extent of the difference in imported sardines, select the fish, number in the can, etc. you can talk about them more intelligently and we will look for more sales. You realize what help it is to know your goods.

This applies to salmon, kipper, herring, lobster, shrimp and mackerel. All of these you have seen opened and you know their characteristics. The goodness and delicacy and splendid flavor of the Scotch herring was a revelation to most of us.

SELLING CORN.

Generally speaking, the public wants all that's coming to it. The selling of green corn must be handled carefully. We positively will not allow picking out the large ears. Men especially are unreasonable about this. The card over the display must read, "Special selection not allowed." We simply guarantee sound, fresh, tender goods, but must be "taken as they come." Night after night last season found us with a lot of small ears that had to be sold at half price.

You Save a \$100 Bill

\$75



on this NATIONAL CASH REGISTER when you buy it, and it makes money for you every day you use it. More than 650,000 merchants in all parts of the world use NATIONAL CASH REGISTERS *because they pay.*

We had to prove that to most people and we'll gladly prove it to you.

A National Cash Register

*Adds the total of your day's sales
Saves mistakes in change*

*Keeps a record of "Charge Sales,"
money "Paid Out" or "Received
on Account"*

*Makes a handsome as well as useful
addition to your store equipment
and has advertising value*

*It shows customers you are method-
ical and progressive*

TOTAL ADDING, LARGE CAPACITY

National Cash Register

FIVE SECONDS is all the time that is required with this register, to find out how much money there is in the cash drawer, or the total business for the day.

The total number of customers waited on is also given at a glance.

This \$75 register is one of the highest types, and may be operated by electricity at a slight additional expense.

you if you call at our show rooms. If too busy to call, mail the attached coupon and we will come to you.

It costs you nothing to investigate and you lose money now by "not knowing."

The National Cash Register Co.

Executive Office

28th Street and Broadway

NEW YORK CITY, N. Y.

The
National
Cash
Register Co.

Executive Offices,
28th St. and Broad-
way, New York, N.Y.

I would like to
know how a National
Cash Register can in-
crease my profits and do the
other things you say it will.

Name.....

Business.....

Street.....

City.....State.....

No. of Clerks.....

Tear Out and Mail To-Day



The Cash Business.

The things this paper has been printing lately about doing a cash business have interested me a heap.

It's a fad with me—the cash business.

If I let myself go, I'd feel like writing about nothing else.

One of the fellows I envy is the man with a good cash store—the man who knows every night exactly how much he's made, who has a dollar in cash for every dollar's worth of goods he's sent out, who knows to a cent whether he's fallen back or not—by gad, he's certainly got a peach of a berth!

If I was some of you credit fellows, I couldn't sleep at nights. Did it ever occur to you that you're absolutely at your customer's mercy?

I said as much to a grocer I know only last week. I know him well enough to get into his private affairs a little, and when I found him in his office one night I asked him some questions.

He does a business of about \$500 a week, mostly to good people.

"How much business did you do to-day?" I asked him.

"I've just footed it up," he said, "\$98.42."

"How much of that was cash?" I asked.

"We do very little cash trade here," was his answer, "it's nearly all weekly and monthly. Let's see, why I only took in about \$23 cash."

"Will you get all the rest?" I asked.

"Sure," he said.

"But how do you know you will?" I persisted. "Are all those customers good for it?"

"The best I can say is," he replied, "that they always have paid me and I have no doubt they always will."

He plainly wasn't worried about it a little bit.

"And that's all you have to go on, is it?" I went on, "do you know positively that you could get it all if you had to sue? I mean have they got any property or anything like that?"

"Some of 'em have," he said, "and the others are all right, or they couldn't have got the goods."

Now, that grocer may not lose a penny of those bills. The chance is he won't. But with a whole lot of 'em he hasn't the least bit of security in the world for his money.

Do something for your own good, you credit grocers—sit down some time and look up just how many of your credit customers are good for what they owe you. I mean the people that you could collect from by law if you had to.

I'll bet a dollar you'll find there ain't 10 per cent. of 'em. I'll bet you'll find that with 90 per cent. of the customers you let take goods out without paying for 'em you'd be helpless if they said they wouldn't pay.

If you think that's a safe and comfortable position to be in, why I don't. I think it's a hen of a position to be in.

There's a whole lot of grocers selling goods for credit who have all the nerve they need to change to cash, but they think they make more money by selling for credit. I've had a whole lot of fellows say that to me. I showed one of 'em he was wrong only last month.

"I can make 2 per cent. more selling for credit than I could for cash," he said.

"How do you make that out?" I asked him.

"Well, I do about \$400 a week, mostly weekly pay," he said. "I can net a clean 10 per cent. on it. If I sold for cash I'd have to sell cheaper and I couldn't make over 8."

"But you lose something in bad debts, don't you?" I asked him.

"Not much," he said, "my losses last year were half of 1 per cent."

"What do you pay your cashier?" I asked him.

"Only six dollars a week—there ain't much for her to do."

"But your bookkeeping costs you something."

"Not a cent—I do it myself at nights."

"Costs you nothing because you do it, eh?" I said, just as sarcastic as I could throw it in, "don't you figure that your time's worth anything? Or your services?"

What d'ye know about that anyway? And yet thousands of business men figure the same way—

what they do themselves cost nothing!

"You can't figure that way at all," I went on, "your bookkeeping costs you \$12 a week at least, if not in cash then in work. Twelve dollars a week is exactly 3 per cent. of your business. That means that doing a credit business costs you 3½ per cent. a year! Suppose you did a cash business and dropped 1 per cent., wouldn't you still be 1 per cent. ahead?"

He had no come back for that except to say again that his bookkeeping didn't cost him \$12 a week.

"Suppose you decided you wouldn't do it, or couldn't do it," I said, "you'd have to get a bookkeeper, wouldn't you?"

"Suppose I would," he retorted, "it ain't——"

"Then you've got to figure it as an expense," I said.

"As a matter of fact," I went on, "you'd be at least 1 per cent. better off than you are now. You'd probably have to get a little better cashier, for she'd have more to do. But even then you'd be ahead of the game."

But I wouldn't go into the cash business to make any more money. I'd go in for the satisfaction it would bring. I don't believe there's a grocer on earth who has made the change, who'd go back to the old way for any money.

Not if he handled it right, mean.

THE STROLLER.

Corn holds up and ranges from 40 to 60 cents. All the receipts are from nearby.

See This! Read It! Believe It!

and you will make no mistake in buying one of those modern money makers, **Johnson's Eversharp Slicing Machine.**

FINE GROCERIES
SPECIALTIES
Fresh Eggs, Butter
and Fancy Fruits

The Fairweather Store
Fifth Avenue and Fulton Street
TROY, N. Y.

HOME-MADE
BAKERY...

Candy Department

A. W. JOHNSON, New Brunswick, N. J.

July 11, 1908.

Dear Sir:—I have had on trial your **Eversharp Dried Beef Slicing Machine** and find, after a good trial, that it fills the bill in every respect and would say to anyone who intends buying a Slicing Machine that they would make no mistake in buying one of yours.

Yours very truly,

THE FAIRWEATHER STORE

H. A. Owens, Manager.

Johnson's Eversharp keeps sharp after six weeks' use, or 2 years' use it keeps its razor edge. Can this be truly said of any other machine?

Three Short Months Ago

A RETAIL GROCER SAID:—

"Your machine is all right; I like it very much, still I can't afford to buy it just now. Business has fallen off, collections are so awful slow. So much capital tied up in my ledger and so little available to pay bills; as soon as my customers get to work again I mean to have one."

This man wanted a new one, he needed it, he had use for it, he bought it.

TO-DAY THIS SAME MAN SAYS:—

"I am really glad your selling agent persuaded me to buy an **Eversharp Slicer**. My business began to pick up from the very start. Such beautiful slices of dried beef were never seen in this town before. People came from every part of the town to buy sliced beef at ours. Our trade in beef is now 60 or 70 pounds a week, and we get cash for it, too. Your machine has influenced a whole lot of new trade. My greatest trouble is to get enough good quality beef to slice up. I am paying for the machine a little every month; it's nearly half paid for already and I really believe before the Summer is over, we will be using 100 lbs. of beef a week, and the machine will have earned its cost six times over."

Now, here is the simplest remedy for hard times: Get an **Eversharp Slicer**, buy the best quality dried beef and see your cash trade grow. Your wholesale grocer will be pleased to have you order through him, or you can address the manufacturer.

A. W. JOHNSON, New Brunswick, N. J.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to take free use of the department by submitting both queries or suggestions.

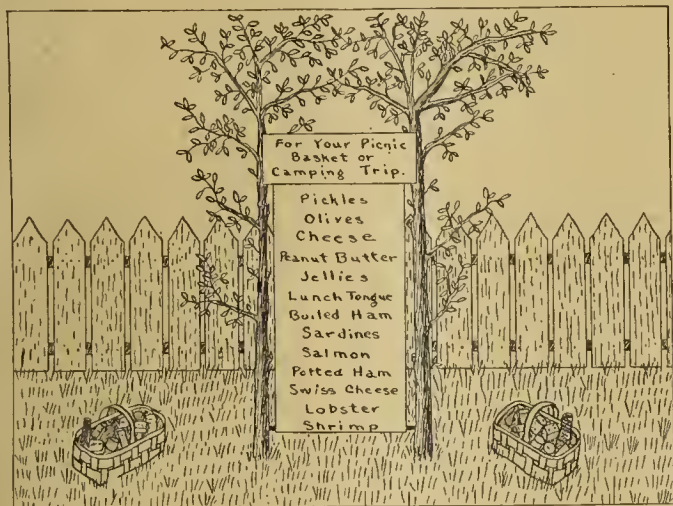
A Picnic Window.

The main feature of this window is the moving sign which is made of a long strip of paper with the words glued together and mounted on two window shade rollers. First procure two young saplings and nail securely to the floor on either side of the window. Set them far enough apart so that you can attach the rollers. Strips can be nailed on the backs of the trees from one to the other to hold them in place. Before mounting the upper roller take the fixture off and nail on a

display or others requiring movement can be made as follows:—

First procure a wooden wheel (about 14 inches in diameter) off a toy express wagon. Remove the iron tire. Next get a few tin cans about the size of condensed soup cans and cut them in halves. Nail these halves to the wooden rim of the wheel, then fasten a shaft through the centre of the wheel.

Make a tight box and paint the inside with tar. In this box place your wheel with the shaft running through the sides of the box. On



wooden pulley 3 or 4 inches in diameter with a groove around the edge for a twine belt. Then fasten the fixture to the centre of the pulley.

The belt is run from this pulley to your motor in the back or under your window. A water motor is better than electric, as you do not have to use speed reducing pulleys, which always get out of order.

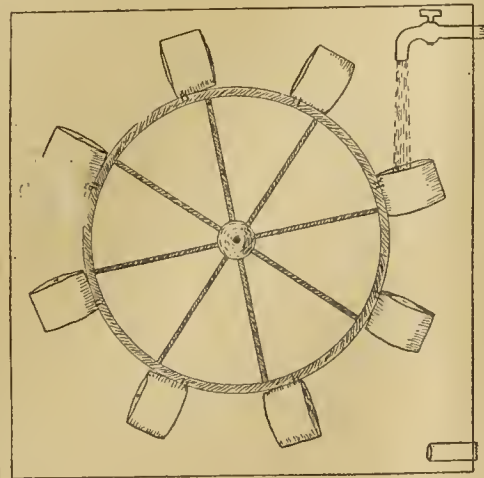
The sign reading, "For Your Picnic Basket or Camping Trip" is stationary and is placed in front and a little below the upper roller to hide it.

For a background use a rough burl fence made of box lumber and whitewashed. The best thing for the floor is sod, but green excelsior or paper will answer.

Now fill several splint baskets with articles advertised (cover the tops with mosquito netting to keep out flies) and set on the floor.

How to Make a Water Motor.

An easily made inexpensive water motor for the operation of the above



side this with a third barrel full of water on top of the second. Have a spigot in the third barrel reaching over your motor. Of course the water will have to be transferred from the first barrel back to the third. This will not have to be done

so often, as this motor does not require much water.

— E. W. ALEXANDER.

Oxford, Pa.

State Food Authorities Will Help Enforce Federal Food Law.

In Several States United States Agricultural Department Appoints State Food Commissioners and Inspectors to Work for Federal Law Also. Foust and Frear the Pennsylvania Appointees.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

July 30, 1908.

The United States Department of Agriculture, through the Bureau of Chemistry, has appointed Dairy and Food Commissioner James Foust, of Pennsylvania, and Dr. William Frear, chief Pennsylvania chemist, agents to collect samples of food products under the Federal food law. They thus become Federal as well as State food inspectors. Messrs. Foust and Frear were among a large number of State food agents, health officers, etc., appointed in the same way, all States which have State food laws and officials to enforce them, being recognized. The object is to secure a more comprehensive enforcement of the National food law by increasing the number of inspectors. By working in conjunction with the State Food Departments another result is produced, say the department officials—that of securing perfect harmony between the National and State food forces.

The letter of explanation sent to all appointees is as follows:—

In harmony with Regulation 3 of the rules and regulations for the enforcement of the Food and Drugs Act, of June 30, 1906, you, or your agents under your direction, are hereby commissioned to collect samples of food and drugs manufactured or offered for sale in the District of Columbia, or in any territory of the United States, or which shall be offered for sale in unbroken packages in any State other than that in which they shall have been respectively manufactured or produced, or which shall be received from any foreign country or delivered for shipment to any foreign country, for examination under the direction or supervision of the Bureau of Chemistry, as provided in Section 4 of the act.

Your attention is called to Section 3 of the act, which shows the scope and extent of your activities. I am sending you the seals, etc., which are to be used upon such samples and you will proceed in accordance with the directions contained in the regulations and in the act which are cited herein.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS

Sixty-Third and Market Streets
Philadelphia, Pa.

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.



Anker's
Bouillon
Capsules

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK

Cut a Can

At Our Expense

☞ Cut a can of *Talisman Sardines* (mustard) and see if you ever tasted anything as deliciously appetizing in your life.

☞ No Sardine could be better no matter where packed. We only use the finest selected fish, and we fry them as carefully as if they were for the king's table. The mustard sauce that goes on them is made from a famous recipe and is deliciously piquant.

Swift & Company



HERE are THREE THINGS which OUGHT to interest YOU:—

1. The Pure Food Law says goods which are called pure must be so—these are.
2. The law of "live and let live" says that you ought to have a good profit on goods you handle—you get it here.
3. Practical common sense says that the popular seller is a full weight package at a popular price, of good quality goods—this is it.

Don't overlook a good thing. It costs you a cent and a moment to drop a postal card to us. It may add dollars to your profits. Ask us for samples of our California jams, preserves and marmalades, and we will do the rest.

H. P. D. KINGSBURY, Redlands, California
(where the oranges come from.)

Do You Want A Unique Store

Want to make a small stock look big? Want to display the many articles in a big varied stock so well that customers can see everything you have for sale? Want things convenient and room to move around in a small store? Then we can help you, and our ideas will save you money.

We Plan the Fixtures Others Make Them

and competition gets you the lowest price. We have equipped stores all over the country and it will pay you to write and learn our plan and see proof of what our ideas have done for others.

J. A. FLESCH & SON
ARCHITECTS AND DESIGNERS
OF STORE FIXTURES FOR MODERN GROCERY STORES

1012 OPERA HOUSE BUILDING
112 CLARK STREET
CHICAGO

When a Woman Buys a Broom



she half expects to get a weak, flimsy article that will fall apart with a little use. "It pays to please" her with a **CHIPMAN** broom because it will outwear three of the others and sweep better all the time. Sells for 25c.

Price \$2.25 a dozen. Send for our Price List. We make 30 different styles, all good.

Chipman & Wills Broom Co., Manufacturers of High Class Brooms 5 Granite St., Philadelphia

This authority for collecting samples is forced upon you, or your agents under your direction, in the regular service of the State, district, etc., as the case may be, and whether collected by you or by your agents, the collection must be made in harmony with the provisions of the law and of the regulations for its enforcement. The samples, after having been properly collected and sealed, are to be delivered to the chemist of your service, who has been commissioned by the Secretary of Agriculture to make the examination under the directions and supervision of the Bureau of Chemistry.

You will, if examination discloses adulteration or misbranding in articles subject to the law, afford an opportunity to be heard before you to the persons, firms or corporations responsible therefor, and in all cases to the duty from whom the samples were purchased. Blank forms for calling these hearings are inclosed. You will send copies of such hearings to the Board of Food and Drug Inspection, and if, after the hearings, you are still of the opinion that misbranding has been practiced, you will certify the facts to the proper United States Attorney immediately, sending notice of such action to the Secretary of Agriculture.

General Order No. 111, dated April 25, 1907, directing that all hearings be held by the Board of Food and Drug Inspection, is modified to the extent made necessary by this Commission.

This drafts into the Government service every State food inspector in the States wherein the State Food Commissioner is appointed a Federal representative. Following are the names of the appointees:—

J. S. Abbott, Denton, Texas.
J. W. Bailey, Portland, Ore.
E. Barnard, Indianapolis, Ind.
H. E. Barnard, Arthur C. Bird, Lansing, Mich.
Floyd W. Robinson, B. G. D. Bishop, Fort Collins, Col.
L. P. Brown, Nashville, Tenn.
E. W. Burke, Evansston, Wyo.
H. G. Knight, E. M. Coopers, Camden, Del.
S. J. Crumbine, Topeka, Kan.
El. H. S. Bailey, L. Davies, Davenport, Wash.
Elton Fulmer, Renick W. Dunlap, Columbus, Ohio.
J. Q. Emery, Madison, Wis.
Richard Fischer, J. R. Field, New Plymouth, Idaho.
James Foust, Harrisburg, Pa.
William Frear, B. F. Hamilton, Shawnee, Okla.
W. B. Pigg, Charles Harrington, Boston, Mass.
H. D. Holton, Brattleboro, Vt.
L. P. Sprague, Thomas G. Hudson, Atlanta, Ga.
R. E. Stallings, C. H. Irion, New Orleans, La.
H. P. Jones, Alfred H. Jones, Chicago, Ill.
Thomas J. Bryan, G. W. Koerner, Richmond, Va.
E. F. Ladd, Agricultural College, North Dakota.
E. F. Ladd, B. E. McLin, Tampico, Fla.
Henry Mitchell, Trenton, N. J.
R. B. Fitzrandolph, J. B. Noble, Hartford, Conn.
J. P. Street, S. L. Patterson, Raleigh, N. C.
William Allen, W. B. D. Penniman, Baltimore, Md.
W. B. D. Penniman, John Peterson, Salt Lake City, Utah.
Herman Harms, Martin Regensburger, Sacramento, Cal.
M. A. Scovell, Lexington, Ky.
J. O. LaBach, I. Sheldon, Lincoln, Neb.
E. K. Slater, St. Paul, Minn.
Julius Hortvet, R. M. Washburn, Columbia, Mo.
P. F. Trowbridge, Irving A. Watson, Concord, N. H.
C. D. Howard, A. H. Wheaton, Brookings, S. D.
James H. Shepard, Charles A. Wietend, Albany, N. Y.
E. J. Wheeler, Robert Wilson, Charles-

ton, S. C. Charles D. Woods, Orono, Me., J. M. Bartlett, Dr. William C. Woodward, Washington, D. C., Col. R. L. Lynch, H. R. Wright, Des Moines, Iowa, B. R. Chittick.

HOLT.

CORRESPONDENCE.

To Buy Goods at Quoted Prices.

Philadelphia, Pa., July 26, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Please inform me where I can buy Tioga lemon-clipper peaches at \$2.15 per dozen, also Sweetheart soap at \$1.75 per box and Climax stove enamel at \$9.00 per gross, and oblige,

Yours truly,
J. BARBER.

Barber & Perkins, 29 North Water street, Philadelphia, Pa.

Wants to Sell Eggs.

Granville, Pa., July 25, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Will you kindly publish the following in your "Correspondence Column": We are in the huckster business and receive a lot of strictly fresh eggs every Friday which we sort into three grades. The first grade consists of only large yellow eggs, the second grade consists of large white eggs and the third grade consists of small yellow and white eggs mixed.

If you are interested and will drop us a letter we will be glad to give you prices, f. o. b. Granville, Pa.

Yours truly,
D. K. DIMM & BRO.

A Plan Discussed.

Lancaster, Pa., July 28, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—I am a clerk in Blickenderfer's grocery store. Would like to get your opinion on this scheme: I would buy each week on Monday and Tuesday 300 dozen eggs or more around the county at prices now 15 to 18 cents, also 200 to 250 pounds of creamery butter, price now 31 cents. Later on poultry. Bring these goods myself to Reading Terminal Market and sell them from a stand.

Could I dispose of such a quantity, or would I have to peddle them? Is that the best market? How much rent for a stand? What are good stock new laid eggs selling at, also finest quality of creamery butter?

My total expense to get to your market would be: 300 dozen eggs \$48; express, \$3.50; 200 pounds of butter, \$62; express, 75 cents; miscellaneous, \$11; total, \$125.25.

The way I think prices are: 300 dozen at 28 cents, \$84; 200 pounds at 36 cents, \$72; total, \$156.

Thanking you many times in advance for valued reply, I am,
Yours truly,
JAMES E. BITNER.
314 W. Queen street.

The Reading Terminal Market is undoubtedly the best public market of its class in Philadelphia. Many of the stallholders do a very large business. Whether this correspondent could build up a business the writer naturally does not know, but

there would seem to be no good reason why he should not, if he can keep himself going until the business is self-supporting. If the business is successful, it ought easily to dispose of the amount of goods specified.

The "Grocery World and General Merchant" has no information as to the cost of a stand in the Reading Terminal Market. Retail prices obtained there vary.

What Will be Done With Benzoate?

Wide Speculation Over the Probable Results of Dr. Wiley's Report. Where the Issue Touches the Retailer. Dr. Wiley and the Federal Board. Growing Weakness of Manufacturers' Position.

Much speculation is heard among the trade over the effect which Dr. Wiley's report on benzoate of soda as a food preservative is likely to have upon the widespread use of that substance in jams, jellies, mince-meat, cider, catsup, etc. Every manufacturer in these lines in the country with the possible exception of half a dozen, uses benzoate of soda and claims that he cannot keep his goods from spoiling without it. The issue directly touches the retailer, because all these goods are distributed through him. If benzoate is officially declared to be a violation of law, the retailer will still be immune from prosecution under the Federal, the Pennsylvania State and many other food laws, if he can show a guarantee of purity. In some cases even now, however, the manufacturer, after plainly labeling the fact that benzoate is present, refuses to go further. He will not give a guarantee of purity, but compels the retailer to sell the goods at his own risk.

Whether there will be any order forbidding the use of benzoate is highly uncertain. Under the latest order on the subject it was stated that the use of benzoate would be permitted until January 1, 1908, but no statement was made as to what would be done after that date. If the Federal Food and Drug Board do what Dr. Wiley wants and will undoubtedly ask them to do, they will forbid benzoate forthwith. The Board are not wholly in sympathy with Dr. Wiley, however; nor in fact are the three secretaries who are the Federal Board's superiors, and there is much reason to believe

that Dr. Wiley will not be able to convince the Board that the elimination of benzoate will be worth the disturbance of business which would surely ensue.

The trouble with the position of the manufacturers who contend that they must use benzoate or go out of business is that it is constantly being weakened by defections. One by one the manufacturers seem to be finding a way to do without preservatives of any kind, and one by one they are announcing the fact, much to the other's chagrin. For a long time the Heinz Co. was the only one, and the balance argued plausibly that it was not fair, because one concern had a new trade secret to give it a monopoly of the business by compelling its competitors to conform with a standard of which they were ignorant. But since that two others have found the secret, the latest—the T. A. Snider Preserve Co.—announcing the fact during the past week. This is making the manufacturer's position very weak and is the best argument Dr. Wiley can use in his effort to persuade the Federal Board that they ought to make the order.

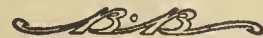
There are considerable receipts of California Bartlett pears ranging from \$1.25 to \$1.80. The demand is good, though the fruit is of small size.

Don't Overlook a Good Thing.

Take the time now and send a postal to H. P. D. Kingsbury, Redlands, Cal., for samples of his jams, preserves and marmalades. These goods are pure; you make a living profit and sell a full-weight package of good quality goods. Need any more be said?



THE ANNUAL "School Sale"



Along with the Advance Pages of School Supplies in our August catalogue is an eventful "sale" of all sorts of useables and wearables for school children.

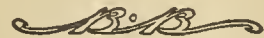
We never list an item under the heading "sales" unless it is a Bargain with a capital B.

Merchants accustomed to buy direct, and in quantities will be surprised to see the prices we are naming in lots as wanted.

This sale provides "window leaders" that will pull business in, and an abundance of juicy profit payers as well.

You will lose money if you do not examine this feature of our August catalogue with careful interest.

D 676 is the number of the book and a copy will go by return mail to any merchant who asks for it.



Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

SAMPLE HOUSES—BALTIMORE, DALLAS,
OMAHA, SAN FRANCISCO





Rochester, N. Y.

The Rochester (N. Y.) Retail Grocers' Association has concluded to favor generally any reform of the system of weights and measures now used in buying and selling that will bring about fair treatment, and in particular to favor the new idea of buying and selling by weight in this State instead of by measure.

Youngstown, Ohio.

The Youngstown (Ohio) Retail Grocers' Association has adopted the following resolutions regarding the current rumor that the organization practically amounted to a trust:—

Whereas, Statements have appeared in the public press and have been voiced in our City Council, the effect of which is detrimental to Youngstown business interests and which are contrary to the facts, said statements being to the effect that the retail grocers of Youngstown have organized a combination in restraint of trade in violation of law; and

Whereas, The effect of such statements must inevitably be to divert business from Youngstown to other trade centres, to destroy the well earned confidence of consumers in Youngstown merchants; and

Whereas, Such charges are false in fact and wholly malicious in intent; therefore, be it

Resolved, That the Youngstown Retail Grocers' Association demand that such charges be fully investigated by the proper officers of law in order that full justice be done; and be it further

Resolved, That the members of the City Council and others offering such charges be called upon

to offer proof of the same before the grand jury or other proper tribunal forthwith; and be it further

Resolved, That in event of such member of Council failing to produce proof in support of said charges, he be called upon to resign the office which he holds; and be it further

Resolved, That the officers of this association be and are hereby directed to take the proper legal steps to secure such investigation and, if necessary, to begin such civil or criminal proceedings as may seem best to protect and maintain the good name of the grocers of Youngstown and of the Youngstown Retail Grocers' Association; and be it further

Resolved, That copies of these resolutions be sent to the press of Youngstown for publication and that our officers be directed to give them the widest publicity possible.

H. F. DUESING,
M. OBENDORFER,
JOHN DE VENNE,
Committee.

New Orleans, La.

The president of the Wholesale Grocers' Association of New Orleans, La., George P. Thompson, which district will be greatly affected by the proposed advance in freight rates, has issued the following statement on the subject:—

The inexorable law of business in time of depression such as we have just gone through, has always had the effect of depreciating values; advances have been the rare exceptions and may be traced to natural causes. Our commercial interests have withstood the financial stringency like true soldiers—values have gone down and profits in many cases with them. For the railroads to assume that the paralysis of trade which has been general hinges on them solely and that when they are relieved the whole situation will be relieved and everything will revive, is as absurd and untenable as it is ludicrous. Apparent hostility to railroads is not the key to the problem, and does not license the railroads to do as they please.

An advance in rates to induce immediate recovery is not the remedy, and a horizontal advance in

rates at this time, when business is on the increase (which the railroads admit) would be suicidal in my opinion. It would precipitate an attack on them from which it would take them years to recover. What is needed is really to lighten the burden of distribution. When a merchant wants to enliven or increase his business in any particular line, inducements are offered, which are in the way of attractive or lower prices. In direct opposition to trade methods, the railroads' remedy is "tax the people!" Any action to further curtail the distributors of merchandise at this time should not be countenanced and every power be brought to bear against this contemplated move.

What are the merchants to do who have sold thousands of cases of goods for fall delivery predicated on old rates? The great volume of this kind of business is past the comprehension of most people. An advance such as proposed represents the profit the merchants would receive and means the handling of all this tonnage by the merchant without profit. Unprofitable business spells failure.

This added tax must be forestalled at all hazards, and were the railroads to use their better judgment they would abandon it. It is contended the cost of railroads has increased—so has the cost of doing commercial affairs. Has the merchant been able to increase his profit to meet this condition? I say, no. On the contrary, his grand total of profits has been diminished, and growing smaller each year. He cannot cry "wolf," but has to go along and accept the inevitable. He cannot get together like the gigantic railroad monopolies and grind out of the people this recession of profits, because the law steps in and says "thou shalt not."

The revival of business is coming and the condition of depression can be and is being cured, but no mitigation is offered through advanced rates, even on the plea of increasing facilities, extending lines, etc. The railroads' earnings were large during the term of prosperity, and they should be willing to stand their share of the hard times. What they need to help them is increased traffic resulting from reviving industry and activity.

Another point of consideration is that if they are permitted to put up the rates now, nothing will make

them come down when business is once more on the boom. Once up, rates will stay up.

Easton, Pa.

The Retail Grocers' Protective Association of Easton, Pa., will be represented at the State convention at New Castle, Pa., with two delegates, who are First Vice-President J. W. Gilds and Recording Secretary P. F. Miller. The association has changed its quarters from the First National Bank Building to Drake's Annex, where it has a fine meeting room. On Wednesday afternoon, August 19th, they will hold their first picnic, which will be held at Island Park, near Easton.

AMONG THE TRADE.

Members of the Frankford Retail Grocers' Association and their friends, numbering more than 2,000 persons, went to Atlantic City on Wednesday for their annual outing. Not only Frankford grocers attended, but there were others from Bridesburg, Tacony and other districts.

The Philadelphia Retail Grocers' Association will this year, after a lapse of several, renew its practice of giving yearly picnics, the scene being Belmont Mansion, at Fairmount Park. Great preparations are making for the event and it is expected that thousands of people will gather there. The date is Wednesday, August 5th, on which day practically all the grocery stores in Philadelphia are closed anyway. The afternoon will be devoted to athletic sports, the evening to dancing.



Keep Away From the Fire



The weather is too hot to work over a fire. Goods already cooked, or prepared so that they require no cooking, are popular in warm weather :: ::

LUNCH TONGUE—Handy for cold lunches, and that is what is in demand at this time of the year. Buffalo Brand of Skinless Lunch Tongue, in 1-lb. round tins, 2 doz. in a case, per doz., \$2.50. Warranted to be of superior quality.

PICKLES, OLIVES, ETC.—We handle Williams Bros.' Bottled Pickles, a nice package to retail at 10c.; Gherkins, Sour, per doz., at 85c.; Gherkins, Sweet, per doz., at 90c.; Nice Small Onion, per doz., at 85c. (this is a very low price on onions); Keg Pickles, 600s, best spiced stock, at \$3.00 per keg; Olives, Queen Eng., pint bottles, at \$2.25 per doz.; Club Queen Olives, per doz., at \$1.25; Queen Olives, pear-shaped bottles, at 90c. per doz.

IMPORTED SARDINES—Skipper Brand Imported Norwegian Smoked, ¼, very fine, per case, \$12.00. Imported Smoked Eskimo, ¼, in oil, per case, \$9.00. French, ¼, oil, "Martel," per case, \$10.50. We also handle full line of American Sardines, in oil and mustard.

FULL CREAM CHEESE—The June make of Cheese, noted for its fine flavor, now in the market. We handle none but the best factories. Price, 13¼c.; 5-box lots, at 13c.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—Names of grocers who would like to buy Fancy Mountain Huckleberries direct from the pickers at first cost. Berries shipped same day as picked. Address D. W. Hughes, Mt. Carmel, Pa. 6

WANTED.—To buy an interest and manage good, live retail business in a manufacturing town; general merchandise preferred. Have had ten years' experience and will guarantee results. State your proposition fully when answering this advertisement. Address "Retail," care "Grocery World and General Merchant," Philadelphia, Pa. 9

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 1f

FOR SALE.

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. 1f

FOR SALE.—Good paying grocery, well stocked and doing a good business, in a town of 30,000. Cheap rent. Will sell business and horse and wagon for \$1,000. Address J. M., "Grocery World and General Merchant," Philadelphia. 7

FOR SALE.—A first-class milk and grocery business. Fine, new property, doing a business of \$10,000 a year. One team. Will sell at a sacrifice. W. B. Thomas, 24th and Nicholas Sts., Philadelphia, Pa. 7

FOR SALE.—General store in Lehigh. Fine location, doing good business. Population of town, 5,000. Price for stock, etc., \$1,200. For particulars address R. J. W., "Grocery World and General Merchant," Philadelphia. 6

FOR SALE.—Old, reliable store. Reasonable price. Apply Goldberg & Cilovitch, 255 N. 12th Street, Philadelphia. 6

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about \$4,000 per month, 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about \$11,000, three-fourths cash. Mostly sells meats, so stock only averages \$250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around \$800. Dwelling.

No. 347.—In high class part of West Philadelphia. Meats, provisions, canned goods, etc. Size, 22x60. Does \$500 weekly, all cash. Stock \$300 to \$350. One team. Clear net profits 15 per cent. Rent, \$30 monthly. Pay roll, \$21 weekly. No real estate. Owner wants to get in other business and will sell at inventory. Cost about about \$1,000, without team.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does

\$14,000 yearly, two-thirds cash. Dwelling connected. Stock, \$1,000 to \$1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of \$1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18x36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does \$125 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18x30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clear 10 per cent. above everything. Stock about \$600. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at \$550 and stock at inventory. Will take all told about \$1,100. Full investigation. In order to guarantee a business of \$300 per week, seller will deposit \$100 as a forfeit for the buyer's protection.

No. 366.—In North Philadelphia. Groceries, meats and provisions. Size, 20x50 feet. Does \$400 weekly, all good trade. Stock about \$800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around \$1,500.

No. 367.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 369.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18x25 feet. Does \$250 weekly, two-thirds cash. Stock \$700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 372.—In South Philadelphia. Groceries, meats and provisions. Store, 16x30 feet, with back room 16x12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 374.—In West Philadelphia. Groceries, meats and provisions. Store 18x55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 375.—In North Philadelphia. Groceries, meats and provisions. Size, 17x40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 376.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20x40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years

and wants to retire. Will sell at inventory. Will take around \$1,600.

No. 378.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22x45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 380.—In West Philadelphia. Groceries and provisions. Store 16x30 feet. Does \$400 weekly, two-thirds cash. Stock, \$800 to \$1,000. Net profits, 10 per cent. Good dwelling for sale or rent. Fixed charges low. Owner in ill-health and going to California. Will sell fixtures for \$500 and stock at inventory. Will take around \$1,300.

No. 381.—In North Philadelphia. Good section. Groceries and provisions. Store 16x22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

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o
o DO YOU WANT TO SELL o
o YOUR BUSINESS? o
o We find buyers for grocery and o
o general store businesses—nothing o
o else. We are specialists in that and o
o we know what we are about. o
o In the term "grocery stores" we o
o include butter and egg stores, tea o
o and coffee stores, green groceries and o
o anything else in the same line. o
o If you want to sell your business, o
o we have a customer. If you want to o
o buy one, we know where something is o
o that we're sure will suit you. o
o Write, call or telephone. o
o WARNER & CO., o
o 927 Arch Street, Philadelphia, Pa. o
o Phones, Bell Filbert 2500, o
o Keystone, Race 746. o
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SPLENDID LITTLE STORE FOR MAN AND WIFE.

We offer clean, prosperous little store in West Philadelphia. Does \$200 weekly on stock of about \$500. Expenses are low and net profits are 15 per cent. Owner is in other business and his wife objects to running the store alone. Will sell at inventory and rent all fixtures except \$25 worth of loose fixtures. About \$550 takes the whole place. Full investigation courted.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24x60. Does \$45,000 yearly, three-quarters cash. Carries a stock of \$2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of \$3,800. Fixtures worth \$1,200 to \$1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to

retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does \$30,000 yearly, two-thirds cash. Located in heart of city. Stock \$3,000 to \$3,500. Uses two teams. Good dwelling attached. Present owner took \$3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS
already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Mrs. Williams' Brands OF PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. August 3, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.75 per bunch
Selected, 9 hands, packed 2 in crate.....	1.60 per bunch
Selected, 8 hands, packed 1 in crate.....	1.35 per bunch
Selected, 8 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 3 in crate.....	1.20 per bunch
Selected, 7 hands, packed 1 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.90 per bunch
Selected, 7 hands, packed 3 in crate.....	.85 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.35 per bunch
Selected, 8 hands.....	1.00 per bunch
Selected, 7 hands .....	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller.....	\$3.00 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s.....	\$3.00
Fancy Red Spanish, 30s.....	3.00
Fancy Red Spanish, 36s.....	2.75
Fancy Red Spanish, 42s.....	2.00
Fancy Red Spanish, 48s.....	1.75

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50
Extra Fancy Messina, 360 size, per box.....	350 to 3.75
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	325 to 3.50
Extra Fancy Large, 150 size, per per half box.....	2.25

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$2.75
Fancy quality, 126 to box	3.75
Fancy quality, 150-176 to box	4.50
Fancy quality, 200-216 to box	5.00
Fancy quality, 250-288 to box.....	4.75
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.50
Extra choice, 150-176 to box	4.25
Extra choice, 200-216 to box	4.25
Extra choice, 250 to box.....	4.00

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-11 to a box.....	\$2.50
Fancy quality, 126 to a box.....	3.00
Fancy quality, 150-176 to a box.....	4.00
Fancy quality, 200-216 to a box.....	4.00
Fancy quality, 250 to a box.....	3.75

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box.....	
Fancy Quality, 126 to box.....	
Fancy Quality, 150-176-200 to box.....	
Fancy Quality, 216-250 to box.....	
Fancy Quality, 288-360 to box.....	

CALIFORNIA PLUMS.

Tragedy, Large Blue, 4 baskets to crate.....	\$1.40
Burbank, Red, 4 baskets to crate.....	1.25
Clymax, 4 baskets to crate.....	1.50
Peach Plums, Fancy, 4 baskets to crate.....	1.50

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN :: ECONOMICAL :: SANITARY
Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, \$4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributors for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

	Bars.	Box.
Fairbank's	50	1.88
Sapolio.....	8 doz.	2.25
Wrigley's.....	100	3.60
Wrigley's.....	50	1.80
Scourene.....	100	3.60
Lipp's Scourer	60	2.25
Sil San.....	50	2.03
Army and Navy Compound.....	4 doz.	1.80
Finola Star Polish.....	100	3.85
Silver Sand.....	per bbl.	2.50
American Scourer.....	100	3.75
Bon Ami, 10c. size.....	8 doz.	2.50
Brooks' Crystal.....	100	3.90
Hoefner's Crystal, with spears.....	24 pkgs.	1.60
Old Dutch Cleanser, 4 doz.....		3.75

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities, Invariably F. O. B., New York.

-1-

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels.....	.42@.45
Choice, barrels.....	.40
Good, barrels.....	.26@.30
Fancy, quart jars.....per doz.,	1.20
New Orleans Molasses—	
Fancy Open Kettle.....	.41@.43
Prime.....	.37
Good.....	.35
Ordinary.....	.22
Blended, fancy.....	.36
Blended, choice.....	.33
Blended, good.....	.30
2-lb tins, 8 dozen.....per case,	2.90
Quarts, 2 dozen.....per case,	2.90
Sugar Syrup—	
Pure, extra fancy.....	.85@.88
Pure, choice.....	.84
Blended, fancy.....	.82
Choice.....	.79
Vanilla Drips.....	.29@.30
Tins, 2-lb., 2 dozen.....per case,	1.95
Tins, 2½-lb., 2 dozen.....per case,	2.80
Tins, 3-lb., 2 dozen.....per case,	2.50
Tins, 5-lb., 1 dozen.....per case,	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 35@ 95.....	32.00
Georges.....count 110@115.....	25.00
Shore 2s.....count 225@250.....	30.00
Medium Irish 2s, thin, count 300@400.....	18.00
Norway, count 400@450.....	22.00
Norway, count 300@350.....	26.00
Norway, count 240@270.....	
Norway, count 170@185.....	
Norway, count 125@140.....	
Codfish—	Per lb.
Fancy strips, 60-lb. boxes.....	.10½
Fancy bricks, 40-lb. boxes.....	.09
Fancy middles, 40-lb. boxes.....	.12
Choice strips, 40-lb. boxes.....	.08½
Choice middles, 40-lb. boxes.....	.08½
Hake, bricks, 40-lb. boxes.....	.06
Fancy, whole, quintals.....	.08
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy chunks, Iceland, 20 lbs.....	
Bloaters, Cromarty, 100s.....	

TEAS.

Gunpowder—	Per lb.
Common to fair.....	.15@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.28@.35
Choicest.....	.45@.65
Imperial—	
Common to fair.....	.22@.25
Superior to fine.....	.30@.35
Extra fine to finest.....	.40@.45
Choicest.....	.50@.55
Young Hyson—	
Common to fair.....	.16@.18
Superior to fine.....	.22@.30
Extra fine to finest.....	.35@.40
Choicest.....	.45@.60
Hyson—	
Common to fair.....	@.14
Superior to fine.....	@.18
Extra fine to finest.....	@.25
Japan—	
Common to fair.....	.23@.25
Superior to fine.....	.28@.30
Extra fine to finest.....	.32@.38
Choicest.....	.32@.38
Basket-fired—Common to fair.....	.22@.25
Basket-fired—Superior to fine.....	.28@.30
Basket-fired—Extra fine to finest.....	.32@.38
Basket-fired—Choicest.....	@.45
Dust.....	@.12½
Oolong—	
Common to fair.....	@.17
Superior to fine.....	.17@.22
Extra fine to finest.....	.25@.35
Choicest.....	.40@.65
Ouchong—	
Common to fair.....	.17@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.30@.35
Choicest.....	.40@.60

ROASTED COFFEES.

Sumatra—Mandehling—Fancy brown.....	.86
Old Government—Best.....	.29
Old Government—Choice.....	.27
Old Government—Prime.....	.25
Old Government—Good.....	.23
Mocha—	
Genuine Arabian.....	.28
Maracaibo—	
Cucuta—Best.....	.16½
Cucuta—Choice.....	.16
Cucuta—Prime.....	.15
Cucuta—Good.....	.14
Laguayra—	
Oracas—Finest.....	.20
Oracas—Choice.....	.17

-2-

Peaberry—	
Santos—Fancy.....	.17½
Santos—Choice.....	.17
Santos—Fine.....	.16
Rio—Fancy.....	.17
Rio—Choice.....	.16½
Rio—Fine.....	.16
Santos—	
Best.....	.16
Choice.....	.15
Prime.....	.14½
Good.....	.13½
Fair.....	.12½
Rio—	
No. 1—Golden.....	.15½
No. 2.....	.15
No. 8.....	.14½
No. 4.....	.14
No. 5.....	.13½
No. 6.....	.13
No. 7.....	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice.....	.07
Cassia bnds.....	.85
Cinnamon, Mats.....	.10
Cinnamon, Twalo.....	.20
Cinnamon, Ceylon.....	.23@.27
Cinnamon, Batavia.....	.25@.30
Cinnamon, Saigon.....	.75
Cloves, Zanzibar.....	.17@.20
Cloves, Amboyna.....	.25
Cloves, Penang.....	.85@.88
Ginger, African.....	.08
Ginger, Jamaica, bleached.....	.21@.22
Ginger, Jamaica, unbleached.....	.20@.21
Ginger, Calcutta.....	.08
Nutmegs, 75-80s.....	.22@.25
Nutmegs, 105-110s.....	.18@.20
Nutmegs, 130-140s.....	
Black Pepper, Singapore.....	.10½@.12
Black Pepper, Shot.....	.14
White Pepper, Singapore.....	.15@.17
White Pepper, fancy.....	.25@.30
Red Peppers.....	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice.....	.15½
Cinnamon, extra.....	.26½
Cinnamon, Saigon.....	.73½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.89½
Black Pepper.....	.18
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, Straight Penang.....	.87½
Mustard.....	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
Cinnamon, Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
Ginger, Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Pepper, black.....	.95
Pepper, cayenne.....	.98
Pepper, white.....	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.....	5.75
Medium green 2½s, Calif.....	5.25
Tips, green, 1s.....	4.10
Tips, white, California, 1s.....	4.40
Beans, Baked—	
Standard, plain 1s.....	.55
Standard, plain or sance, 2s.....	.75@.80
Standard, plain or sance, 3s.....	1.00@1.05
Fancy, plain or sance, 2s.....	1.15@1.25
Fancy, plain or sance, 3s.....	1.55@1.65
Beans, Lima—	
Fancy 1s.....	1.50
Fancy 2s.....	1.15@1.25
Extra standard 2s.....	1.10@1.15
Standard.....	.75@.85
Soaked.....	
Beans, Stringless—	
Fancy 2s.....	2.00@2.10
Fancy 1s.....	1.10@1.20
Extra 2s.....	1.40@1.75
Extra standard 2s.....	1.10@1.15
Standard 2s.....	.90
Standard, not stringless, 2s.....	.80
Beans—	
Yellow Wax 2s, fancy.....	1.20@1.25
Yellow Wax, standard ont.....	1.00@1.10
Red Kidney 2s.....	.85@1.00
Corn—	
Fancy Maine 2s.....	1.20@1.25
Fancy New York 2s.....	1.00@1.10
Standard New York 2s.....	.90@1.00
Maryland 2s, Maine Style.....	.75@.80
Other standard grades 2s.....	
Peas—	
Smallest Sifted 2s.....	2.10
Extra Sifted 2s.....	1.60@1.75
Sifted 2s.....	1.15@1.85

-3-

Telephone 2s.....	1.25
Sweet Wrinkled 2s.....	1.40@1.60
Standard E. J. 2s.....	1.00@1.10
Soaked 2s.....	.75@.80
Succotash—	
Extra fancy Maine 2s.....	1.40
Fancy Maine 2s.....	1.10@1.25
Extra standard 2s.....	.95@1.00
Pumpkin—	
Fancy, 8s.....	1.10@1.20
Fancy, gallons.....	
Squash—	
Fancy 8s.....	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey.....	1.60
5½-in. cans, ex. stand. N. Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95@1.00
2-lb. cans.....	.75@.80
Gallons, standard New Jersey.....	3.75
Gallons, extra standard Maryland.....	2.80@3.00
Quarts, glass jars.....	2.90
Beets—	
Fancy Strawberry 8s.....	1.40@1.60
Out 8s.....	1.10@1.15
Sweet Potatoes 8s.....	1.15
Sauer Kraut 8s.....	.95@1.10
Spinach—	
Standard Maryland 8s.....	1.25@1.40
Fancy New Jersey 8s.....	1.40@1.65
Gallons.....	4.75@5.00

FRUITS. CALIFORNIA.

Apricots—	Per doz.
Fancy 8s.....	8.80
Extra 2½s.....	8.20
Extra standard 2½s.....	2.65
Standard 2½s.....	
Gallons.....	8.25@8.65
Cherries—	
Extra White 8s.....	4.40
Extra White 2½s.....	3.75
Extra standard White 2½s.....	3.50
Standard White 2½s.....	
Extra Standard gallons.....	9.75
Bartlett Pears—	
Extra 8s.....	8.80
Extra 2½s.....	3.10
Extra standard 2½s.....	2.75
Standard 2½s.....	2.40
Plums, Egg or Gage—	
Fancy 8s.....	3.00
Extra standard 2½s.....	
Standard 2½s.....	
Gallons.....	
Peaches, L. C.—	
Extra 8s.....	8.80
Extra 2½s.....	8.25
Peaches, Crawford—	
Fancy 8s.....	8.25
Extra standard 2½s.....	

EASTERN.

Pears—	
Fancy New York 2s.....	1.75
Fancy New York State 2½s.....	2.90
Standard 2s.....	1.50
Pineapples—	
Sliced or grated 2s.....	2.25@2.40
Sliced or grated 1s.....	1.10@1.20
Pie, grated, gallons.....	4.00
Singapore 1½s.....	1.15@1.25
Plums, egg, 8s.....	
Plums, gage, 8s.....	
Apples—	
Gallons.....	8.50
Strawberries—	
2s, fancy.....	8.00
2s, extra.....	
Raspberries—	
Red, fancy, 2s.....	2.75
Standard 2s.....	
FISH.	
Lobster—	
Flat 1s.....	5.00
Flat ½s.....	2.50@2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink 1s.....	1.10
Medim Red.....	1.25@1.30
Choice Red 1s.....	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s.....	1.25@1.30
Tall 1s.....	2.00
Flat 1s.....	2.20
Oval 1s (steaks).....	2.90
Sardines—	
Domestic ½s, oil, 100 tins.....	2.15@6.00
Domestic ½s, mustard, 50 tins.....	2.35@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09½
Smyrna Sult., fancy, 6 cr., 30 lbs.....	.15
Smyrna Sult., choice, 4 cr., 30 lbs.....	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons.....	.16
Smyrna choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	

-4-

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs.....	.07
California, 4 cr., 50 lbs.....	.08
California, 8 cr., 50 lbs.....	.07
California, 2 cr., 50 lbs.....	.06½
Figs—	
Baskets, 1 lb. and 2 lb.....	.15 @.18
Layers, 2½-in., 10 lbs.....	10
2½-in., 12 lbs.....	
2½-in., 12 lbs.....	.09
2-in., 12 lbs.....	.08½
Currents—	
Fancy, 1-lb. cartons.....	.11
Cleaned, 1-lb. cartons, choice.....	.09
Bulk, choice, 50 lbs.....	.08½
Natural, choice.....	.06½
Citron—	
According to quality.....	.19½@.21
Lemon Peel—	
According to quality.....	.11½@.13
Orange Peel—	
According to quality.....	.11½@.13
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.05½
Prunes, California, 25-lb. boxes.	
Epineuse, 20x80.....	.14
80x40, choice.....	.07½
40x50, choice.....	.06½
50x60, choice.....	.06
60x70, choice.....	.05½
70x80, choice.....	.05
Choice, 50-lb. box—	
80x70, 80x 90.....	
70x80, 90x100.....	
Prunes in 25-lb. boxes.	
Fancy 40x 50.....	.11½
50x 60.....	.10½
60x 70.....	.10
70x 80.....	
Prunes, Oregon, 25-lb. boxes.	
80x40.....	.07½
40x50.....	.07
Apples—	
Fancy, 50 lbs.....	.12
Fancy, 1-lb. cartons.....	
Prime, 50 lbs.....	.10
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	.12
Unpeeled, fancy, 25 lbs.....	.12
Extra Choice Mnir.....	.11½
Apricots—	
Royal, extra fancy, 25 lbs.....	.27½
Moorpark, fancy, 25 lbs.....	.23
Royal, fancy, 25 lbs.....	.23
Royal, choice, 25 lbs.....	.20

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs.....	.40 @.46
Valencia, 28 lbs.....	.33 @.40
Flot, shelled.....	
In shells.....	
California P. S., 80 lbs.....	.20
French Princess.....	.20
Tarragona, 120 lbs.....	.15½
Hard Shell, 100 lbs.....	
Brasils—	
New, large, 180 lbs.....	.11
Filberts—	
Turkish.....	
Sicily, 180 lbs.....	.12
Jimbo Naples, 110 lbs.....	
Long Naples, 110 lbs.....	.14
Pecans—	
Polished, 80 lbs.....	.16 @.12
Louisiana Paper Shell.....	
Walnuts—	
Chilli, 1907 crop.....	
Grenoble, 220 lbs.....	.15
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs.....	.18½
Extra choice, boxes, 25 lbs.....	.14½
Choice, bags, 125 lbs.....	.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless.....	8.00@22.00
Reduced quarters, with bones.....	
French quarters, boneless.....	17.00@22.00
French quarters, with bones.....	24.50@27.00
High quarters, boneless.....	15.00@40.00
Halves, boneless.....	
French Vegetables, 100 in case.	
Peas, according to quality.....	11.00@20.00
Mushrooms, ½s, accord'g to qual.....	19.00@35.00
Mushrooms, ¼s, accord'g to qual.....	15.00@20.00
String Beans, according to qual.....	12.00@17.00
Lima Beans, according to quality.....	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs., per b.....	.08 @.00½

CORRECTED WEEKLY.

ADVANCES.

DECLINES.

ADDITIONS.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

COL.	COL.	COL.	COL.	COL.	COL.	COL.	COL.	COL.
Alarm Cash Drawer.....33	Sardines.....13	Dressed Meats.....44	Ink.....37	Nuts.....39	Rope.....59	Sugars.....1		
Alum.....47	Meats.....13	Drugs, Grocers'.....47	Insect Powder.....13	Oat Meal.....30	Rosin.....48	Sulphur.....48		
Ammonia.....3	Soups.....15		Ironing Wax.....59	Oils.....39		Sundries.....59		
Ammunition.....6	Can Openers.....33	Eggs.....27	Jams.....46	Oil, American.....40		Syrups.....60		
Asie Grease.....3	Capers.....27	Essence of Coffee.....6	Jars and Jar Rubbers.....7	Oliva Oil.....40				
	Caps, Gun.....6	Extracts.....49	Jellies.....46	Olives.....39				
Bags, Paper.....41	Catsup.....16		Junket Tablets.....50					
Bag and Twins Holders.....33	Cereal Specialties.....30	Fancy Groceries.....27	Ketchup.....16					
Baking Powder.....3	Cereal Coffee.....36	Farina.....29	Lamp Goods.....37	Paper.....41	Sago.....30	Tacks.....59		
Barley.....30	Cheese.....27	Farinaceous Goods.....29	Lard.....44	Paper Bags.....42	Salad Dressing.....52	Taploca.....30		
Baskets.....30	Chocolate and Cocoa.....17	Fats.....33	Lemons and Oranges.....44	Peanuts.....42	Sai Soda.....51	Tar.....49		
Bath Brick.....59	Chewing Gum.....51	Canned Fish.....12	Licorice.....47	Peas, Dried.....59	Salt.....58	Teas.....1		
Beans.....29	Cider.....50	Fixtures.....38	Lime.....35	Pepper Sauce.....52	Sapolio.....55	Tobacco, Chewing.....64		
Blacking, Shoe.....4	Cocoa-nut.....21	Flour.....29	Live Poultry.....45	Pickles.....42	Sardines.....13	Smoking.....64		
Bluing.....7	Codfish.....29	Flour, Self Rising.....29	Lye, Concentrated.....37	Pickled Meats.....41	Sauce and Condiments.....52	Tobacco Cutters.....33		
Borax.....47	Coffee.....6	Flour, Buckwheat.....29	Macaroni.....38	Plum Pudding.....46	Sauer Krant.....42	Tubs.....67		
Brooms.....61	Essence.....6	Fly-paper.....59	Mackerel.....8	Pork and Beef.....43	Scales.....36	Twine Holder.....33		
Brushes.....6	Chicory.....6	Food, Bird.....59	Maple Sugar and Syrup.....60	Potash.....37	Scoops, Grocers.....33	Twine.....59		
Backwheat Flour.....29	Coffee Mills.....32	Fruit Butters.....46	Matches.....37	Potato Chips.....42	Scouring Soap.....55			
Bung Borers.....38	Cooking Herbs.....8	Fruits, Domestic, Dried.....35	Measures.....33	Poultry Seasoning.....45	Seeds.....53	Vermicelli.....32		
Butchers' Sundries.....44	Condensed Milk.....20	Fruits, Foreign, Dried.....35	Meat.....38	Poultry, Dressed.....45	Shoe Dressing.....4	Vinegar.....43		
Butter Dishes.....62	Cream.....20	Fruits, Green.....35	Mince Meat.....48	Poultry, Live.....45	Shot.....6			
Butter.....7	Condensed Mince Meat.....38	Gelatine.....32	Molasses.....60	Power, Rifle.....6	Smoked Fish.....35			
Butter Color.....47	Corn Meal.....29	Ginger, Jamaica.....47	Mucilage.....59	Preserves.....46	Soap, all kinds.....54	Washboards.....62		
	Corn Starch.....58	Gravel, Bird.....59	Mustard.....57	Provisions.....43	Soda, Bicarb.....53	Wax, Fruit Jar.....59		
Camphor.....47	Cottolene.....27	Grocers' Fixtures.....32	Mustard, Prepared.....57	Pudding.....31	Soft Drinks.....53	Wheat, Cracked.....30		
Candles.....16	Cracked Wheat.....29	Herring.....35	Marmalade.....46	Putty.....48	Soups.....15	Wheat Flour.....30		
Candles.....7	Crackers, Cakes, etc.....21	Hominy and Grits.....30	Noodles, Egg.....30	Rennet.....50	Specialties.....56	Wrapping Paper.....41		
Canned Goods.....8	Cranberries.....10	Heney.....60		Rice.....52	Spices.....56	Wringers, Clothes.....61		
California Fruits.....10	Cutters, Dried Beef.....33			Rice Flour.....29	Whole.....57	Woodenware.....61		
Vegetables.....8	Tobacco.....62			Rollod Oats.....30	Starch.....58	Witch Hazel.....48		
Fish.....12	Dellaotessen.....52			Rollod Beer.....53	Stove Polish.....58			
Ple Fruit.....20					Soap Powders.....55			
					Segars.....64	Yeast Cakes.....62		

SUGAR.

GUNPOWDER—Choice to Extra.....	29	@	35
Choice.....	40	@	45
MOVING—Good.....	87	@	30
Fine.....	35	@	40
Choice.....	45	@	50
Choice.....		@	55
IMPERIAL—Superior to fine.....	15	@	20
Choice to Extra.....	22	@	25
Choice.....	30	@	35
YOUNG HYSON—Superior to fine.....	15	@	20
Choice to Extra.....	28	@	30
Choice.....	35	@	40
INDIA—Common to Fine.....	18	@	38
CEYLON—Common to Fine.....	18	@	40
ENGLISH BREAKFAST—Fair to Good.....	15	@	17
Choice to Extra.....	18	@	28
Choice.....	30	@	40

PACKAGE TEAS.

Lipton's Teas—	In ½ & lb.	In ¼ lb.	Per lb.
Ceylon and India, No. 1.....	.45	.47	
Ceylon and India, No. 2.....	.40	.42	
Ceylon and India, No. 3. ....	.35	.37	
Black and Green, No. 1.....	.45		
Black and Green, No. 2.....	.40		
English Breakfast, No. 1.....	.45		
English Breakfast, No. 2.....	.40		
Formosa Oolong, No. 1.....	.45		
Formosa Oolong, No. 2.....	.40		
Counter box 30 ten cent tins, only packed			
In No. 1 quality, \$2.00			

Tetley's Tea—

1/4 lb. or 1/2 lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon.....	.45
No. 1, Buff Label, India and Ceylon.....	.60
Ex. Gold, India and Ceylon.....	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
	1/2-lb. tins, per lb.
India and Ceylon, Sun-Flower.....	.50
Mixed (Green and Black), Sun-Flower.....	.50
Formosa and Oolong, Sun-Flower.....	.50
Sun-Flower, roc. sample size, 36 in carton, all three grades.....	per doz.
Caricol Blend, Martindale & Co. :—	Per lb.
5-lb. Silver Sacks.....	.22
1-lb. Silver Sacks.....	.22 1/2
1/2-lb. Silver Sacks.....	.23
3/4-lb. Silver Sacks.....	.23 1/2
1/4-lb. Silver Sacks.....	.25

TEA.

Spring Garden Tea—		
100 lb. barrels.....	per lb. net	.18
5 lb. silver bags.....	" "	.19
1 lb. silver bags.....	" "	.19 1/4
1/2 lb. silver bags.....	" "	.20
1/4 lb. silver bags.....	" "	.21
Packed in cases containing 100 pounds		
McCormick & Co's Banquet Brand—		Per doz
No. 10.....		.85
No. 25.....		3.00
No. 50.....		4.00
No. 100.....		8.00

AMMONIA.

	Per doz.
Purple Ribbon, 16 oz., 8 doz. boxes.....	.90
Purple Ribbon, quarts, 1 doz. boxes.....	1.50
Purple Ribbon, ½ gals 1½ doz. boxes.....	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75
Colburn's Autumn, hotel size, 1 doz. boxes....	.90
Violet, pints, 8 doz.....	.85

AXLE GREASE.

Frazer's, 15 lb. pails.....	.80
Frazer's, boxes, ¼ gross.....per gross	9.25
Mica, ¼ gross.....per gross	8.40
Peerless, ¼ gross.....per gross	4.40

BAKING POWDER.

[illegible]

BLACKING—Shoe.

Shinola.....	per doz.	.75
Shinola, $\frac{1}{2}$ gross in box, with 8 brushes and daubers or rug, free.....	per gross	8.75
Bixola, 3 doz. in box, with knife cleaner, free, per doz.....		.75
Blackola, 3 doz.....	per gross	6.80
Bixby's Best, No. 1.....		5.75
" B. B. B. M.....	per $\frac{1}{4}$ gross	4.50
Jacquot Blacking, No. 5.....		4.85
Handy Box, French, No. 25, large.....		10.00
" " small.....		5.00
Mason's No. 1, $\frac{1}{4}$ gross.....		5.85
" " 2, ".....		5.60
" " 3, ".....		5.85
" " 4, ".....		4.55
" " 5, ".....		7.50
T. M. French.....	per doz.	1.00

SHOE DRESSING.

Mason's.....	.78
Acme, 1 doz.....	1.15
Bixby's Royal Polish, 1 doz.....	.78
Bixby Jet Oil Polish.....	.80
Brown's Shoe Dressing, 1 doz.....	82½
Brown's, Army and Navy, 1 doz.....	82½
Boyer's Shoe Dressing.....	.65
" Oil Polish.....	.75
Admiral Russet Combination.....	70
Admiral Shoe Dressing.....	70
Whitemore Bros. & Co.:—	
Gilt Edge Polish, black.....	2.00
Boston Waterproof, black.....	2.00
Boston Jr. Waterproof, black, 10-cent size.....	.85
Elite Combination, Baby, black.....	.85
Elite Combination, large, black.....	2.00
Superb Patent Leather Paste, large.....	.75
Champion, black, friction polish.....	2.00
Champion Jr., black, friction polish.....	.55
French Gloss, black, self-polishing.....	.75
Royal Gloss, black, self-polishing.....	.75
Dandy Combination, russet.....	2.00
Star Combination, russet.....	.75
Dandy Russet Paste, large.....	.75
Rossola Waterproof Paste Polish, large.....	.75
Rossola Waterproof Paste Polish, small.....	.40
Quick White, cleans dirty canvas shoes.....	.80
Quick White, cleans dirty canvas shoes.....	2.00
Oil Paste black, never dries up, large tin.....	.75

-5-

GREEN COFFEE.

	Per lb.
Rio, Golden, fancy.....	.09 @ .09½
" prime.....	@ .08
" choice.....	@ .07½
Santos, Peaberry, extra fancy.....	@ .12½
" fancy.....	@ .10½
" choice.....	@ .09½
Maracaibo, strictly fancy, mild.....	@ .12½
" choice.....	@ .11½
Washed Caracas, fancy.....	@ .14½
Laguayra, fancy.....	@ .10¾
Java, extra fancy Old Government.....	.20½ @ .21
" extra fancy.....	@ .20
" fancy.....	@ .19½
Mocha, ½ and ¼ bales, genuine, finest.....	@ .19
" Seed, Santos, fancy.....	@ .10¾
" " choice.....	@ .10¾

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@ .12
" Prime.....	@ .10
" Choice.....	@ .09½
Santos, Peaberry, extra fancy.....	@ .16
" extra fancy.....	@ .13
" fancy.....	@ .12½
" choice.....	@ .12
Laguayra, fancy.....	@ .14
Maracaibo, choice.....	@ .14½
" fancy.....	@ .15
" extra fancy.....	@ .15½
Java, extra fancy Old Government.....	@ .25½
" fancy.....	@ .24½
Mocha, finest.....	@ .23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
" " 2.....	.20
" " 3.....	.17
" " 4.....	.14

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.		
New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa.....	15¼	15½
Arbuckle's Seven Day.....	10¼	10½
Lion.....	13½	13¼

-6-

B. Fischer & Co.—	
Hotel Astor Coffee, 1-lb. tins.....	.26
Thos. Martindale & Co.—	
Saludo, lbs.....	.20
" 50-lb. tins.....	.10
" barrels.....	.18
Viv, lbs.....	.16
" 50-lb. tins.....	.15
" barrels.....	.14
Ground or pulverized without extra charge.	
Lipton's—	
Special.....	.26
Perfection.....	.20
Packed in 30 and 60-lb. cases.	
German-American Coffee Co.—	Per lb.
Triunfo, 24 2-lb. cans.....	.29
" 48 1-lb. cans.....	.20½
Trinidad, 60 or 100 1-lb. cartons.....	.26
"G-A" Blend, 20 3-lb. cans.....	.24
La Cruzada, 60 or 100 1-lb. cartons.....	.21½
Iowa, 60 or 100 1 and 2-lb. cartons.....	.18½
Tumbala, 60 or 100 1-lb. cartons.....	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb.....	.35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr"—	
50 tins in box.....	per box 3.80
12 in tins box.....	per carton .95
2-lb. tins.....	per doz. 5.75
George Floto's Sons—	Per gross
Coffee Essence, ½-gross improved cans.....	2.25
" ½-gross cans, tin ends.....	2.70
" ½-gross cans, all tin.....	2.85
Vienna Coffee Essence, Manilla, ½ gross.....	2.25
Package Chicory, 65-lb. cases.....	per lb. .04½
Hummel's Essence, tin can, ½ gross, per gross.....	2.85
" tin ends.....	2.70
" improved ".....	2.15
Chicory, Selig's 65's.....	.05¾
" English, ground, bags about 160 lbs.....	.05¼
" Franks', stick, 65 lbs.....	.06½
" Muller's, Columbus brand, 5 sticks to lb, 65 lbs.....	.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

-7-

Duck, kegs, 12½ lbs.....	4.75
" kegs, 6½ lbs.....	2.65
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
" kegs, 12½ lbs.....	2.65
" kegs, 6½ lbs.....	1.50
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85
BB, bags, 25 lbs.....	2.10

BLUING—Dry.

	Per gross
Barlow's, small, 2 doz.....	2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Ball Blue, 1 oz., 3 doz.....	2.60
" " 2 oz., 3 doz.....	4.80

BLUING—Liquid.

	Per gross
Boyer's Bengal, 8 oz., ¼ gross.....	3.90
Cream Indigo, 2 oz., ¼ gross.....	3.90
" 4 oz., ¼ gross.....	7.40
" 8 oz., ¼ gross.....	11.40

BUTTER.

	Per lb.
Tub Butter—	
Creamery, extra, 60-lb. tubs.....	.25
" first.....	.24
" second.....	.23
" third.....	.22
" imitation, 30-60 lbs.....	.21
" 5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.26
Ladles, 30-60 lbs., bakers' use.....	.20
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.....	.29
B. B., E. D. brands, 20-50-lb. boxes.....	.28
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.27
Sheaf ("400") Elgin, 20-50-lb. boxes.....	.26
Sheaf.....	.25
Milken Farm, lbs. and ½ lbs.....	.30
Gurnee, lbs. and ½ lbs.....	.28
Belle Spring.....	.26

-8-

CANDLES.

P. & G., 8's, 30 lbs.....	Pe
" 16's, 30 lbs.....	
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	
Searchlight, hotel, 16's, 30 lbs.....	
Pearless, hotel, 16's, 30 lbs.....	
Bright Light, 16's, 30 lbs.....	per box 2.00
Werk's, 8's, 30 lbs.....	
" 16's, 30 lbs.....	
Carriage, size 6x1½.....	
Martha Washington, long 12's.....	

JARS AND JAR RUBBERS.

Glass Jars—	
Pints.....	Gt 7.00
Quarts.....	7.40
Half-gallons.....	8.70
Jelly Tumblers—	
Barrels, 22 doz.....	per doz. .10
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers.....	per gro. 2.70
Jar Rubbers—	
Lip, wide.....	per gross .80
Acme, wide, 1 doz. cartons.....	per lb. .40
" medium, 1 doz. cartons.....	.40
Reliable, white rubber, wide.....	.40
" medium.....	.40
Black, medium.....	per lb. .25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....	per doz. .25
" Sage.....	.25
" Thyme.....	.25
" Savory.....	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory.....	per case 1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savory—	
½-lb. cartons, 1 doz.....	per doz. .40
½-lb. ".....	.75
½-lb. ".....	1.25
½-lb. screw cap bottles, 2 doz.....	.90
½-lb. square cans, 2 doz.....	.80



Perfect for HOT or COLD Starching

Sell Argo Gloss Starch to your customers instead of bulk starch. It is a clean, uniform product of high quality, coming to you in convenient packages all ready to pass over the counter. Saves time and waste, and use of bag and string—and shows as much profit as bulk. Makes a more satisfied customer.

An Instantaneous Success

Popular in Price—Widely Advertised

CORN PRODUCTS MANUFACTURING CO.,
Chicago, Illinois

Where's the Team that will Do It?



The coming method of delivering goods is unquestionably by automobile. The success of the little **Lindsley Delivery Car** makes this absolutely certain. It does more work than a team and does it quicker, and it costs much less to do it than a team costs.

Do you know a team that will carry 1500 pounds thirty miles over rough roads, on fifteen cents, the cost of a gallon of gasoline?

J. V. Lindsley & Co.
Suite 1112 Monadnock Building, Chicago



Fancy Flavoring Extracts

There are plenty other good flavoring extracts on the market—we don't claim a monopoly—but to our mind not even the best has the rich, penetrating strength of **Waldorf Lemon and Vanilla**.

That is partly a matter of materials, partly a matter of manufacturing methods that economize nowhere where quality can be improved. Flavoring extracts cannot possibly be any better than **Waldorf**, and none we've ever tested are as good.

Hetfield Extract and Mfg. Co.

370 Greenwich Street
NEW YORK

—9—

CANNED GOODS.

	Per doz.
Tomatoes—	
Mrs. Hancock's, frying.....	1.15
DuBois', frying.....	1.10
Jersey King, No. 3, standard Jersey.....	.90
Silver Lake, fancy Jersey.....	.97½
Peerless, extra fancy, No. 3.....	.90
Plantation, No. 10, 1 doz.....	2.25
Silver Lake, No. 10, 1 doz.....	2.75
Golden Rule, No. 3, seconds.....	.80
Alta, No. 2.....	.60
na Beans—	
Winsley's, extra small.....	1.25
Silver Lake.....	1.00
Early Autumn.....	.92½
Boyer's, No. 2.....	1.07½
Oxford, Maine packed.....	.87
ing Beans—	
Extra fancy.....	1.50
Boyer's, 2s.....	.60
Acorn, 3s.....	.85
" No. 2.....	.57½
Safe, No. 2.....	.50
White Wax Beans—	
Champion.....	
Winsom, N. Y., No. 10, 1 doz.....	3.60
ans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
" No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.90
" No. 2, sauce.....	.90
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37½
Van Camp's, No. 1, sauce, 4 doz.....	.87½
" No. 2, sauce, 2 doz.....	1.32½
Moore & Brady, No. 3, plain.....	.85
" No. 3, sauce.....	.90
" No. 1, picnic size, plain.....	.42½
" No. 1, picnic size, sauce.....	.47½
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97½
" No. 3, tomato sauce.....	1.05
" Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 1, sauce.....	.65
" No. 2, sauce.....	.95
" No. 2, plain.....	.90
Bunker Hill, No. 3, plain.....	.77½
" No. 3, tomato sauce.....	.80
Snider's, tomato sauce, No. 3, 2 doz.....	1.80
" No. 2, 3 doz.....	1.40
" No. 1, 4 doz.....	.90
" No. 10, ½ doz.....	5.00
Sunnyside, plain or sauce, No. 3, 2 doz.....	.95
" No. 2, 3 doz.....	.70
" No. 1, 4 doz.....	.45
" No. 10, ½ doz.....	3.00
d Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77½
rn—	
Paris, fancy Maine.....	1.15
American Beauty, extra fancy, Shoe Peg.....	.85
Cream of Susquehanna.....	.95

—10—

Baker's, G. W., whole grain.....	.82½
Shoe Peg, Susquehanna.....	.80
" Osborn's.....	.65
Mark, crushed.....	.67½
Rex, No. 2, fancy, whole grain.....	.65
Vanity, No. 2, whole grain.....	.62½
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
" fine, 100 cans.....	11.75
" medium, 100 cans.....	10.25
Boyer's, Midgits.....	1.55
" Extra Sifted.....	1.25
" Sifted.....	1.10
" Early June.....	.95
Jumbo June.....	.90
Little Nell's, Baltimore.....	.62½
Hermit brand, No. 2.....	.52½
Beets—	
Silver Lake, fancy, No. 3.....	1.00
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.05
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	1.10
Farren's, No. 3.....	1.00
" No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Pumpkin—	
Silver Lake, No. 3.....	.85
Catawba brand, extra fancy, N. Y. State, No. 3.....	.95
Andrews & Co., No. 2.....	.42½
Silver Lake, No. 10, 1 doz.....	2.35
Asparagus—	
Superior, large, No. 2½.....	3.50
Staple, medium, No. 2½.....	3.00
Swan, medium, No. 2½.....	3.25
Del Monte Tips, No. 1½.....	2.85
Extra Tips, No. 1½.....	2.75
El Dorado Tips, No. 1½.....	2.70
El Rio, medium, No. 2½, 2 doz.....	2.75

California Canned Fruit.

	Per doz.
Apricots—	
Extra quality.....	2.40
Extra standard.....	
Standard.....	
Pears—	
Bartlett, extra quality, 2½s.....	2.25
" extra standard, 2½s.....	2.20
" standard, 2½s.....	2.00
Cherries—	
Extra quality, 2½s.....	2.50
Extra standard, 2½s.....	2.50
Standard, 2½s.....	2.25

—11—

Peaches—	
Goddess, No. 2½, ex. standard, lemon cling.....	2.20
Tioga, No. 2½, extra standard, lemon cling.....	2.15
Valley, No. 2½, standard, lemon cling.....	2.00
Histle, No. 2½, standard, lemon cling.....	1.95
Agate, No. 2½, standard, lemon cling.....	1.90
Lake View, No. 2½, yellow, free.....	1.80
Oak, sliced, lemon cling, No. 1, 4 doz.....	1.35
Columbus, No. 2½, pie, peeled, yellow, free.....	1.47½
" No. 2½, pie, peeled, lemon, cling.....	1.50
Plums.....	
Egg, extra standard.....	
Green Gage, extra standard.....	
Egg, standard.....	1.45
Gage, standard.....	1.45

Domestic Canned Fruit.

Apples.....	
Wayne Co., No. 10, 1 doz.....	2.50
Booth's, oval, No. 3.....	.70
Blackberries—	
Farren's, extra preserved, No. 2.....	1.30
Silver Lake, syrup, No. 2.....	1.30
Nigger Head, No. 2.....	1.07½
Spring Garden, No. 2.....	.90
Blueberries—	
Loggies, No. 2.....	1.40
" No. 10.....	6.00
Cherries—	
Silver Lake, pitted, No. 2.....	
Flour City, white, No. 2.....	
Peaches—	
Maryland Leader, yellow, No. 3.....	1.25
" white.....	1.20
P. & B., yellow, No. 3.....	1.40
Pears—	
Silver Lake, No. 3.....	
Fowling Creek, good, No. 3.....	1.25
Ayres Good, No. 3.....	1.05
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.30
Pride of Rochester, fancy, preserved, No. 2.....	1.90
Rhubarb—	
Silver Lake, No. 10, 1 doz.....	2.20
Strawberries—	
Anchor, No. 2.....	.90
Jumbo, No. 1, 4 doz.....	1.00
Silver Lake, No. 2.....	1.45
Defence, No. 2.....	1.80
Pineapple—	
Acorn, E. & C., No. 2.....	1.90
General, E. & C., sliced, No. 2.....	1.80
Indian River, E. & C., No. 2.....	1.65
Terrapin, E. & C., sliced, No. 2.....	1.60
Orange Grove, E. & C., No. 2.....	1.35
Singapore Chunks, No. 1½, 4 doz.....	1.05

—12—

Wallace, E. & C., sliced, No. 2.....	1.30
Singapore, cubes, No. 1½, 4 doz.....	1.00
Wagner's, No. 1, cocktail, 2 doz.....	.95
P. & B., grated, No. 3.....	.75
James, No. 3, pie, grated.....	.80
Singapore, cubes, No. 1, 4 doz.....	.67½
The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved—	
Chop Tan Hin, ¾ lb., cubes.....	.75½
" ¾ lb., sliced.....	.77½
" 1½ lb., cubes.....	1.02½
" 1½ lb., chunks.....	1.10½
" 1¾ lb., spiral sliced.....	1.15
" 1¾ lb., smooth sliced.....	1.22½

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kipped Herring and Oysters.

	Per doz.
Crabs—	
Deviled, No. 1, 4 doz.....	2.17½
" No. 2, 2 doz.....	3.25
Clams—	
Gold Label, No. 1, 4 doz.....	1.12½
Star, No. 1, 4 doz.....	.95
Lobster—	
B. & M., No. 1, flat, 4 doz.....	4.75
" No. ½, flat, 4 doz.....	2.45
" No. 1, tall, 2 doz.....	4.50
" No. ¾, flat, 4 doz.....	3.00
Star brand, No. ¼, flat, 4 doz.....	1.40
" No. 1, tall, 4 doz.....	3.85
" No. ½, flat, 4 doz.....	2.40
Shrimps—	
Peerless brand (Barataria), dry, No. 1, 2 doz.....	1.17½
Peerless brand (Barataria), new, pickled, No. 1, 2 doz.....	1.12½
Cotton Bale, pickled, No. 1, 2 doz.....	1.10
Mackerel—	
Pickert's, soused, No. 1, 4 doz.....	1.50
" No. 2, 2 doz.....	2.50
" No. 3, 2 doz.....	3.15
Underwood, soused, No. 1, 4 doz.....	
" No. 2, 2 doz.....	2.50
Oysters—	
Boyer's, No. 1, 2 doz.....	.92½
" No. 2, 2 doz.....	1.80
M. & B., No. 1, 2 doz.....	.92½
Stewart's, No. 2, 2 doz.....	1.65
" No. 1, 2 doz.....	.85
Victory, No. 1, 2 doz.....	.87½
Kipped Herring—	
Maconache's, 2 doz., plain.....	1.47½
Gold Label, No. 1, spiced, 4 doz.....	.82½



BROWN'S FAMOUS "FLY COIL"

**CATCHES MORE FLIES TO THE SQUARE INCH
THAN ANY OTHER FLY-CATCHER.**

IT ATTRACTS CUSTOMERS

By its NOVELTY! NEATNESS! and CLEANLINESS!

Hang Up a Couple of Coils

**and See How Much They Improve the Appearance
of Your Store and Increase the Comfort of Customers.**

When People See a Good Thing Like This—

THEY WANT IT!

AND YOU SELL LOTS OF THEM!

WHY NOT CATCH CUSTOMERS

AS WELL AS FLIES?

**Brown's "FLY COIL" is Easier to Use; Easier
to Sell than Any Fly Paper.**

TO BE OBTAINED FROM

**BUCKNAM & VANDERPOEL CO., Manufacturers' Representatives
198 WEST BROADWAY, NEW YORK**

Ritter's BEST Preserves XX Brand

**in Hermetically-sealed Glass
Packages, are made of Fresh
Fruit and Granulated Sugar.**

**CONTAIN NO PRESERVATIVES
AND NO ARTIFICIAL COLORING**

They Are Pure

**Guaranteed to Comply with State
and National Food Laws.**

**P. J. Ritter Conserve Company
Philadelphia, Pa.**

-13-

Salmon—	
Gibraltar, Sockeye, No. 1, tall.....	1.95
“ “ “ No. 1/2, flat.....	1.25
Hapgood's, No. 1, tall, 4 doz.....	
“ “ “ No. 1/2.....	
Porter's Best, extra fancy, Sockeye, No. 1, tall, 4 doz.....	1.70
Humes, Karluk, No. 1, tall, 4 doz.....	1.47 1/2
Horseshoe, No. 1.....	1.55
White Bear, red, No. 1, tall.....	1.42 1/2
White Raven, 1/2s.....	.95

SARDINES—Imported.

Chancellor, 1/2s, key.....	25.00
La Champagne, 1/4s, key.....	17.00
“ “ “ boneless.....	
Billet, small 1/4s.....	14.00
Tricolore, 1/4s.....	9.00
Gerard, 1/2s, key, boneless.....	34.00
Martels, 1/2s.....	9.50
“ “ “ 1/2s.....	13.25
Morel, 1/2s, boneless.....	16.00
Mustard—	
Irma, 1/4s, 100 cans.....	3.60
Raven, 1/4s, key, 100 cans.....	3.27 1/2
Underwood's, 1/4s, 50 cans.....	3.95
Harbor, 1/4s, 48 cans, wrapped.....	3.40
Gold Label, 1/4s, mayonnaise dressing, 100 cans.....	6.40
Gold Label, 1/4s, mayonnaise dressing, 50 cans.....	4.30
Oil—	
Gold Label, 1/4s, oil, 100 cans.....	6.40
Irma, 1/4s, 100 cans.....	3.65
Continental, 1/4s, key, 100 cans.....	3.62 1/2
Owl, 1/4s, key, 100 cans.....	3.52 1/2
Skipper Sardines—	
1/4s, olive oil, key, 100 tins.....	12.00
1/2s, “ “ “ 50 tins.....	12.00
1/4s, tomato sauce, key, 100 tins.....	13.00
1/2s, “ “ “ 50 tins.....	13.00

CANNED MEATS.

Corned Beef.

Armour's—	Per doz.
Veribest, No. 1, key, 2 doz.....	1.40
“ “ “ No. 2, key, 1 doz.....	2.35
Fairbank's—	
No. 1, key, 2 doz.....	1.35
No. 2, key, 1 doz.....	2.22 1/2
No. 6, key, 1 doz.....	7.00
No. 14, key, 1/2 doz.....	per case 8.15
Libby's—	
No. 1, key, 2 doz.....	1.40
No. 2, key, 1 doz.....	2.25

-14-

Chipped Beef.

No. 1/2, 2 doz.....	1.45
No. 1, 2 doz.....	2.10
No. 1/2, glass, 2 doz.....	1.55
No. 1, glass, 2 doz.....	2.50
Beechnut—	
No. 1/2, sliced, glass jars.....	1.70
No. 1, sliced, glass jars.....	2.77 1/2

Sliced Smoked Beef.

Acme—	
Large tins, 2 doz.....	2.60
Medium tins, 4 doz.....	1.60
“ “ “ 2 doz.....	1.65
Small tins, 4 doz.....	1.00
Large glass jars, 1 doz.....	2.85
Special jars, 1 doz.....	2.60
Junior jars, 2 doz.....	1.60
Armour's—	
Shield, in glass, size 1/2.....	1.55
“ “ “ 1.....	2.65

Sliced Bacon.

Armour's—	
Star, in glass, size 1/2.....	1.65
“ “ “ 1.....	2.65
“ “ “ in tin, “ 1/2.....	1.55
“ “ “ 1.....	2.65
Beechnut—	
No. 1/2, glass jars.....	1.42 1/2
No. 1, glass jars.....	2.50
Acme—	
Large glass, 1 doz.....	2.75
Junior glass, 2 doz.....	1.60

Roast Beef.

Fairbank's—	
No. 1, 2 doz.....	1.37 1/2
No. 2, 1 doz.....	2.37 1/2
Armour's—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.37 1/2
Libby's—	
No. 1, 2 doz.....	1.35
No. 2, 1 doz.....	2.35
Kingan's—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.42 1/2

Lunch Tongue.

Fairbank's, No. 1, 2 doz.....	2.15
Libby's, No. 1, 2 doz.....	2.80
Armour's, No. 1, 2 doz.....	2.65

-15-

Whole Ox Tongue.

Armour's—	
Size 1.....	5.40
“ 1 1/2.....	6.75
“ 2.....	7.85
“ 2 1/2.....	9.50
Fairbank's, No. 2, 1 doz.....	7.00
Libby's, No. 2 1/2, 1 doz.....	9.50

Potted or Deviled Meats.

Armour's—	
No. 1/4, 4 doz.....	.45
No. 1/2, 2 doz.....	.82 1/2
Libby's—	
No. 1/4, 4 doz.....	.44
No. 1/2, 4 doz.....	.80
R. & R.—	
No. 1/4, 4 doz.....	1.15
No. 1/2, 2 doz.....	1.95

Potted Chicken or Turkey.

Armour's—	
No. 1/4, 4 doz.....	1.80
No. 1/2, 2 doz.....	3.05
Libby's—	
No. 1/4, 4 doz.....	
No. 1/2, 2 doz.....	
R. & R., No. 1/4, 4 doz.....	1.75

Sausage.

Armour's—	
Vienna style, size 1/2.....	.90
“ “ “ 1.....	1.50
Luncheon, with Tomato Sauce, size 1/2.....	.90

Boned Meats.

Curtice Brothers, “Blue Label”—	
Chicken, No. 1/2.....	2.85
“ “ “ No. 1.....	5.00
Turkey, No. 1/2.....	2.85
“ “ “ No. 1.....	5.00
Whole Rolled Ox Tongue, No. 2.....	11.00
“ “ “ Ham, No. 1 1/2.....	7.50
“ “ “ No. 2 1/2.....	10.00

Deviled Meats.

Curtice Brothers, “Blue Label”—	
	No. 5 oz. No. 10 oz.
Ham.....	1.25 2.15
Tongue.....	1.25 2.15
Chicken.....	1.85 2.50
Turkey.....	1.85 2.90

-16-

Potted Meats.

Curtice Brothers, “Blue Label”—	
	No. 1/4 Tin. No. 1/2 Tin.
Ham.....	1.20 2.00
Tongue.....	1.20 2.00
Chicken.....	1.80 2.75
Turkey.....	1.80 2.75

Soups.

Snider's Tomato—	
3-lb. cans, 2 doz.....	2.35
2-lb. cans, 2 doz.....	1.35
1-lb. cans, 4 doz.....	.90
Gallon cans, 1/2 doz.....	5.00
Schimmel's, assorted, 1 lb., 4 doz.....	.85
Campbell's—	
Assorted, No. 1, 4 doz.....	.85
Special assortment, 4 doz.....	.87 1/2
Curtice Brothers, “Blue Label”—	
	Quarts. Pints. 1/2 Pints
Consomme.....	3.15 1.75 1.25
Bouillon.....	3.15 1.75 1.25
Beef.....	3.15 1.75 1.25
Julienne.....	3.15 1.75 1.25
Printanier.....	3.15 1.75 1.25
Vegetable.....	3.15 1.75 1.25
Tomato.....	3.15 1.75 1.25
Ox Tail.....	3.15 1.75 1.25
Mock Turtle.....	3.15 1.75 1.25
Tapioca Crecy.....	3.15 1.75 1.25
Pea.....	3.15 1.75 1.25
Mutton Broth.....	3.15 1.75 1.25
Clam Chowder.....	3.15 1.75 1.25
Clam Broth.....	3.15 1.75 1.25
Chicken Gumbo.....	3.15 1.75 1.25
Mulligatawny.....	3.15 1.75 1.25
Chicken.....	3.15 1.75 1.25
Chicken Broth.....	3.15 1.75 1.25
Green Turtle.....	6.50 3.50 2.00
Terrapin.....	7.25 3.75 2.25

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—	
Extra Mixtures.....	30-lb. pails
Cream Jelly Mixtures.....	Per lb.
Elcroften Mixtures.....	.08
Nobby Mixtures.....	.09
Cadella Mixtures.....	.12
Fine French Mixtures.....	.13
French Creams.....	.09
American Mixtures.....	.08
Variety Cut Drops.....	.08
Darling Mints.....	.08
Golden Drip Bar.....	15-lb. boxes .10

It Costs You to Push Things

WE admit that you can make a higher profit on some of your own brands of coffee than you can on Ariosa.

But you can make a lot more on Ariosa than on any brand of your own which sells at the same price.

Two reasons for that: Ariosa has been advertised so widely it's a household word. You don't have to waste time and breath pushing it. You make a fair profit for doing little or no work.

Even if you made twice as much on another brand, it would net you no more, for you'd have to push it more, and every minute you spend in pushing costs you something.

Arbuckle Brothers
New York

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as Croft's Swiss Milk Cocoa.

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound
Packed in 1/2-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. Philadelphia PENNSYLVANIA

—17—

Sour Balls.....	30-lb. pails	.08 1/2
Pancella Cream Chocolate.....	"	.10 1/2
I X L Assorted Chocolate.....	"	.11 1/2
King B Assorted Chocolate.....	"	.12 3/4
No. 1 Fine Assorted Chocolate...	"	.16 1/2
Nonpareil Drops.....	"	.11 1/2
Chocolate-covered Caramels.....	"	.12
Dairy Chocolate Chips.....	25-lb. pails	.16 1/2
Chocolate Mints.....	30-lb. pails	.11 1/2
Honey B Comb.....	21-lb. pails	.17 1/2
Cream Coconut Balls.....	28-lb. pails	.10 1/2
Cream Peppermint.....	30-lb. pails	.09 1/2
Cream Wintergreen.....	"	.09 1/2
Wellington Caramels.....	25-lb. pails	.08
Frozen Milk Caramels.....	30-lb. pails	.10
Soft Jelly Gum Drops.....	"	.07 1/2
Superfine Gum Drops.....	"	.10
Jelly Beans.....	"	.08
Wintergreen Lozenges.....	"	.09 1/2
Mint Lozenges.....	"	.09 1/2
Assorted Lozenges.....	"	.09 1/2
Conversation Lozenges.....	28-lb. pails	.09 1/2
C. & A. Crown Stick.....	30-lb. pails	.08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases		.12 1/2
Rock Candy, assorted.....	10-lb. boxes	.09 1/2
Penny goods.....	10 boxes in case	4.50

CATSUP.

	Per doz.
Beefsteak Catsup, medium	2.00
P. P. Co., spiced, No. 32, 5 doz.	1.15
Waldorf, medium, 12 oz., screw top, 2 doz. ....	.92½
Campbell's—	
No. 8, 2 doz. ....	.87½
No. 8, Tobasco. ....	.87½
Snider's—	
Pints, 2 doz.	2.10
½-pints, 2 doz.	1.30
Quarts, 1 doz.	3.25
Gallons, 6 jugs in crate. per jug	.85

KETCHUP.

Surtice's "Blue Label" Tomato Ketchup— Per Case	
Small, 25 bottles in case.....	3 00
Medium, 25 bottles in case.....	4.75
Large, 12 bottles in case.....	3.75

CHOCOLATE AND COCOA.

Walter Baker & Co's—	Per lb.
Premium, $\frac{1}{4}$ s, 12 to 25 lbs.....	.30
Premium, $\frac{1}{4}$ s, 12 lbs.....	.30
Caracas, sweet, 6 lbs.....	.30
German, sweet, 12 lbs.....	.23
Auto, sweet, 6 lbs.....	.32
Cocoa, $\frac{1}{4}$ -lb. cans, 12 lbs. in box.....	.34
Cocoa, $\frac{1}{2}$ -lb. tins, 6 lbs.....	.34
W. H. Baker's—	
Best Cocoa, $\frac{1}{2}$ -lb. size.....	per lb. .31
“ “ $\frac{1}{4}$ -lb. “.....	“ .32

—18—

Premium Chocolate, $\frac{1}{2}$ s, 12 lbs.....	.28 $\frac{1}{2}$
“ “ $\frac{1}{4}$ s, 12 lbs.....	.29 $\frac{1}{2}$
Best Sweet Chocolate, 1-5s, 6 lbs.....	.19 $\frac{1}{2}$
“ “ 1-5s, 12 lbs.....	.19 $\frac{1}{2}$
Hershey's—	
Milk, 48 5 cent.....	per box 1.45
Epp's—	
Cocoa, $\frac{1}{2}$ -lb. tins, 7 lbs.....	.42
Van Houten's—	
Cocoa, 6-lb. boxes, 1-lb. tins.....	per tin .72
“ 6-lb. boxes, $\frac{1}{2}$ -lb. tins.....	“ .37 $\frac{1}{2}$
“ 6-lb. boxes, $\frac{1}{4}$ -lb. tins.....	“ .19
Huyler's—	
Cocoa, $\frac{1}{2}$ s, 6-lb.....	.42
“ $\frac{1}{4}$ s, 6-lb.....	.44
Hooton Cocoa and Chocolate Co.—	



Cocoa, labeled, $\frac{1}{8}$ s.....		. . . . .	.38
Cocoa, labeled, $\frac{1}{4}$ s.....		. . . . .	.40
Premium Chocolate, $\frac{1}{8}$ s.....		. . . . .	.33
Premium Chocolate, $\frac{1}{4}$ s.....		. . . . .	.35
Bensdorp's Royal Dutch Cocoa, 17-lb. cases—			
	Per can.	Per doz.	
$\frac{1}{4}$ -lb. round cans.....	.19	2.27	
$\frac{1}{2}$ -lb. “ .....	.30	3.60	
1-lb. “ .....	.59	7.08	
$1\frac{1}{2}$ -oz. “ .....	.07		
	50 cans in case		
		Per lb.	
5-lb. “	2.75	.55	
Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—			
Milk, 6 to lb.....		.45	
Queen, 4 to lb.....		.42	
Sweet Vanilla, 4 to lb.....		.28	
“ 8 to lb.....		.28	
Bloocker's Cocoa Powder—			
$\frac{1}{4}$ -lb. tins, 2 doz. in box.....	per doz.	1.88	
$\frac{1}{2}$ -lb. tins, 2 doz. in box.....	“	3.50	
1-lb. tins, 1 doz. in box.....	“	6.50	
5-lb. tins, 1 doz. in case.....	per lb.	.52	
10-lb. bags, 1 doz. in case.....	“	.50	
Wilbur's Cocoa—			
Breakfast, $\frac{1}{4}$ -lb. tins 6 lb. boxes... ..	per lb.	.33	
“ $\frac{1}{2}$ -lb. tins, 6-lb. boxes.....	“	.32	
Wilbur's Chocolate—			
Sweet Clover, $\frac{1}{8}$ s, 6-lb.....	per box	1.60	

—19—

Lowney's—	
Premium Chocolate, 6-lb boxes, 12 boxes in case, ½-lb. packages.....	.32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ½-lb. packages.....	.32
Premium Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages.....	.32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages.....	.32
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. packages.....	.27
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. packages.....	.27
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, ¼-lb. packages.....	.27
Vanilla Sweet Chocolate, 50 5-cent packages in box.....per box	1.65
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins .....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins .....	.36
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins .....	.36
Cocoa, 6 lb. boxes, 12 boxes in case, ½-lb. tins .....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins .....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins .....	.36
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins.....	.36
Diamond Chocolate, sweet, ¼-lb. pkgs. 6-lb. boxes, 12 boxes in case.... per lb.	.24
" " " " " " " " " " " "	.24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case... per lb.	.32
6-lb. boxes, 12 boxes case, ¼-lb. tins " " " "	.32
¾-lb. tins, 6 lb. boxes, 12 boxes case " " " "	.32
Milk Chocolate, 50 5-cent packages in box... per box	1.65
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes.....	.40
Croft's Cocoa, ⅔s, 2 dozen in box.....	1.80
" " ⅓s, 6 lbs. " .....	.33
" " ⅕s, 6 lbs. " .....	.32
" " 5-lb, 6 cans " .....	.30
" Swiss Milk Chocolate, 48 5-c.cakes..	1.50
" Premium, ⅓s, 12-lb. cakes.....	.31
" " ⅕s, 6 " " " " " " " " " " " "	.30
Knickerbocker Chocolate Co.—	
Hasty Lunch Chocolate—	
½ lb. decorated cans, 12-lb. boxes..per lb.	.30
½-lb. " " " 24-lb. boxes.. " "	.29
Special 10-c. packages, 30 to box...per box	2.10
Blue Ribbon Breakfast Cocoa—	
Decorated ½-lb. tins, 6-lb. boxes .....	.36
" " ½-lb. " 12 lb. " " " " " "	.36
Bedford Cocoa—	
Labeled ½-lb. cans, 6-lb. boxes.....	.29
" ½-lb. " 12-lb. " " " " " "	.29
" ⅓-lb. " 6-lb. " " " " " "	.31
" ¼-lb. " 12 lb. " " " " " "	.31

—20—

Vanilla Sweet Chocolate—		
Blue Ribbon, $\frac{1}{8}$ s, 6-lb. boxes.....		.26 $\frac{1}{2}$
“ “ $\frac{1}{8}$ s, 12-lb. “ .....		.26
Buster Brown, 5-c., 48 cakes.....	per box	1.35
“ “ 3-c., 72 “	“	1.40
Premium Chocolate—		
$\frac{1}{2}$ -lb. cakes, 12-lb. boxes .....		.27 $\frac{1}{2}$
$\frac{1}{2}$ -lb. “ 24-lb. “ .....		.27
Milk Chocolate—		
40 3-cent cakes in box, 24 to half case.....		.80
40 “ “ 48 to case .....		.80
24 5-cent cakes in box, 24 to half case.....		.78
24 “ “ 48 to case .....		.78

CONDENSED MILK.
BORDEN'S
CONDENSED MILK CO.
All BORDEN'S Brands guaranteed.



Eagle, 4 doz.....	6.25
Eagle, 2 doz.....	3.15
Challenge, 4 doz.....	3.75
Defiance, 4 doz.....	3.75
Magnolia, 4 doz.....	4.15
Rose, 4 doz.....	4.00
Dime, 4 doz.....	3.50
Winner, 4 doz.....	4.00
Baby, 1 doz., glass.....	1.90
Red Cross.....	4.15
Peninsular.....	4.15
Leader.....	3.90
Banner, 4 doz.....	4.10
Star, 4 doz.....	4.15

EVAPORATED MILK.

Peerless, hotel size, 2 doz.....	3 70
Peerless, family size, 4 doz.....	3 15
Peerless, 5 cent size, 4 doz.....	1 80
St. Charles, family size, 4 doz.....	3 75
St. Charles, hotel size, 2 doz.....	
Silver Cow, 5-cent size.....	6 doz.
Pet, 10 cent size, 4 doz.....	per case 3 00
Pet, 5-cent size, 6 doz.....	per case 2 55
Van Camp's, 6 doz., small.....	2 65
Van Camp's, 4 doz., family.....	3 00
Van Camp's, 4 doz., large.....	2 65



"GET SOME"

Why They Sell

When your customer sees a can of **Van Camp's Pork and Beans** with tomato sauce she remembers our advertising told her of careful selection, thorough cooking, delicious flavor and high food value. These are the beans she has read about and she tries a can.

That's how advertising **starts** business for you.

Next time she remembers the actual taste of the beans with the delicious tomato sauce and wants more.

That's how quality *holds* business for you.

Remember to "Get Some."

Van Camp Packing Company
Indianapolis, Indiana

We've Taken You into Partnership on These Goods



Of the many thousands of storekeepers who have made **Private Estate** their leading coffee for years we have yet to lose one. Everything that makes it worth while for a dealer to stick to **Private Estate** is packed with it, and **none** of the many reasons which would be sufficient to cause him to change **are**.

We divide our profits with dealers by putting our advertising appropriation into Universal Coupons to enable them to get anything they need in their stores or homes without paying for it.

F. A. CAUCHOIS & CO.

THE FULTON MILLS 33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street

—21—

HIRES CONDENSED MILK

Per case.



Silver...	4.15
Queen ..	4.00
Premium.	3.85
Blue Ribbon ..	3.85
Gold, tall.....	3.75
Gold, family...	3.15

COCOANUT.

COCOANUT.		Per lb.
Scepp's Shredded, 1/4-lb. pkgs., 15 lbs. to case		.23 1/2
" " 1/2 lbs.....		.22 1/2
Dunham's, 5-cent package.....		.29
" " 1/2 lbs.....		.26
" " 1/4 lbs.....		.28
" " 1/2 and 1/4 lbs.....		.26 1/2
Franklin Baker Co's—		
Brazil, 70 1/4-lb. packages.....		2.50
" 35 1/2-lb. ".....		2.50
" 38 1/4-lb. and 16 1/2-lb. packages.....		2.50
Brazil, 18 1-lb. packages.....		2.50
" Shred, in pails, 20 lbs.....		.11
" " in boxes, 25 lbs.....		.10 1/2
" " in barrels, 140 lbs.....		.10
Table Talk, Thread, in pails.....		.11
" " in boxes.....		.10 1/2
" " in barrels, 140 lbs.....		.10
Bakers', Macaroon, barrels, 140 lbs.....		.10 1/2
" Slice, " 120 lbs.....		.10 1/2
" Strip, " 120 lbs.....		.10 1/2

CRACKERS AND CAKES.

A. Exton & Co.:—	Bbls.	Bxs.
Butter Crackers.....	.08	.08 ³ / ₄
Oyster ".....	.08	.08 ³ / ₄
Wine Scroll.....	.10	.10 ¹ / ₂
Cracker Dust.....	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		

—22—

	Bbls.	Bxs.
J. S. Ivins' Son:—		
Assorted Jumbles.....	.07½	.08
Brown Edge Water.....		.10
Butter 1 bin.....		.12
Clover Mixed.....		.08
Cocoanut Ripple.....		.10
Cookie Mixed.....	.08¾	.09
Crystal Bar.....		.09
Flg Bars.....		.10
Frosted Spiced Wafer.....		.09
Fruit Cookies.....	.08¾	.09
Fruit Gem.....		.08
Graham Wafer.....		.10
Grandma Cookies.....	.08¾	.09
Honey Jumbles, XX.....	.09¾	.10
Iced Charter Oak.....		.09½
Iced Ginger Tablet.....		.08
Iced Honey Jumbles.....	.09¾	.10
Iced Penn Treaty.....	.07	.09½
Iced Vedette Wafer.....	.07½	.08
Lemon Bar.....	.08¾	.09
Man-in-the-Moon.....		.08
Milk Lunch.....	.07	.07½
Orange Cookies.....	.07½	.08
Quaker City Mixed.....	.07¾	.08
Salted Strips.....	.08½	.09
Saltines.....		.12
Soda B'scuit XX.....	.06	.06½
Soda Biscuit XXX.....	.06½	.07
Spiced Wafers.....	.07½	.08
Sunshine Cookies.....	.07¼	.08
Water Crackers Star.....	.06½	.07
Package Goods—		Per doz.
Animals.....		.50
Butter Thin.....		1.00
Gingerettes.....		1.00
Gold Medal Soda (small)		.50
(large) .....		.90
Graham Wafers.....		1.00
Ivinettes.....		.50
Milk Lunch.....		1.00
Our Ginger Snaps.....		.50
Pink Tea.....		1.00
Sugar Snaps.....		.50
Saltina Biscuit.....		1.00
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts,		

DELIKATESSEN

WEIN SENF, PREPARED MUSTARD.

Stone Pots, small size, 2 doz. in case, per doz.	1.15
“ “ with Horse-radish. p. dz.	1.15
Stone Pots, large size, 1 doz. in case...per doz.	1.75
“ “ with Horse-radish. p. dz.	1.75

—23—

Weln Sent, in bbls.....	per gal.	
" 1 gallon stone jars	per jar	.75
" 5 gallon kegs.....	per keg	2.50
Prepared Mustard, in bbls.....	per gal.	
" " in 15 gallon kegs.....	per gal.	
" " in 10 " " " " " "		
" " in 5 " " " " " "		.25-.40
" " in 2 gallon pails.....	per pall	.75
" " in 1 " " " " " "		.40
Prepared Special, with spoon, 2 doz. in case,		
per doz.....		95
" Sifting top, 2 doz. in case.....	per doz.	.46
" with Horse-radish, 2 doz. in case,		
per doz.....		.95

IMPORTED AND AMERICAN FANCY
CHEESE.

Emmenthaler Swiss Cheese, Selected tub.....	.23
" " loaf.....	.24
Sap Sago, 3 to a lb.....cask, per lb..	.18, less
Roquefort Cheese, 12 in case,per lb.	.32½ "
Parmesan, loaves about 30 lbs.....loaf,	.27, cut
Edam Cheese, 12 in case....case, 10.50, single,	.80
" " in tin.....per lb.	.26
" " 1-lb. tins.....per case	3.75
Camembert, in wood boxes.....per doz.	2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles, per doz.....	1.45
Parmesan, grated, ready for use, large bottles, per doz.....	
Parmesan, grated, ready for use, small bottles, per doz.....	1.75
Olmutter Hand Cheese, 100 in box	2.25
Edelweiss,Romatour and Bier-Kase....per doz.	4.00
American Swiss, No. 1.....loaf	.16 cut
" " Square loaves, No. 1, about 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, 14; ¾ box, 74; less .....	.16
Muenster Cheese.....per lb.	.17
Brick Cheese, No. 1....." "	.16
English Dairy Cheese....."	17½ "
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box....."	2.25
Royal Luncheon Cheese— Dinner size, 1 doz. in case.....per doz.	2.25
Lunch size, 2 dos. in case....."	4.50
Picnic size, 2 dos. in case....."	2.40
Trial size....."	1.35
" " " " " " " " " " " "	1.00
MacLaren Imperial Cheese, Club size,per doz.	1.00
" " " " No. 1 size " "	2.40
" " Roquefort " large size " "	2.95
" " " " small size " "	1.45
Fromage de Brie, M. C. C., 1 in box....per box	1.55
" d'Isigny, " 6 in box...."	1.55
Wm. Tell brand, 12 in box....."	1.40
Neufchatel (Cow brand), 25 in box....per box	.95
Star Cream, or Phila., 12 ""	1.90
Miniature Cream, or Phila. 12 ""	.95
Hand Cheese, 8 dos....."	1.35
" " " " " " " " " " " "	.70
" " " " " " " " " " " "	.85
" " " " Thuringer....."	.75

—24—

Farmer Hand Cheese, 4 doz. in box...per box	1.45
Schutzen Cheese, 12 in box	1 25
American Mountain Cheese (Alpen Kase), 50 1-lb. packages	per lb. .18

IMPORTED AND AMERICAN MEATS AND SAUSAGES.

Westphalia Ham (marked weight).....	per lb.	.48
Wiener Würstel, 16 in tin.....	per doz.	4.75
“ “ 8 “.....		2.75
Carlsbad Speck (Imported Bacon).....	“	.32
Imported Cervelat Sausage (Rolf's).....	per lb.	.48
Imported Frankfurters.....	per doz.	3.75
Goose Breast, imported, marked weight, per lb.		.65
Pate de fois Gras, small size.....	per doz.	3.00
American Holsteiner..by bbl. 12 less, per lb.		.14
“ Landjager, short.....	per lb.	.24
“ “ long.....		
“ Mortadella, Dry.....	per lb.	.25
“ Knackwurst, 25 in box, per box,		
\$4.75.....	per doz.	2.40
“ Cervelat (K), 50 and 100-lb. boxes,		
.21¾; less.....		.23
“ Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less.....		.21
“ Cervelat, Crescent, 50 and 100-lb. boxes, .17; less.....		.18
“ Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less.....		.16
“ Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23¾; less.....		.25
“ Salami (E), 50 and 100-lb. boxes, .20; less.....		.22
“ Salami, Blue Ribbon, 50 and 100-lb. boxes, .18¾; less.....		.20
“ Salami, G. A. F., 50 and 100-lb. boxes, .16¾; less.....		.18
“ Tongue Sausage.....	per lb.	.18
“ Smoked Braunschweiger Liver Sausage.....	per lb.	.15
“ Lachs Ham.....	“	.28
“ Petit Delicatess Frankfurters, plain, per doz.....		1.00
“ Petit Delicatess Frankfurters, with Sauer Kraut.....	per doz.	1.00
“ Lebanon Beef Bologna.....	per lb.	.15
“ Paprika Speck.....		.18
Mettwurst, half-round.....	“	.16
Liver Sausage (Special), truffle, goose or sardellen.....	per lb.	.24
Smoked Thüringer Blutwurst.....		.18
“ Pfefferwurst.....	“	.18

PICKLED MEATS.

Lamb Tongues (Derby Brand), pint glass jars.	
“ (Derby Brand), quart glass jars	4-75
“ (Derby Brand), re-os. jars,	5-75
per dos.....	
per dos.....	2 50
Calves' Head, in round tin	1.65
Pickled Meats, in glass.....	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	

These Goods Are Already Sold

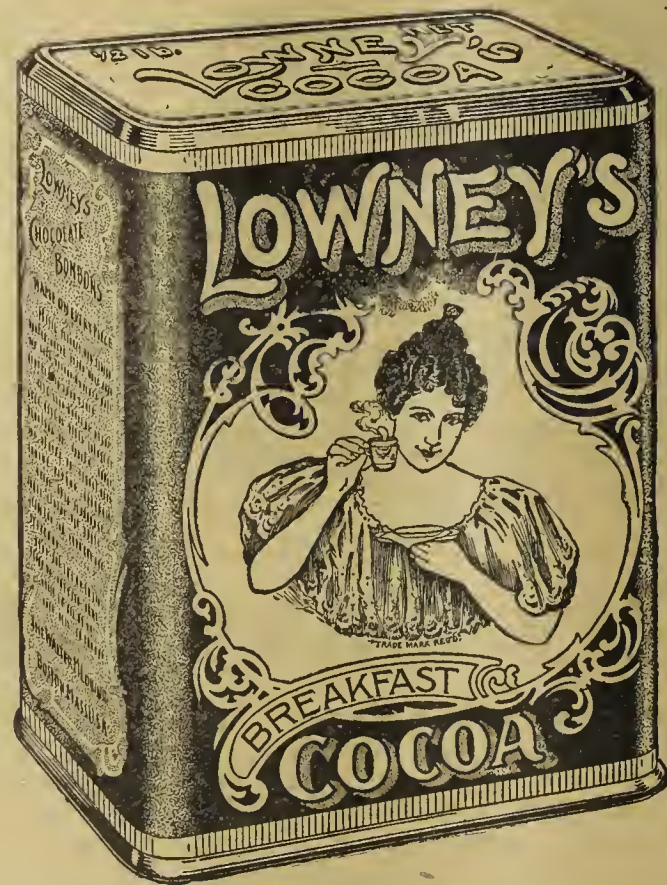
Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg=0=See Cereal Company

QUINCY

CHICAGO

BUFFALO



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become **A STAPLE ARTICLE** with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment, and **PAYS A FAIR PROFIT.**

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The Walter M. Lowney Company

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

—29—

FLOUR.

	Per Bbl
King Midas.....	6.70
Gold Medal.....	6.60
Millbourne.....	6.35
On Top.....	6.10
Ceresota.....	6.40
Pillsbury's Best.....	6.40
Taylor's Fancy.....	5.10
Semper Idem.....	4.70
Pride of the West.....	4.75
Sunbeam.....	4.65
Quaker City.....	5.75

SELF-RAISING FLOUR.

Franklin, 30 packages.....	3.50
Hecker's Superlative, 32 packages.....	4.32

PANCAKE FLOUR.

Aunt Jemima, 36 packages.....	
Ralston's Purina, 36 packages.....	3.00
Hecker's Flapjack, 24 packages.....	2.10
Uncle Jerry, 40 packages.....	

BUCKWHEAT FLOUR.

Hecker's, 64 packages.....	4.60
Hecker's, 32 packages.....	4.10
Fancy, 125-lb. sacks.....per 100 lbs.	

FARINACEOUS GOODS.

Corn Meal—	Per Bag.
Lea's, white, Table, 100 lbs.....	2.30
" " yellow, granulated, 100 lbs.....	1.32
" " table, 100 lbs.....	2.20
Western yellow, granulated, 100 lbs.....	2.00
Quaker, 36 packages.....	2.85
Farina, Hecker's, 54 1's, per case.....	1.40
" Schumacker's, 54 packages, per case.....	1.25
Beans—	
California Lima.....per lb.	.03 3/4
Marrows, Fancy N. Y. State, grain bags bush.....	2.47 1/2
Ex. Choice, grain bags.....bushel	2.45
Medium, Fancy, grain bags.....bu.	2.55
Pea, fancy, grain bags.....bushel	2.60
Pea, fancy, Michigan, grain bags.....bushel	2.50
Red Kidneys.....	2.00
Peas—	
Green.....per bushel	2.40
Scotch.....	2.60
Split, yellow.....	2.20
" green.....	

—30—

Lentils—	
000000, 110-lb. bags.....per lb.	
Less quantity.....	
Shaker Corn—	
Fancy, barrels.....per lb.	.05 1/2
Less quantity.....	.06
Hominy—	
Lea's Breakfast, 10 pkgs.....case	1.50
Lea's Pearl, 100 lbs.....per bag	2.25
Schumacker's Breakfast, 10 pkgs. to case.....	1.50
Western Pearl, 100 lb. bags.....	2.00
Western Grits, 100 lb. bags.....	1.75
Barley—	
OO.....	.05 1/2
No 3, 100-lb. bags.....	2.65
Noodles, Climax, 24 10c. pkgs., asst., case.....	1.15
" " 48 5c. pkgs., case.....	1.25
" " asstd., 24 5c., 12 10c. case.....	1.20
" " Smith's, 30 10c. packages.....	1.90
" " assorted, 5 and 10 c.....	1.90
Golden Egg, 5 and 10 cent.....	1.55
Golden Egg, 5 cent.....	1.55
Golden Egg, 10 cent.....	1.55
Oatmeal, 5, per bbl.....	6.55
" " kegs 100 lbs., per keg.....	3.50
Oaten Goods, in cases—	Per case
Avena, 18 packages.....	1.42 1/2
Banner Cats, 20 packages.....	4.35
H. O. Oats, 12 packages.....	1.10
Mother's 18 packages.....	1.62 1/2
Mother's, 36 packages.....	3.25
Quaker, 18 small size.....	1.45
Quaker, 20 large size.....	4.35
Rolls Oats—	
Avena, per bbl., 180 lbs.....	6.15
Avena, per keg, 90 lbs.....	3.20
Standard, 180-lb. bbls.....	
" " 90-lb. bags.....	2.90
Sago—	
Fine, bags about 160 lbs.....	.03 3/4
50-lb. lots.....	.04 3/4
Admiral, Pearl, 24's.....	.07 1/4
Tapioca, Instantaneous, 50 1's.....	.08 3/4
" " Colburn's Hasty, 36 pkgs.....	.07 1/4
" " Minute, 1/4-gross, per box.....	2.85
" " Flake, about 125 lbs.....per lb.	.04 1/4
" " less quantity.....	.04 3/4
" " Pearl, 150 lbs.....	.03 3/4
" " less quantity.....	.04

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs.....case	3.05
Purina Cream Graham.....per bbl.	
Ralston Barley Food, 24 2's.....per case,	3.85
Ralston Health Food, 24 2's, packages.....	3.00

—31—

Purina Whole Wheat Flour, 20 5's.....per case	4.20
Egg-O-See, 36 packages.....	2.70
Egg-O-See Corn Flakes, 36 packages.....	2.70
Cook's Malto Rice, 36 2-lb. packages.....	4.20
Force Food, 36 packages.....	3.20
Maui Flake, 36.....	4.05
Malta Vita Corn Flakes, 36 packages.....	2.85
Malta Vita Wheat Flakes.....	
Post's Toasties, 24 packages.....	2.70
Shredded Whole Wheat, 50 packages.....	5.00
" " 25.....	2.60
Cream Wheat, 36 packages.....	4.50
Flaked Rice, Cook's, 24 packages.....	2.70
Wheatlet, 30 packages.....	3.35
Wheatena, 36 Packs.....	4.20
Grape Nuts, 24 packages.....	2.70
Korn Kinks, 36 packages.....	1.40
Pettijohn's Food, 18 packages.....	1.75
Presto, 18 packages.....	1.50
Quaker Puffed Rice, 36 packages.....	2.05
Quaker Wheat Berries, 36 packages.....	1.70
Triscuit, 30 packages.....	2.50
Kellogg's Toasted Corn Flakes, 36 packages.....	2.80
Zest, 24 packages, 15 cent size.....	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling.....per doz	1.10
" " Acidulated.....	1.10
Cox's, large.....	1.57 1/2
" " small.....	.95
Plymouth Rock, Plak or White.....	1.20
Nelson's.....per doz.	1.35
" " small.....	.95
Bromangelon, assorted 3 doz.....	.87 1/2
Fruit Pudding, 2 doz., asst. flavors.....	.80
Jell-O, assorted flavors, 2 doz.....	.87 1/2
Jell-O Ice Cream Powder, 2 doz.....	.97 1/2
Jellycon, 1 doz. in case.....per doz.	.87 1/2
Jellycon, assorted flavors, 3 1/2 doz.....per doz.	.87 1/2
Chalmer's, shredded.....	1.00
Chalmer's, granulated.....	1.00
Chalmer's, No. 1 packages.....	.45
Peter Cooper.....	.80
Tryphosa.....per doz.	.95
Imperial Wine Jelly.....per doz.	.95
" " per gross.....	11.00
Gelatine, McKinley's.....per doz.	.85
Wetmore's Double Refined, 36 10c. pkgs.....per case	5.70
Pudding, assorted, 2 doz.....per case	1.60
D-Zerta Jelly, assorted, 2 doz.....per doz.	.90

—32—

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.....	.05 3/4
" " Elbows.....	.05 3/4
" " Macaroni, long, ".....	.05 3/4
" " " square ".....	.06 1/2
Larosa Spaghetti, long, 25 lbs.....	.05 3/4
" " Vermicelli, square, ".....	.05 3/4
" " Macaroni, bulk, ".....	.05 3/4
Anger Baking Co.—	
" " Golden Seal " Egg Nudeln, fine, medium and broad, 48 5-cent packages.....	1.80
" " 24 10-cent packages.....	1.80
" " Plain " Noodles, 24 1-lb. cartons.....	1.80
" " " 48 1/2-lb. ".....	1.90
Egg Alphabets, 48 5-cent packages.....	1.80
Egg Barley (Eier Gerste), 48 5-cent pkgs.....	1.80
24 5-cent A B C and 24 5-cent Egg Barley.....	1.80
Macaroni and Spaghetti, "La Fleur de Lis" brand (French style), 25 1/1 cartons.....	2.25
" " "Golden Seal" brand, 25 1/1 packages (long).....	1.88
" " " " 48 1/2 " 5-c. size.....	1.80
" " "Golden Seal" Macaroni and Spaghetti, lithographed cartons, 25 1/1 cartons.....	1.00
" " "Golden Seal" Egg Macaroni, 25 10-cent cartons.....	1.88
" " "Imperial" brand, 25 1/1 packages (long).....	1.88
Vermicelli, A B C (alphabets) Elbows, 1-lb. cartons, 24 packages.....	1.90
Spice Drops, in baskets, 20 lbs.....	1.64
" " in boxes, 12 lbs.....	1.00
Small Lebkuchen (Honey Cakes), 10 5-cent packages in bundle.....per bundle	.30
Bulk, 12-lb. wooden boxes.....	.08

FIXTURES.

H. F. Heacock.	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale.....	12.00
Tea Caddies, Red, No. 52.....	14.00
Tea Caddies, Red, No. 53.....	10.00
Tea Caddies, Red, No. 54.....	8.00
Tea Caddies, Red, No. 55.....	5.00

BORDEN'S Peerless Brand Evaporated Milk

AN UNSWEETENED CONDENSED MILK

Made by the Originators of Condensed Milk, who for 50 Years have devoted all their Energies to the Production of the *Highest Quality Sanitary Milk*, in which Gail Borden was *The Pioneer*.

A Point of Interest to Jobber, Retailer and Consumer

BORDEN'S CONDENSED MILK CO.

EST. 1857

"LEADERS OF QUALITY"

NEW YORK



"One Ounce of Prevention Is Worth a Pound of Cure"

If you will tell your customers to use the product pictured here, on their floors it will make them look like new and it will preserve them. A floor treated with Moore's Wax will last twice as long as one that isn't. Your customers are getting this wax from paint stores. You might as well have this money. Besides the big profit, every case contains Universal Coupons for you and your customers.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

DRESSED BONELESS FISH.	
Favorite, Cod, 40 lbs.....	.08
Gilt Edge, 40 lbs.....	.06
Favorite Middies, 60 lbs.....	.13
DRESSED FISH BRICKS.	
Gilt Edge, 2-lb. bricks, 40 lbs.....	.07
Snow White, 1-lb bricks, 20 lbs.....	.08
Favorite Cod, 2-lb. bricks, 40 lbs.....	.08 1/2

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

— 44 —

Premium brand Hams, 12 lb.....	14 ³ / ₄
Premium brand Hams, 14 lb.....	14 ³ / ₄
Premium brand Hams, 16 lb.....	14 ³ / ₄
Premium brand Hams, 18 lb.....	14 ³ / ₄
Premium brand skinned Hams, 18-20 lb.....	15 ³ / ₄
Premium brand boiled Hams, skinned, fatless.....	26
Premium brand Bacon.....	22
Premium brand Dried Beef, insides.....	26
Premium brand Beef Tongues, short cut.....	20
Winchester brand skinned Hams, all over.....	14 ¹ / ₂
Winchester brand Pickins.....	10 ¹ / ₂

Star Hams, regular, 10 to 12 lbs.....	14½
“ “ 12 to 14 lbs.....	14½
“ “ 14 to 16 lbs.....	14
“ skinbacks.....	15½
Shield Hams, 10 lb. average.....	13½
“ 12 “.....	13½
“ 14 “.....	13
“ 16 “.....	12¾
“ 18 “.....	12¾
“ skinbacks.....	14
Picnic Hams, 5 to 6 lbs.....	.09
“ 6 to 8 lbs.....	.08¾
Star Smoked Ox Tongues.....	.16
Beef Bologna.....	.08
Shield Parafined Bologna.....	.08
Berliner Ham.....	.09½
New Orleans Luncheon Meat.....	.10
Star Cooked Ox Tongue.....	.27

LARD AND COMPOUNDS.

Quotations, per lb.	Pure Lard.	Compound Lard.
Fierces, about 340 lbs.....	10 1/4	8 3/4
Plain Tubs, 50 and 60 lb. cans.....	10 1/2	8 3/8
10-lb. Tin Pells, 60 lbs.....	11 1/2	9 1/4
5 " " ".....	11 3/8	9 3/8
3 " " ".....	11 3/4	9 3/4

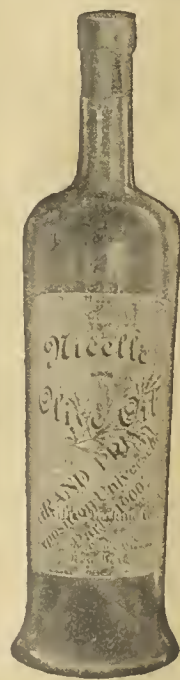
Bower & Co.—

Pure Kettle Rendered, tierces.....	..10
“ “ tubs.....	..10½
“ “ 3, 5 and 10-lb. cans.....	..11½
Swift & Co.—	
Premium brand, tierces.....	..11¾
Silver Leaf brand, tierces.....	..10¾
Jewel, compound, tierces.....	..08½
Cotosuet tierces.....	..09½
Armour's—	
Shield Pure, 60-lb. tubs.....	..10½
Simon Pure, 35, 55 and 105.....	..12¾
White Cloud Compound.....	..08½
Vegetable.....	..08½

DRESSED MEATS

City Dressed Beef—	Per lb
Choice, native.....	10 .11
Common.....	07 .09

Twenty-fourth and Brown Sts., Philadelphia



They Must Keep Expert

It is a provable fact that a majority of cooking experts use **Nicelle Olive Oil** in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

Nicelle Olive Oil Co.
105-109 HUDSON STREET, NEW YORK

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

—45—

Western Dressed Beef—	
Choice, native cattle.....	10 - 11
Common to fair ".....	07 - 09
City Dressed Veal—	
Prime.....	11 1/2
Good to choice.....	10
Dressed Hogs—	
Plugs.....	09 1/2
Hogs, heavy.....	09 3/4
" 120 lbs.....	09 1/2
" 160 lbs.....	09 3/4
" 140 lbs.....	09 1/2
Dressed Sheep and Lambs—	
Lamb, Western, good.....	11
Lamb, Western, culls.....	09
Sheep, choice.....	09
" medium.....	08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	per doz.	90-1.00
Cow Tongues.....	per doz.	.75-1.00
Calf Heads, scalded.....	per doz.	.50-.75
Sweetbreads, veal.....	per pair	.60-.90
" beef.....	per doz.	1.00
Calf Livers.....	per lb.	.20-.25
Beef Kidneys.....	per doz.	1.00
Beef Livers.....	per doz.	.06
Ox Tails.....	per doz.	.50-.65
Hearts, beef.....	per lb.	.03-.05
Rolls, beef.....		14
Tenderloin, beef, western.....		.20
Fresh Pork, loins, city.....		.10
" western.....		.10

DRESSED POULTRY.

Dry-pluck all poultry. Leave head and feet on and entrails in.

FRESH KILLED.

Turkeys—		Per lb.
Western, Y H., 8 to 10 lbs.....		.20 -.22
" Y. T., 15 to 17 lbs.....		.20 -.22
Old hens and toms.....		.21 -.22
Common to Good.....		.15 -.18
3rollers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy.....		.25 -.28
Philadelphia, fresh killed, 3½ to 4 lbs to pair.....		.25 -.28
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy.....		.25 -.28
Western, 4 to 4½ lbs. to pair, fancy ..		.20 -.22
" 3 to 3½ lbs. to pair, fancy ..		.22 -.22
" fair to good.....		.6 -.18
Fowls—		
Western, fancy.....		.14½ -.16
Heavy Roasters, 4 to 5 lbs.....		.10 -.21
Fair to good.....		.16 -.18
Old cocks.....		.10 -.11
Western capons, fancy.....		
" " small.....		

—46—

squabs—	Per doz.
Prime, large, fancy	3.00-3.50
Mixed	2.50-3.00
Dark	1.25-1.75

LIVE POULTRY.

Spring chickens, nearby, 1½ to 3 lbs.....	.17	- 19
Large Springers.....	.17	- 20
Fowls.....	.13	- 14
Roosters.....		- 10
Ducks.....	.11	- 13

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small or No. 1, 2 doz. in case.....per doz.		85
" " " " " " " " " "		.85
Large or No. 2, 1 " " " " " "		1.40
1-lb. cans, 1 doz. in case.....per case		4 00
2-lb. " $\frac{1}{2}$ " " " " " "		3.75
3-lb. " $\frac{1}{3}$ " " " " " "		5.40
5-lb. " $\frac{1}{5}$ " " " " " "		8.70

SAUER KRAUT.

Extra Quality, 50-gal. tierces.....	4.50
Extra Quality, 15 gals., kegs.....	2.20
Victory, extra fancy, No. 3, 2 doz.....doz.	.75
Spring Garden, fancy, No. 3, 2 doz.....doz	.70
Compass, No. 3, cans, 2 doz.....doz.	.65

PLUM PUDDING.

Richardson & Robins:—		
Individual Size, s doz. in case, $\frac{3}{4}$ lb. per doz.		1.00
No. 1, round conical, with key, 1 doz.		2.35
No. 2, " " " 1 " "		4.25
No. 3, " " " $\frac{1}{2}$ " "		6.50
No. 4, " " " $\frac{1}{4}$ " "		8.50
P. P. Sauce, s doz., No. 1.....		1.50
Atmore's Genuine English Plum Pudding—		
Seedless:—		
Individual, per case of s doz.....		2.00
1-lb. cans, " " 1 "		2.55
2-lb. " " " 1 "		4.00
3-lb. " " " $\frac{1}{2}$ "		3.25
4-lb. " " " $\frac{1}{4}$ "		3.85

PRESERVES, JELLIES, JAMS AND MARMALADE.

Tellies—	Per doz
No. 32, jars.....	.97½
No. 5, toy palls.....	2.45
American, pure apple, tumblers, assorted slices.....	.88
Schimmel's, No. 10, tumblers .....	.83
National, No. 10, tumblers.....	7½
National, No. 6, tumblers .....	.49

—47—

Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails.....	.13½
National, 30-lb. pails.....	.09
Southwark, 30-lb. pails.....	.06
Southwark, ¼-lb. toy pails, ¾ doz.....	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars.....	.98
Apple, Southwark, No. 3, tins.....	1.00
Apple, No. 5, toy pails.....	2.70
Apple, 30-lb. pails.....	1.08
Apple, 20-lb. crocks.....	per lb. .07½
Apple, Schimmel's, 30-lb. pails.....	per lb. .06
Prune, 30-lb. pails.....	per lb. .07½
Jams—	Per doz.
Schimmel's, pure, jars, 2 doz.....	1.70
Southwark, assorted, jars, 2 doz.....	.98
Orange Marmalade—	Per doz.
Hartley's, imported.....	1.82½
Schimmel's, pure.....	1.65
Warrock's Guava Jelly—	Per doz.
1-lb. tumbler.....	4.00
¾-lb. ".....	2.25
Curtice Bros. Preserves—	Per Doz
Cherries, jars.....	4.85
Strawberries, ".....	4.60
Raspberries, ".....	4.60
Apricots, peeled.....	4.85
Pineapple, ".....	4.60

DRUGS.

FAMILY MEDICINES.

Guaranteed Full U. S. P. Strength.

	Per doz. In cartons	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint.....			0 85	1 95
Castor Oil.....	.45	.85		1 95
Sweet Oil.....	.40	.85		1 95
Spirits Nitre.....	.45	.85		1 95
Spirits Camphor.....		.85		1 95
Spirits Painters' Commercial.....	.45	.85		1 95
Paregoric.....	.45	.85		1 95
Glycerine.....	.45	.85		1 95
Syrup Squills.....	.45	.85		1 95
Syrup Rhubarb.....	.45	.85		1 95
Syrup Ipecac.....	.45	.85		1 95
Turlington Balsam.....	.45	.85		1 95
Golden Tincture.....	.45	.85		1 95
Tincture Arnica.....	.45	.85		1 95
Balsam de Malta.....	.45	.85		1 95
Bateman Drops, rd bots.....	.45	.85		1 95
Godfrey's Cordial, rd bots.....	.45	.85		1 95
Turpentine.....	.45	.85		1 95
Machine Oil.....	.45	.85		
Laudanum, 15c.-size.....		per doz.,		1 20
Laudanum, 25c.-size.....		per doz.,		1 60
5 per cent. discount in gross lots assorted.				
Alum.....		per lb.		.03
50 Mule-Team Pure Borax, 1-lb., 24-lb. per ca.				2 40
" " " 1/2-lb., " "				2 60
" " " 1/4-lb., " "				2 80
Anker's Beef Capsules.....				3 00

—48—

Borax, Powdered, bulk.....	per lb.	.08
" Lump, bulk.....	"	.08
Butter Cold, W. & R.....	per doz.	2.00
Bluestone, bulk.....	per lb	.08 3/4
Coppers.....	per lb	.01 3/4
Camphor, gum, 1-oz. blocks.....	"	.65
" Flakes, 250 bbls.....	"	.02 3/4
" less quantity.....	"	.03 1/2
" Tar Balls, bbls., 250 lbs.	"	.02 3/4
" less quantity.....	"	.03
Castoria, Fletcher's.....	per doz.	2.80
" Pitcher's.....	"	.85
Carbonate of Ammonia.....	"	.11
Epsom Salts.....	per lb.	.02
Glauber Salts.....	per lb.	.01 1/2
Glue, ordinary.....	"	.09 3/4
Glue, white.....	"	.20
Goff's Cough Syrup, 25c. size.....	per doz.	1.75
Goff's Herb Bitters, 25c. size.....	"	1.75
Goff's Oil Liniment, 25c. size.....	"	2.75
Goff's Sarsaparilla, 50c. size.....	per doz.	3.50
Goff's Worm Syrup, 15c. size.....	"	1.20
Goff's Horse and Cattle Pwd., 15c. size.....	"	1.20
Goff's Dyspepsia Tablets, 10c. size.....	"	.75
Gum Arabic.....	per lb.	.50
Haarlem Oil.....	per doz.	.40
Licorice, P. & S., 50. stick, Imported.....	"	.36
" M. & R., 5-lb. boxes.....	per lb.	.23
" Lozenges, 5-lb. boxes.....	"	.27
" Y. & S., " 5-lb. glass front,.....	"	
" 5-lb. bx., 4's, 6's, 8's, 22's, 16's,.....	"	.24
" Root.....	"	.11
Putty, 25-lb. cans.....	per 100 lbs.	1.60
" 50-lb. cans.....	"	.55
Petroleum Jelly, screw top, 5-c. size.....	"	.35
" 10-c. ".....	"	.75
Paris Green, 100-125-lb. kegs.....	per lb.	24 1/2
" 1/2-lb. packages.....	"	.29
" 1-lb. ".....	"	.28
" 2-lb. ".....	"	.27
Jamaica Ginger, Hires', flasks.....	per doz.	.90
Rosin.....	per lb.	.04
Saltpetre, crystal, barrels, about 350 lbs.	"	.66 1/2
" granulated, kegs, " 100 ".....	"	.26 1/2
Sulphur, Flour, 175-lb. barrels.	per 100 lbs.	2.55
" 100-lb. bags.....	"	2.35
" less quantity.....	"	.03 1/2
Venetian Red.....	per lb.	.01
Whiting.....	"	.02
Husband's Magnesia.....	per doz.	2.35
Bull's Cough Syrup.....	"	1.90
Roach Powder, Omega, 4-oz. cans.....	"	.80
" ".....	per gross	9.00
Roachault, 10c.-size, 1 doz.....	per doz.	.80
Iron Glue, McCormick & Co's:—		
No. 5.....	"	.40
No. 10.....	"	.75
Tube V.....	"	.75
McCormick & Co., Bee Brand—	Per doz.	
Insect Powder.....	"	.80
Root Beer.....	"	.80
Talcum Powder.....	"	.80
Triangular Quinine.....	"	.80
Quinine Capsules.....	"	.75



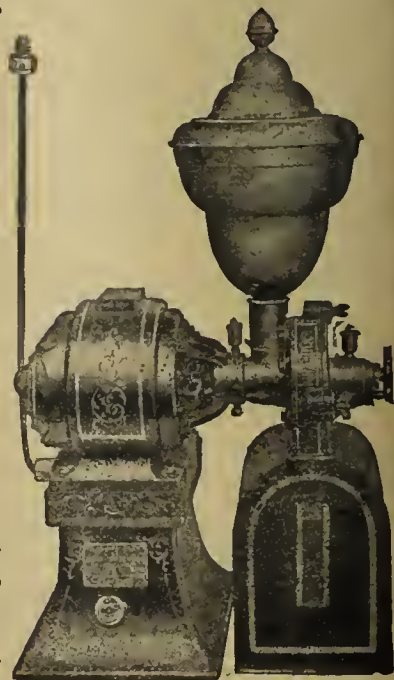
TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for
Tea-store decoration.

TROEMNER'S SCALES and the "STAR" COFFEE MILLS Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS.** WRITE FOR CATALOGUE.



MORGAN & CORNELL

211 DUANE ST.
NEW YORK

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

—49—

W. F. Young's Veterinary Remedies, whole-sale prices—	Per doz.
Absorbine.....	18.00
Absorbine Jr. (Mankind).....	9.00
Young's Kidney and Nerve Powders.....	3.00
Taroleum, small can.....	6.00
Taroleum, large can.....	16.00
Young's Fattening and Condition Drops.....	4.00
Young's Colic and Indigestion Cure.....	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

DRUGGISTS' BUNDRIES.

Acid Phosphate, Horsford's.....	per doz.	4.15
Bath Brick, box 25 bricks.....	per box	.60
Sealing Wax.....		.03
Silver Sand.....	per bbl.	1.25
Tar, pints.....	per doz.	.75
" quarts.....		1.00
" gallons.....	each	.30
" barrels.....		3.50
" barrels.....		6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size.....		2.00
McCord's Magic Medicine, 25c. size.....		2.00
" 50c. size.....		4.00
McCormick's Tasteless Chili Tonic, 25c. size.....		2.00
" 50c. size.....		4.00
McCormick's Watermelon Syrup, 50c. size.....		4.00
Wenderture Headache Powders, 10c. size.....		.80

EXTRACTS AND ESSENCES

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio.....	10c. size .85
" 15c. size.....	2.00
" 25c. size.....	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet.....	10c. size .80
" 15c. size.....	1.75
" 25c. size.....	2.00

Sauer's Flavoring Extracts:—

No. 1, Lemon and Vanilla.....	per doz.	.45
No. 2, Vanilla and Rose.....		.90
No. 3, Lemon and assorted.....		.85
No. 4, ".....		2.00
No. 4, Vanilla.....		2.25
Assorted cases, Nos. 1 and 2.....		10.80
" Nos. 1, 2 and 4.....		11.80

—50—

Bulk.	Pts.	Qts.	½-Gal.	Gal.
XXX Vanilla.....	1.50	3.00	6.00	12.00
XX Vanilla.....	1.25	2.50	5.00	10.00
X Vanilla.....	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery.....	1.00	1.50	3.00	6.00
Peach, Rose, Apricot, Violet.....	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistachio, Nutmeg, Mace, Cherry, Strawberry, Fruit.....	1.25	2.50	4.00	7.50
Tea.....				7.00
Ext. Vanilla, Kitchen Queen, No. 25, per doz.				2.00
" " " " No. 2X, ".....				.80
" " " " No. X, ".....				.45
" " " " No. 25, ".....				1.75
" " " " No. 2X, ".....				.80
" " " " No. X, ".....				.45
Ingersoll's Flavoring Extracts:—				
High Grade Vanilla.....	per doz.	1.75		
" Lemon.....		1.75		
Select Vanilla.....		.85		
" Lemon.....		.85		
" assorted.....		.85		
" small size.....		.45		

LIQUID RENNET AND TABLETS

Blair's Liquid Rennet.....	per doz.	1.10
Shinn & Kirk's Liquid Rennet.....	per doz.	1.50
Hansen's Junket Tablets, 8 doz., per doz.		.73
Blair's Rennet Tablets, 3 doz., per doz.		.75
Union Tablets, 8 doz., 5c.....		.45

CIDER.

	Per gal.
Corson's Champagne.....	.18
" Dry Hard.....	.20
Bottled Cider—	Per case
Duffy's 184's Apple Juice, 1 doz. quarts.....	3.50
" 2 doz. pints.....	4.00
Anchor Brand Golden Russet, 1 doz. quarts.....	3.75
" 2 doz. pints.....	4.25

—51—

Mott's Brand Golden Russet, 1 doz. quarts.....	3.75
" 2 doz. pints.....	4.25

CHEWING GUM.

Adams', counter jars, 100 5-cent packages.....	2.75
" boxes, 20 packages.....	.55
Geo Whizz, 75 packs.....	.47
Floor's Chiclets, 2 lbs., bulk.....	1.25
Pulver's, 20 5-cent packages.....	per box .55
Pulver's, carton, 5 boxes.....	2.75

RICE.

	Per lb.
Fischer's Finest Head, 1-lb. pockets.....	.07 3/4
Queen Quality, extra fancy, 1-lb. pockets.....	.07 1/4
" 3-lb. ".....	.07 1/8
" 5-lb. ".....	.07
Coronet, choice, 1-lb. pockets.....	.07 1/4
" 3-lb. ".....	.07 1/8
Imperial, fancy Japan, 1-lb. pockets.....	.06
" 3-lb. ".....	.06 1/4
" 5-lb. ".....	.05 3/4
Pearl Head, 5-lb. cotton sacks.....	.05 3/4
Extra Fancy Head, XXXX, 100-lb. bags.....	.07 3/8
Fancy Head, 100-lb. bags.....	.06 1/4
Choice, 100-lb. bags.....	.05 1/4
Prima, 100-lb. bags.....	.04 1/4
Japan—	
Fancy, 100-lb. bags.....	.05 1/4
Choice, 100-lb. bags.....	.05 1/4

SALT.

WORCESTER SALT.

Worcester, bbls., contain 280 lbs.....	2.50
" 60 bags, 5 lbs., lbm.....	4.00
" 22 " 14 " ".....	3.75
" 30 " 10 " ".....	3.75
" 115 " 2 1/2 " ".....	4.00
Worcester, Irish Linen, bags, 250 lbs.....	2.50
" 56 " ".....	.65
" 28 " ".....	.35
Worcester Mermaid Quick-Dissolving Bathing Salt, 3000-lb. bags, in bbls., per bbl.....	3.00
" Pretzel, bbls. contain 280 lbs.....	2.40
" sacks, 180 lbs.....	1.55
" Cheese, bbls. contain 280 lbs.....	2.40
Ivory Salt, dime size, 36 wooden boxes to case.....	1.50
New Ivory Salt, 24 large cartons to case.....	1.50
Silver Springs, quick freezing ice cream salt, 30 in barrel.....	per bbl. 2.60
Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7 1/2 per cent. discount may be allowed.	

—52—

Worcester Packing Salt, 70-lb. cotton bags.....	.40
" " " 140-lb. " ".....	.75
Agricultural Salt, 100-lb. burlaps.....	.60

SALAD DRESSING.

Campbell's, small, pat. cap, 2 doz.....	dos. .87 1/2
Durkee's, large, 1 doz.....	per doz. 4.00
" small, 2 doz.....	2.40
Schimmel's, small, 2 doz.....	per doz. .87 1/2
My Wife's, large, 1 doz.....	2.30
My Wife's, small, 2 doz.....	1.45
Snider's Salad Dressing:—	
Pints, 1 doz.....	per doz. 2.40
1/2 pints, 2 doz.....	1.40
Luncheon, 3 doz.....	.90
Gallons, 6 jugs in crate.....	per jug 1.25

SAL SODA.

Bbls., 375 lbs.....	per 100 .65
Kegs, 170 lbs.....	per 100 .82 1/2
60-lb. boxes, bulk or granulated.....	.65

SAUCES.

Lea & Perrins' Worcestershire, large.....	7.50
" middle.....	4.50
" small.....	2.50
Worcester Sauce, Campbell's, No. 8, 2 doz.....	.77 1/2
North of England Sauce, No. 8, doz.....	.77 1/2
Chef Sauce, 2 doz., doz.....	.75
Snider's Chili Sauce:—	
Pints, 1 doz.....	per doz. 2.40
1/2 pints, 2 doz.....	1.40
Gallons, 6 jugs in crate.....	per jug 1.00
Snider's Oyster Cocktail Sauce:—	
Pints, 2 doz.....	per doz. 2.40
1/2 pints, 2 doz.....	1.40
Gallons, 6 jugs in crate.....	per jug 1.00

“The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States.”

How to Answer Their Questions

Put a box of I-V Washing Tablets on your counter. They will be such a novelty that every woman who comes in will ask what they are and what they will do. Tell them this:—

- 1—They contain no acid of any sort.
- 2—They wash clothes without rubbing.
- 3—They make clothes beautifully white;
- 4—They can be used in hard water;
- 5—They take stains from table linen without any rubbing whatever.

Any one of these points would sell a package—just see the women's eyes glisten when you name them all.

I-V WASHING TABLET COMPANY, Inc.

251 North Front Street,

Philadelphia, Pa.



-53-

SEEDS.

Canary, bush, 60-lb.	s. 60	Mustard, Brown...	.07½
Caraway	.18	Mustard, Yellow...	.06
Coriary	.09	Rape, per lb.	.05½
Coriander, bleached	.05	Poppy, per lb.	.10
Flax	.05	Sunflower, per lb.	.04½
Hemp, bush, 40-lb.	s. 60		

SODA.

Bl-Carb., 110 lbs., kegs	per lb.	.01½
Bl-Carb., bulk, 25-lb. boxes	"	.03
Babbitt's Soda, ¼ lb. pkgs., 25 lbs.	"	.05½
Arm & Hammer bd., ¼'s, 36 lbs.	per lb.	.05½
" " " " " " " "	"	.04½
" " " " " " " "	"	.05½
Saloratus, Babbitt's bd., ¼'s, 25-lb. bxs.	"	.05½

SOFT DRINKS.

Root Beer Extract, Hires', 1 doz.	Per doz.	1.50
Hires' Root Beer, Carbonated, s doz.	"	.87½
Hires' Ginger Ale, Carbonated, s doz.	"	.87½
Welch's Grape Juice, case quarts, 1 doz.	"	4.50
" " " " " " " "	"	4.75
" " " " " " " "	"	4.25
" " " " " " " "	"	6.00
" " " " " " " "	"	8.00
" " " " " " " "	"	7.50

5 per cent. discount on 5 case lots.

Chequet Club Co. :-	Per case	
Ginger Ale, extra dry, pints, s doz.	"	2.10
Sarsaparilla, extra quality, pints, s doz.	"	2.10
Blood Orange, extra quality, pints, s doz.	"	2.10
Bireh Beer, extra quality, pints, s doz.	"	2.10
Lemon Soda, extra quality, s doz.	"	2.10
Root Beer, extra quality, pints, s doz.	"	2.10

POLISHING AND CLEANING COMPOUNDS.

Kloenatub, ¼ gross	2.50
Bon Aml, 10-cent size	¼ gross 2.50
Electro Silicon, 1 doz.	per doz. .72
Putz Liquid, large, 3 doz.	per gross, 16.50
Putz Liquid, large, 3 doz.	per doz. 1.45
Putz Liquid, small	per gross, 7.00
Putz Liquid, small	per doz. .60
Putz Paste, large	per doz. .55

-54-

SOAP—Laundry.

	Bars	5 bxs.	Less than
Acme	100	3.50	
Aoorn	120	2.45	
Ark	100	1.85	
American	78	2.80	
Bee	100	3.90	
Best, Babbitt	100	3.45	
Babbitt's New York City	60	2.95	
Big Master	70	2.90	
Brown	60	2.40	
Borax, Dreydeppol	40	2.60	
" Pearl, Young & Co.	40	2.80	
" Day & Frick, Novelty	40	2.80	
" Handsome	60	2.60	
" Eavenson, large	100	4.75	
" " small	100	3.75	
" Kirkman's	100	3.80	
" Rod Seal	100	3.80	
" Swift's	100	4.00	
Circus	100	3.50	
Cetten Oil	100	5.80	
Coal Oil Johnny	100	3.57½	
Cygnat	100	4.00	
Dobblin's Electric	100	4.15	
Dowey	100	2.15	
Fairy	100	4.00	
Fols-Naptha	100	4.00	
Five-case lots freight prepaid	100	3.95	
German Family	100	4.30	
Good Morning	100	3.85	
Glycerine Tar	100	3.75	
Gloss	100	3.50	
Grand Pa's	50	3.15	
"	100	3.80	
Ivory	100	7.00	
"	100	4.00	
Lenox	100	3.00	
Lifo Buoy	50	2.00	
"	100	4.00	
Lautz's Naphtha	100	3.80	
Magic Cleaner	100	3.00	
Marselles, laundry size	100	5.80	
" 5-cent size	100	4.00	
" toilet size	100	4.00	
Mayor's	100	3.80	
"	50	1.90	
Miller's Naphtha	100	3.75	
Naphtha, Swift's	100	3.75	
Naphtha, P. & G.	100	4.00	
Oetagon	100	3.90	
Old Mill	100	3.30	
Ozono	100	3.75	
Oleine, Conway's	60	2.45	
" Golden	60	2.55	
" Eavenson's	60	2.35	
" Kirk's	60	2.07½	
" Philadelphia, 60 blocks	60	2.60	
" " 72 blocks	60	2.60	
" Pennsylvania	60	1.60	
" Procter & Gamble	60	3.00	
" Young's Best	60	2.80	
Pride, Swift's	100	3.75	

-55-

Polo	120	2.45
Quaker City, boxes	100	2.90
" tube	150	4.57½
Sunlight, oval	100	3.85
" twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.00
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
Wool Soap, small	100	4.00

TOILET SOAPS.

Buttermilk Cosmo	gross	6.75
Buttermilk Cosmo	doz.	.60
Buttermilk, Swift's	gross	4.05
Castile, Imported, Conti	lb.	.13½
Castile, Conti, original boxes	lb.	.11½
Cutaneous, Dr. Raub's	doz.	.70
Eldorflower, large cake	gross	4.40
Fleur-de-lis	gross	4.50
Flour-do-lis	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliot	gross	8.10
Oatmeal, 3 cakes in box	gross	2.65
Olive Oil Castile, white, green or mottled, 9	lb.	.09
¼-lb. bars to box	doz.	.40
Turkish Bath	doz.	1.75
Sweetheart, 50 cakes	box	3.25
Witch Hazel, 3 cakes, ¼ gross	gross	4.05
Witch Hazel, Swift's	gross	4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.35
Philadelphia Standard, 60 bars	.60
Sapelle, 36 bars	2.25
" Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

SOAP POWDER.

Pearline, 36 packages	Per case	2.70
" 72 "	"	2.70
" 100 "	"	2.65

-56-

Seapine, No. 7, 100 packs	2.37½
Seapine, No. 12, 100 packs	3.90
Seapine, No. 17, 36 packs	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.30
Finola, 100 packages	3.25
Geld Dust, Fairbank's, 100 25-oz. packages	4.00
" " 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
" 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
Kirkoline, White, 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4-lb.	4.00
" " 50 2-lb.	4.00
" " 100 1-lb.	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	per doz. .43
Swift's Washing Powder, 100 25	3.85
Swift's Washing Powder, 24 48	3.55
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powderine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	1.00
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PURE GROUND SPICES.

	Bbls.	Boxs.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade	.18	.18	.20
White, Low Grade	.18	.18	.20
Red, High Grade	.18	.18	.23
Red, Low Grade	.16	.16	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.10	.11	.13
Mace—			
High Grade	.75	.77	
Nutmegs—			
High Grade	.30	.32	
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co., Bee Brand—			
Pepper, Cinnamon, Mustard, Cloves, Gin-			
ger, Allspice	¼ lb.	.40	
	½ lb.	.75	
Banquet Brand—			
Mustard, Cinnamon, Pepper, Cloves, Gin-			
ger, Allspice	¼ lb.	.40	
	½ lb.	.75	

"As Good as the 'J. M.'"



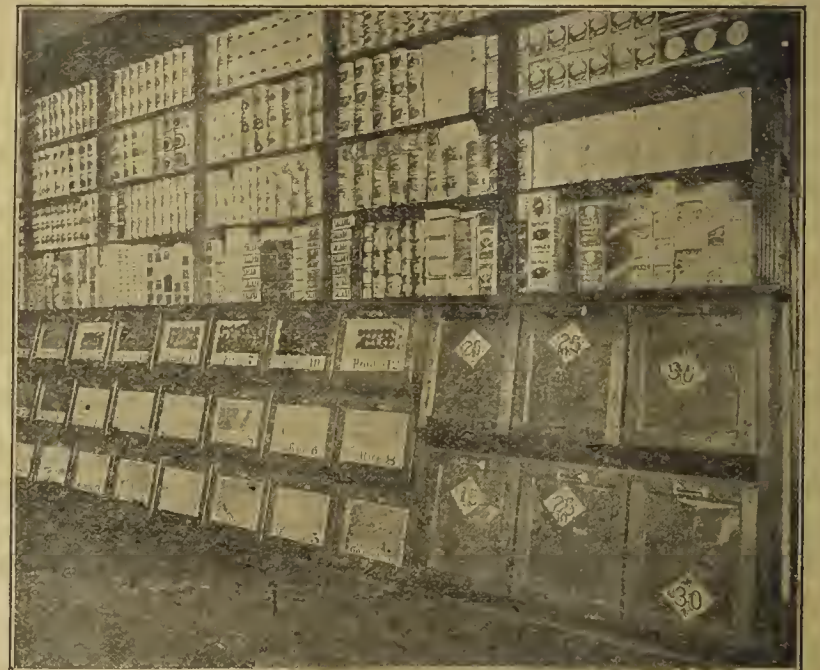
No delivery wagon built is as good as the "J. M." though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.
18 to 24 S. Seventh St., Philadelphia, Pa.

-57-

Colburn's Philadelphia Mustard, D. S. F.:-	
5 cent tins, 2 and 4 doz.....per doz.	.45
Dime size, 2 and 4 doz.....	.85
1 lb. net, 2 and 4 doz.....	1.00
1 " " 2 doz.....	1.90
1 " " 1 doz.....	3.70
6 lb. cans, full weight.....per lb.	.23
10 " " ".....	.28
Colman's Mustard, D. S. F.:-	
1-lb. tins.....per doz.	5.40
1/2-lb. tins.....	5.70
1/4-lb. tins.....	1.45
1/2-lb. tins.....	.90
18-lb. kegs.....	.43

MUSTARD—Prepared.	Per doz.
Campbell's, jar, 2 doz.....	.87½
Gulden's, No. 6, with spoon, 2 doz.....	.95
Gulden's, No. 20, with spoon, 2 doz.....	.88
Beer Mug, fancy, large size, 2 doz.....	.65
Lemonade Glass, tall, 2 doz.....	.75
Horseradish and Mustard, No. 8, with spoon, 2 doz.....	.90
Milk Jar, glass top, 2 doz.....	.85
Water Tumblers, glass, No. 10, 4 doz.....	.42½

WHOLE SPICES.	Per lb.
Pepper, Black.....	.08
Allspice.....	.07
Cloves.....	.12½
Cocoa.....	.48
Nutmegs, large.....	.17
" Medium.....	.14
Cinnamon Bark, China.....	.13
" Canton.....	.12
" Java Thin Quills, 5-lb. rolls.....	.30
" Saigon.....	.79
Whole Mixed Spices, bulk, 6-lb. boxes.....	.11
Green Ginger Root.....	.05

CORN STARCH.	
Davis, 48 5-cent packages.....per case	1.80
Davis, 36 10-cent packages.....per case	2.70
Duryea's, 40-lb., 1-lb. packages.....	.06½
Flagara, 40-lb., 1-lb. ".....	.04½
Stream, 48-lb., 1-lb. ".....	3.45
Kingsford's, 40-lb., 1-lb. ".....	.06½
Murdock's Oswego—	
1 lb. packages, 40 lb. boxes.....	.07½
1 lb. packages, 20 lb. boxes.....	.07½
Bbls, about 200 lbs.....	.06½

-58-

LAUNDRY STARCH.	
Gilbert's Laundry, 40-lb. boxes.....	.03½
" Patent Gloss, crates, 12 6-lb. wd. bxs.....	.05½
" Linen Gloss, 3-lb. cartons.....	.04½
Kingsford's, Pure, 3-lb. cartons.....	.06½
" Pure Gloss, 1-lb. packages.....	.06½
" Silver Gloss, 12 6-lb. wd. bxs.....	.07½
Duryea's, Superior, 3-lb. cartons.....	.06½
" Satin Gloss, 1-lb. packages.....	.07½
" Superior B, bulk.....	.03½
" Satin Gloss, crates, 12 6-lb. wood boxes.....	.07½
Niagara, laundry, 50-lb. bulk.....	.03½
" 1 lb. packages, 48 lbs.....	.04½
" 3-lb. cartons, 48 lbs.....	.04½
" 6-lb. boxes.....	.05½
Celluloid, 64 10-cent packages.....	4.30
" 64 5-cent ".....	2.20
Elastic, 64 10-cent packages.....	5.00
" 64 5-cent ".....	2.50
Dreydopp's Moulding Starch for black goods, 36 packages.....per package	.08
Starch Polish, 20 cakes.....per box	.50
Murdock's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes.....	.07½
Velvet Gloss, 6 lb. boxes, sliding covers, 12 boxes in crate.....	.08½
Velvet Gloss, about 200 lbs.....	.07½
Snow Gloss, 3 lb. cartons, 48 lb. boxes.....	.06½
Sterling Gloss, 50 lb. boxes per 100 lbs.....	3.85

STOVE POLISH.	Per gro
Enameline Paste, small, 1/4 gross.....	4.00
Enameline Paste, large, 1/4 gross.....	7.00
Enameline, Liquid, large, 1/4 gross.....	6.65
Enameline, Liquid, small, 1/4 gross.....	4.90
Electric Paste, 1/4 gross boxes.....	4.20
Magic Paste, 1/4 gross boxes.....	4.75
Parlor Pride, large size.....per doz.	.87½
" small size.....per doz.	10.25
Climax Enamel 1/4 gro.....per doz.	.70
Black Jack, 1/4 gross, per gross.....	9.40
Rising Sun.....per gross	6.60
Sun Paste, 5-cent size.....per gro.	5.75
" 10-cent size.....per gro.	4.50
X-Ray Stove Polish—	
5-cent size, No. 5, per box of 1/4 gross.....	1.25
Per box of 1/4 gross.....	2.50
14 dozen to gross.....	5.00
10-cent size, No. 10, per box of 1/4 gross.....	2.25
Per box of 1/4 gross.....	4.50
Per gross.....	9.00

-59-

F. F. Dalley Co.—	
2-lb., smaller size.....per doz.	.75
2-lb., large size.....	1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round.....per pkg.	.04½
Excelior, 24 packs.....	.05½
McAllister, 36 packs.....	.05½
Rosenstolns, 11b. pkgs., 2 doz.....per lb.	.05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.....per doz.	.35
Red, quarts, 3 doz.....	.70
Silver, pints, 3 doz.....	.35
" quarts, 3 doz.....	.70
Bath Brick, 25 bricks.....per box	.60
Toothpicks, Eureka, 100 boxes.....case	1.85
Toothpicks, Perfection, 2 doz.....per doz.	.42½
Royal Glue, 1 doz.....per doz.	.80
Palst's " " ".....	.40
Carpet Tacks, Wooden Keg, 1/4 gross case, assorted, 6, 8, 10's.....per case	.90
Carpet Tacks, Silver Steel, 4 oz.....per doz.	.06
6 oz.....	.06½
3 oz.....	.07½
10 oz.....	.08½
12 oz.....	.09½
Matting Tacks—	
No. 10, steel.....per doz.	.10
No. 11, steel.....per doz.	.10½
No. 12, steel.....per doz.	.13
G. B. Weiss & Son—	
Sole Leather, No. 1, 25; No. 2, 23; No. 3, 21	
Cut Sole Leather, cut into taps, 6 inches high	1.50
5 1/2 inches high.....	1.48
5 inches high.....	1.42
4 1/2 inches high.....	1.35
4 inches high.....	1.18
3 1/2 inches high.....	1.05
3 inches high.....	.90



SEIBERT'S
Poison Fly Paper
Pays 150% Profit
A very attractive package
and a good seller.
Put up 50 envelopes in
a display box like
cut \$1.00
Retails at 5 cents an envelope

Fly Ribbon.....per gross	4.80
Fly Paper, Tanglefoot.....per case	2.20
Fly Paper, Sticky, 10 cartons.....	3.00
Stickite Fly Paper, 100.....per case	2.35
Stickite Fly Paper, 10 cartons.....per case	.30
Wax, White and Yellow.....per lb.	
ROPE, TIE YARN, Etc.	
Emory Cotton Rope, 20 yds to lb.....per lb.	.10½
Emory Cotton Clotheslines, 50-ft. hanks, doz.	.80

-60-

Cleveland, extra fine cotton twine.....per lb.	.22
Orange Brand, fine cotton twine.....	.20
Texas Medium, cotton twine.....	.16
Cotton Candle Wick.....	.20
Colored Twine, 8 balls to bx., lb. to bx.	.25
Fine Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....per lb.	.16
Best Jute Rope, 16 yds. to lb.....	.09
Best Jute Flow Line, 8 yds. to lb.....	.09
Jute Clotheslines, 90 ft. to hank.....per doz.	1.60
Jute Clotheslines, 103 ft. to hank.....	1.70

SYRUP AND MOLASSES.

N. O. MOLASSES.	
Extra Fancy, No. 668.....	.42
Extra Fancy, No. 669.....	.40
Fancy, No. 670.....	.39
Strictly Choice, No. 675.....	.38
Choice, No. 664.....	.32
Good, No. 679.....	.22
Cane Juice, No. 683.....	.40
Black Strap.....	.11
B. H. F., Horse Food Molasses.....	.12

REFINED N. O. COMPOUND.	
Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid.....	.35
Gold Mine, in bbls.....	.30
Fancy, No. 104.....	.32
Fancy, No. 105.....	.28
Choice, No.	
Prime, No. 102.....	.26

PORTO RICO MOLASSES.	
Extra Fancy Ponce, No. 637, new crop.....	.38
West India, choice, No. 634, compound.....	.29
West India, choice, No. 510, compound.....	.25
Porto Rico, No. 668.....	.15

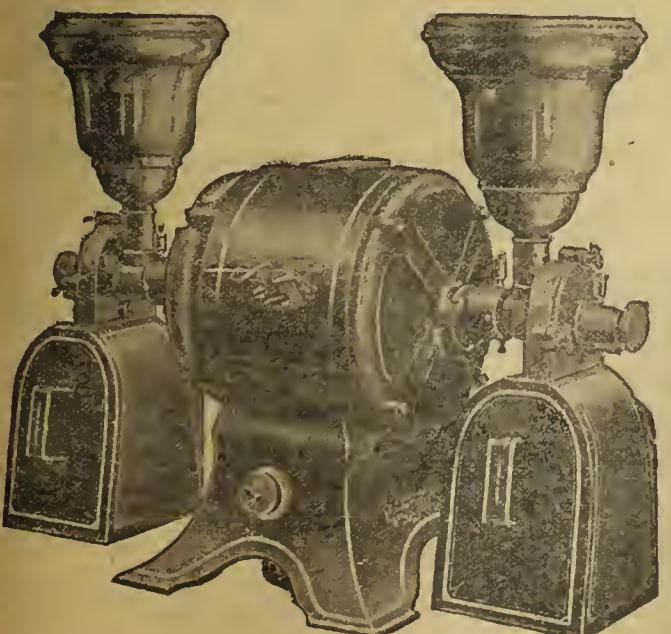
GLUCOSE.	
Three Star A, for confectionery.....	2.80
Five A, for confectionery.....	2.90

HONEY.	
Domestic, barrels.....per gal.	.69
Selzer's, lunch bottles, 2 doz.....per doz.	.95
Selzer's, medium bottles, 2 doz.....per doz.	1.35
Schimmel's, 10-oz. bottles, 2 doz. in case.....	1.45
6-oz. " " ".....	.95

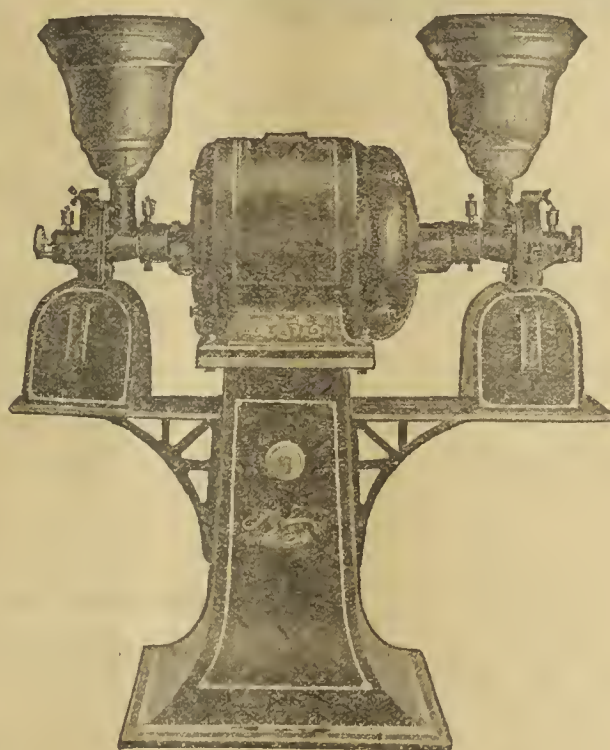
REFINED MOLASSES AND SYRUPS.	
Jockey Club, Mason's Quart Jars:—	
4 doz. in barrel.....per doz.	.87½
1 " case.....	.90
Karo, 10 cent size, 2 doz.....per case	1.90
Karo, 25 cent size, 1 doz.....per case	2.30
Karo, 10 cent size, 1/2 doz.....per case	2.30
Lyle's Imported, No. 2 cans, 2 doz.....per doz.	1.82½
Globe, No. 2½ tins, 2 doz.....	1.12½
Globe, No. 5 tins, 1 doz.....	2.20

HENRY TROEMNER'S Electric Coffee Mills

ARE THE FAVORITE MILLS
SAVING DOLLARS AND LABOR
THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER
PHILADELPHIA, PA., U. S. A.

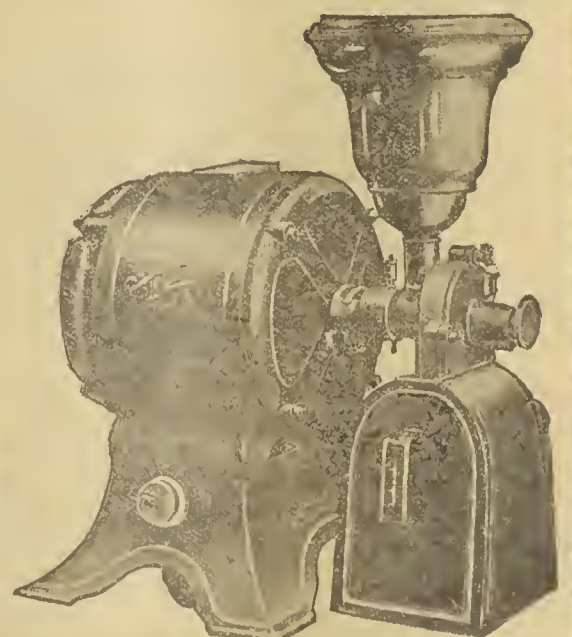
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted
with direct-current motors; made
also for alternating-current ser-
vices.

Don't be talked into buying
something "as good." There's
nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

-61-

Banner, in jars, compound.....	per doz.	1.00
White Clover, in jars, compound.....	"	.92½
Purina Pancake Syrup, 36 pts.....	"	4.00
" " 24 qts.....	"	7.00
" " 12 ½ gals.....	"	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz.....	2.25
" " medium, doz.....	1.45
" " small, doz.....	.52½
Vermont Maple Syrup, gal. tins.....	per gal. 1.25
" " ½ gal. tins.....	per doz. 7.75
Hasen's Maple Syrup, qt. bottles.....	4.00
" " pt. bottles.....	2.40
Towle's Log Cabin "Camp" Syrup—	Per doz.
Gallon cans, 6 in case.....	13.50
Half-gallon cans, 12 in case.....	7.25
Quart cans, 24 in case.....	4.12½
Pint cans, 24 in case.....	2.50
Quart bottles, 12 in case.....	4.50
Pint bottles, 24 in case.....	2.75
Jackot cans.....	per gallon 1.00

CRESCENT MAPLEINE.

2-05.....	per doz. 3.00
4-05.....	3.25
6-05.....	9.50
12-05.....	18.00
18-05.....	35.00
Gallons.....	each 11.00

OIL OF MAPLEINE.

1-05.....	per doz. 2.70
2-05.....	4.50
4-05.....	8.25
6-05.....	15.00
12-05.....	27.00
18-05.....	45.00
Gallons.....	each 15.00

WOOD AND WILLOW WARE.

BROOMS.	Per doz.
Little Gem, parlor, 3 string.....	2.40
N U, No. 6, split handles.....	2.45
Leader, No. 6, 3 string, red handles.....	2.40
Princess, No. 4, fancy handles.....	2.75
Parlor, No. 3, 2 tie.....	1.85
Toy Brooms.....	.90
Whisks, 2 sewed.....	.90
Stable, 2 tie, rattan centre.....	3.52
Stable, 3 tie, rattan centre.....	4.00
Factory, heavy.....	2.90
Handy Wall Broom Rack, for 12 brooms.....	.90

-62-

No.	WASHEBOARDS.	Per doz.
69,	Good Enough, double, spring protector...	3.65
57,	Peerless, double.....	3.75
80,	Seal Globe, double, swing protector.....	3.30
61,	Peerless, double, spring protector.....	4.45
110,	Peerless, single, spring protector.....	3.55
108,	Northern Queen, single, protector.....	3.10
101,	Tidal Wave, single, protector.....	2.75
118,	Good Enough, single, protector.....	3.15
175,	Glass.....	3.50
Murdock.....		2.75
Celery City.....		3.00
126,	Single Ruby.....	2.60
128,	Anchor, single head.....	2.25
130,	Little Gem, pall board.....	1.35

BUCKETS.

No.	BUCKETS.	Per doz.
O. G., 2 electric hoops.....		1.75
O. G., 3 electric hoops.....		1.90
Clear, 2 hoop.....		1.65
Clear, 3 hoop.....		1.75
Electric Cedar, 2 hoop.....		2.40
Electric Cedar, 3 hoop.....		2.60
Pine, 3 galvanised hoops.....		2.00
Galvanised, 12 quart.....		1.85
Galvanised, 14 quart.....		2.00

BUTTER DISHES.

No.	BUTTER DISHES.	Per M
1, Solid oval.....		.90
2, Solid oval.....		2.25
3, Solid oval.....		2.50
5, Solid oval.....		2.00
1, Wire ends.....		.90
2, Wire ends.....		1.25
3, Wire ends.....		1.40
5, Wire ends.....		1.80
Picnic Plates, 8 inch.....		2.10
Picnic Plates, 9 inch.....		2.35
Crates contain 250 each.		

CLOTHES PINS.

5 gross.....	Per box. 44
--------------	-------------

EGG CRATES.

Perfection.....	1.00
Perfection, 10 sets fillers.....	2.35

-63-

BRUSHES.

No.	SCRUB BRUSHES.	Per doz.
22,	White corner.....	.70
23,	Medium size.....	.80
27,	Large.....	1.00
13,	Marble, medium size.....	.90
00,	White.....	.45
Handy House.....		.42

STOVE BRUSHES.

No.	STOVE BRUSHES.	Per doz.
20,	Black bristle, curved end, wood handle.....	.90
21,	X, crescent shape.....	1.75
1,	strap handle, grey fibre.....	1.20
2,	strap handle, grey fibre.....	1.65
6,	all hair, extra quality.....	2.75

SHOE BRUSHES.

No.	SHOE BRUSHES.	Per doz.
0,	Mexican fibre.....	.90
1,	Mexican fibre, large.....	1.30
4,	Bristle outside.....	1.65
5,	All bristle.....	1.75
16X,	All bristle, extra value.....	2.15
12,	All bristle, spotted white.....	2.80

WHITEWASH BRUSHES.

No.	WHITEWASH BRUSHES.	Per doz.
6,	6 in., White tampero.....	.40
7,	7 in., White tampero.....	.48
8,	8 in., White tampero.....	.55
6,	5 in., Family, extra heavy.....	.80
8,	6 in., Family, extra heavy.....	.95
10,	7 in., Family, extra heavy.....	1.10
12,	8 in., Family, extra heavy.....	1.25
6,	5 in., A., hair bristle.....	1.40
8,	6 in., A., hair bristle.....	1.65
10,	7 in., A., hair bristle.....	2.00
12,	8 in., A., hair bristle.....	2.35
6,	5 in., Ideal, all bristle, 3 row.....	1.90
8,	6 in., Ideal, all bristle, 3 row.....	2.25

DUST BRUSHES.

No.	DUST BRUSHES.	Per doz.
7X,	Fibre, wire drawn.....	.90
21,	All hair, wire drawn.....	2.25
28,	White, wire drawn.....	2.90
1,	7 in., All hair, flat end.....	2.05
22,	7 in., Mixed, round end.....	2.10
11X,	7 in., All hair, round end.....	2.25

-64-

TOBACCOS—PLUG.

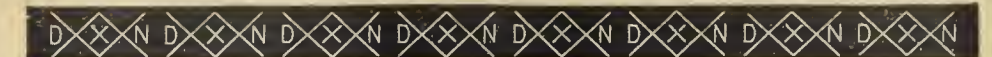
Battle Ax.....	Per lb. .37
Deer Skin.....	.37
Gold Rope.....	.50
Jolly Tar.....	.39
Newsboy.....	.39
Old Honesty.....	.43
Piper Heldsick.....	.64
Spear Head.....	.44
Standard Navy.....	.37
Toddy.....	.35
Vineo.....	.38
Town Talk.....	.28

SMOKING TOBACCO.

Brian Pipe.....	Per lb. .38
Duke's Mixture.....	.39
Greenback.....	.38
Green Turtle.....	.28
G. & A. Navy, 3½ oz.....	.34
Honest.....	.39
Polar Bear.....	.29
Ripple.....	.39
Sensation.....	.39
Wild Rose.....	.39

YEAST CAKES.

Compressed.....	per doz. 18
Magic, 1½ doz. packages.....	per box. 58
Yeast Foam, 1½ doz.....	per box. 58



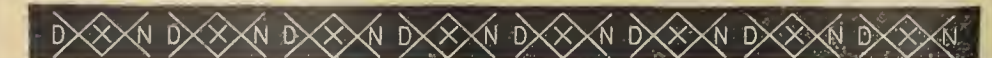
A new product from an old house

DIXON'S POWDERED STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.





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You know that most everybody eats peanuts, and they all want them freshly roasted, but you may not know that they pay you 300 per cent. profit when they are roasted in an

Acme Peanut Roaster

the simplest and most inexpensive automatic roaster made. There is practically no labor and no expense in operating one, any boy can do it, as there is nothing to get out of order and nothing to break. It will pay for itself in a month's time. Send for full particulars and price to

ATSATT BROS.
24 Pearl St. MATTAPoisett, MASS.

Want a \$10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos
"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.
Write for prices and particulars.

The J. F. Zahm Tobacco Co.
TOLEDO, OHIO

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLVI.

PHILADELPHIA AND NEW YORK, AUGUST 10, 1908

No. 6.

Contents.

	PAGE
Going Hard After Mail Order Houses....	6
Quabble in Butler Company.....	6
Where Pennsylvania Food Laws Fall Short	7
Baltimore Packers Answer Combine Suit.	8
Editorial.....	10
Enemies to the Retailer. The Digesto Fraud. Schepp & Co.'s Curious Blunder.	
Schemes to Get Rich Quickly	10
Colled Oats Rise Again.....	11
Why More Deadly to Grocers than the Lion.....	12
Among the Trade.....	12
How One Veteran Grocer Answers the Cut Price Problem.....	13
The New York Letter.....	14
Pennsylvania News Items.....	14
Digesto Coffee Fake at Last Shown Up..	15
The Grocery Markets.....	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Correspondence.....	18
Retail Grocers' Picnic Great Success	18
Market Notes.....	18
The Science of Advertising.....	27
Two-Minute Sermons for the Retail Grocer.....	27
The Stroller's Column (Contributed)....	28
The Fellow that Breaks Promises.	
Association News.....	29
Selling Talks With Grocery Clerks.....	30
Window Dressing for Grocers	30
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World " Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World"	29
Anker's Bouillon Capsules.....	29
American Can Co.....	9
Arbuckle Bros.....Cover	3
Armour & Co.....	13
Babbitt, B. T.....Cover	2
Baker, W. H.....Cover	4
Baker Co., The Franklin.....Cover	1
Baker & Co., Limited, Walter.....	18
Barber & Perkins	8
Bell & Sons, Samuel.....	41
Bishop, R. W.	29
Blooker's Cocoa.....	30
Bower & Co., John.....	45
Brown & Co., P. F.....	4
Brown Manufacturing Co., Ltd., The....	41
Buckley, Elton J.....	6
Bucknam & Vanderpoel Co.....	41
Burk, Louis.....	39
Butler Brothers.....	15
Cauchols & Co., F. A.....Cover	3
Ceylon Tea.....	7
Chipman & Wills Broom Co.....	47
Croft & Allen Co.....	37
Daetwyler & Co., R.....	32
Dixon Crucible Co., Jos.....	50

	PAGE
Eby Co., The Frank C.....	4
Egg-O-See Cereal Co.....	39
Enterprise Mfg. Co. of Pa., The.....	47
Esterbrook Steel Pen Co., The.....Cover	4
Fell Manufacturing Co., E. C.....Cover	2
Fischer & Co., B.	43
Fielschmann's Yeast.....	29
Fly Ribbon Mfg. Co., The.....	32
Forbes, J. P.	4
Franklin Sugar Refining Co.....Cover	1
Frelhofer Vienna Baking Company.....	41
Fulton & Walker Co.....	49
Gold Medal Flour.....	41
Great Western Cereal Co., The	9
Grocers' Printing Co.....	29
Heacock, H. F.....	50
Hires Condensed Milk Co.....Cover	4
Indexed Coupon Books.....	4
Iroquois Canning Co.....	43
Johnson, A. W.....	28
Kingsbury, H. P. D.....	37
Knight Cooking Extract Co.....Cover	2
Lamson Consolidated Store Service Co.,	4
Lautz Bros. & Co.	43
Lindsley J. V., & Company.....	45
McCahan Sugar Refining Co., The W. J., Cover	3
Millbourne Mills.....	16

	PAGE
Moore & Co., E. B.....	39
National Cash Register Co	3
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	16
Ohio Match Sales Company.....	47
Philadelphia Electric Co., The.....	16
Pressing & Orr Co., The.....Cover	2
Quaker City Preserve Co.....	13
Ritter Conserve Co., Philip J.....	37
Royal Specialty Co.....	29
Sauer Co., C. F.....Cover	4
Shinn & Kirk	16
Swift & Co.	45
Swift & Co., Gloucester, Mass.....	29
Troemner, Henry.....	49
United Store Service and Tube Co.....	37
Van Camp Packing Co.....	4
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Watson & Co, Angus.....	17
Welles & Davis Mfg. Co., The	45
Wells & Richardson Co.....	11
Wilde's Sons Co., Samuel.....	41
Williams Bros. Co., The	47
Young & Co., Chas. W.....	4
Zahm Tobacco Company, J. F.....	50
Zipp Manufacturing Co.....	37

Going Hard After Mail Order Houses

New Movement Takes Shape in West to this End. Want Retailers Taught to Advertise More Attractively. Want Consumers Educated Into Realizing Mail Order Fakes.

There is a movement shaping itself in the West which has for its object the destroying of the power of the mail-order house by educating consumers to understand that there is seldom or never any real saving in patronizing the mail-order concerns.

A meeting in the interest of the movement was held at the Great Northern Hotel, Chicago, within the last few days. Delegates were present from several mercantile associations from various parts of the country and from several trade papers. The subject was discussed at great length, and among the practical suggestions made were the following:—

That a series of demonstrations be submitted to consumers, to show that in the long run they save no money by buying from the catalogue houses.

That the National Merchants' and Manufacturers' Association be asked to join in the movement. Also all other State and local associations.

That local newspapers be supplied with articles preaching the local store instead of the mail-order concern.

That retail dealers be taught how to advertise in their local papers more effectively.

That the local retailers' practice of making the local newspaper take trade instead of cash for his advertising be abandoned, as it drove the paper to the mail-order house, which paid cash.

That merchants and manufacturers patronize only newspapers that carried no mail-order advertising.

It developed at the meeting that the National Furniture Dealers' Association had fought the mail-order houses successfully for years. D. N. Foster, the delegate representing this organization, told how as follows:—

In our Retail Furniture Associations, State and National, we have pretty effectually knocked out the catalogue and mail-order houses, by educating our members to discriminate in their purchases in favor of such manufacturers as do not sell mail-order houses or allow them to catalogue their goods. We have published a booklet, which we call our "Roll of Honor," which we have supplied to all our members. This booklet contains the names of such manufacturers as have expressed to us their intention not to sell mail-order houses and not to retail, nor permit their catalogues to be used for retailing by "curbstone brokers," who carry no stock and have no place of business. Ninety-five per cent. of all the furniture manufacturers of the country are with us in this fight, and the remaining 5

per cent. are principally composed of small and weak concerns, which cut but little figure in the trade. From these booklets a buyer can, in an instant, inform himself as to whether the particular house represented by any particular salesman, is or is not on the "Honor Roll," and govern himself accordingly. We find our plan is very effective. We have shut out of the mail-order catalogues nearly all the well-made furniture of the country, and that they are having to send their customers poorly made stuff, that is cheaply packed by the factories when shipped, is proven by the statement recently made here in Chicago, at a convention of freight agents of various railroads—that 90 per cent. of all the claims for furniture damaged in transit came from the mail-order shipments. We should embrace every plan to educate the farmer and other customers of the mail-order houses, and there is no means more effective than a farm paper, devoted to the idea of the equity system of merchandising, as "Up-to-Date Farming," represented here to-day by Mr. Everitt. Let us encourage him in every way we can. In many towns in Indiana we have strong retail merchants' associations. These should encourage and assist in the distribution of Mr. Everitt's paper. Wherever possible, they should make an appropriation from their treasury to assist in a canvas for subscribers. Let a farmer read "Up-to-Date Farming" for six months or a year, and he will come to see the inestimable value of his home market to him, and of the damage he is inflicting on his own interests when he sends his money out of his own town to purchase goods of these mail-order concerns.

At the conclusion of the addresses the following resolutions were adopted:—

RESOLUTIONS.

Whereas, The direct selling system of merchandising, also called the mail-order and catalogue-house system, has developed to enormous proportions and is still increasing at a remarkable rate; and

Whereas, There have been and are, many influences at work to promote this system, among which we mention: Some of the magazines, all of the mail-order papers, and many of the farm papers. These have been a tremendous educational force in favor of the mail-order system of buying; and

Whereas, We believe the system is wrong and against the best interests of the purchasers, chiefly farmers, and has done great injury to established business houses, manufacturers, distributors, retail merchants and country communities; and

Whereas, We believe if the tendency to direct selling is not curbed, the old system of selling and distribution will be greatly weakened and in some lines may come to an end, the result will be the closing of thousands of retail stores, a great reduction in volume of business for those that remain, the dismissal of thousands of clerks and traveling men, and thousands

of manufacturers will be forced to adopt the new, or mail-order, system. Also the merchandising of the country will then be in the hands of a few houses so powerful that they can make prices without regard to equity or the interests of consumers; and

Whereas, We believe there is no way to curb, curtail or eliminate the new and dangerous system except to oppose another educational force against it; therefore, be it

Resolved, First.—That we will give encouragement and such support as is possible to every worthy movement that has for its object the curtailment of the catalogue-house evil, and to deliver the trade back to the country merchants.

Second.—Since we believe a remedy can only come through wise education directed to the patrons of the mail-order houses, we commend all papers and institutions that aid in this education and recommend them for the support of merchants and manufacturers.

Fifth.—That we appeal to country merchants to interest themselves more in farmers and their problems, cultivate their friendship and promote a condition of co-operation between the farmers and merchants for good markets for farm crops and home trade, which will result in building up country communities.

To this end they should see that an anti-catalogue-house farm paper, which effectively promotes home trade, is subscribed for by all farmers who have the mail-order habit, or are likely to acquire it.

Sixth.—That the trade papers should join in this campaign and educate the merchants so the campaign may be promoted by their intelligent co-operation.

Seventh.—That the representative of each association represented here will report these resolutions and other acts of this meeting to his Executive Committee, or to the next general convention of his association and recommend official indorsement of this movement.

Eighth.—That the motto shall be, until the equity system of merchandising is established, "Equity in all the business relations of life," and we recommend each National association to indorse and confirm the action of this meeting in the selection of a motto.

Ninth.—And we further select as our slogan, or campaign cry, these words, "All for Home," and we recommend that each National association here represented will indorse our action and urge their members to give the motto and the campaign cry as much publicity as possible by words and print in their advertisements, circulars and catalogues.

Squabble in Butler Company

One Scanlan Sues Two Others for Failing to Deliver Stock. Two Managers of the William Butler Co. Drew \$4,000 Salary. James Butler's Interest was \$25,000.

There is quite a vigorous squabble on in the William Butler Co., which operates about 100 chain grocery stores in Philadelphia, being the second largest chain-store concern in this city. The controversy is among the Scanlans, who have managed the Butler stores since the death of William Butler and the organization of the William Butler Co. Suit has been begun by Lawrence Scanlan against Michael and Patrick Scanlan, on the ground that the two last named have refused to deliver to him 250 shares of the stock of the William Butler Co. as agreed.

It appears from the papers filed in the case that on February 28, 1902, Michael Scanlan and Patrick Scanlan entered into an agreement with Ellen Butler, widow of James Butler, by which she was to sell to them 1,735 shares of William Butler Co. stock. Sometime later Lawrence Scanlan entered the employ of the Butler Co. on the agreement by the two defendants that if he did and remained five years they would give him 250 shares. He says he entered their service and remained there five years, but they now refuse to deliver him the stock.

The exhibits which appear in

connection with the bill in equity filed in the case shows that in September, 1901, Ellen Butler sold the Butler chain of stores to the newly organized William Butler Co. for a sum equivalent to the actual cash employed in the business, based on the cost prices of stock, fixtures and property of all kinds. The company was to make payment by giving \$25,000 worth of the capital stock of the company, \$50,000 in cash and the balance of the consideration at the rate of at least \$50,000 a year. Under this agreement James Butler, the New York chain-store man, bought \$25,000 worth of stock and Patrick and Michael Scanlan each \$12,500. Both the Scanlans were to be employed as managers at \$4,000 a year each, and these positions they have since held. Lawrence Scanlan, the plaintiff in the action, was given \$25 per week.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION**

Where Pennsylvania Food Laws Fall Short

Pennsylvania Dairy and Food Commissioner Foust Tells Association of State and Federal Dairy and Food Departments the Faults in State Food System. How the Press Helps or Hinders in Food Law Enforcement.

[One of the speakers at the Convention of the Associated State and Federal Dairy and Food Departments was James Foust, the Pennsylvania Commissioner. His subject was, "Methods of Enforcing Pennsylvania Food Laws," and the text of the address appears below.]

Seven years prior to my appointment as Dairy and Food Commissioner of Pennsylvania I served as an agent in the field, having charge of the work in six counties in the central part of the State, and, later on, directed the work throughout the Commonwealth. Where laws were violated I instituted prosecutions, or directed the same to be instituted, employed expert witnesses and attorneys, and had general supervision over all cases until they were terminated. I soon learned that the methods employed in one county would not be successful in another. In Pennsylvania the press largely controls the sentiment of the people. In some counties the daily and weekly papers strongly advocate the enforcement of the food laws. In all such counties we experience very little trouble in securing convictions; while in other counties, where the press is disposed to be unfriendly, we very often find sentiment opposed to our methods of correcting the evil of food adulterations. The press is far-reaching, and my instructions to all the representatives of the bureau in the field are to always make the acquaintance of newspaper men and when there is an item concerning our work to see that representatives of the press receive it for publication.

The Dairy and Food Commissioner of Pennsylvania is charged with the enforcement of the following laws: Food, oleomargarine, renovated butter, fresh meat, game and fish, milk and cream (where preservatives or coloring matter are used), vinegar, cheese and fruit syrup.

It is difficult to frame a general law to cover all food commodities, as a law which defines what will constitute an adulteration and properly cover one article will not define and properly cover another;

for that reason we have separate laws and are in need of additional legislation. There are no laws in Pennsylvania coming under the Food Bureau for enforcement covering alcoholic or non-alcoholic drinks, fixing a standard of butter fat for cream and prohibiting the watering and skimming of milk, fixing a standard of fat for ice cream and designating of what it shall consist, and regulating the sanitary condition of ice cream factories and milk depots.

The method of procedure under all the laws except the food law is by misdemeanor. The food law has a civil proceeding which is very unsatisfactory. No police regulation can be properly enforced under this method. The objection to a civil proceeding in Pennsylvania is that many of the magistrates do not properly prepare the record where a case is appealed to court after judgment is given in favor of the Commonwealth. The Commonwealth can make out a complete case, the magistrate takes down what he thinks is sufficient and enters it on his docket, but when the transcript goes to court the most essential testimony which was offered by the Commonwealth frequently does not appear on the transcript; and often, because of an imperfect record, notwithstanding the fact that the article in question was adulterated and a complete case established, the court decides adversely. In addition to this the civil proceeding is too slow and continuances can be secured from time to time for the most trifling reasons. There is also the fact that in many of the counties the civil lists are very much congested and it is years before a case is terminated. This condition does not exist where a defendant is charged with a misdemeanor. The next Legislature will be asked to substitute a misdemeanor for the

To the Trade:

It Cannot Be Too Often Repeated That, in Selling

CEYLON TEA

You Should

TEACH THE CUSTOMER

How to Prepare It.

The Superabundant Life and Vigor of the Ceylon Plant Give Its Leaves

All Tea Properties In High Degree.

3 to 5 Minutes' Drawing With Furiously Boiling Water Suffices to Obtain the

Delicious Aroma, the Delicate Flavor and the Invigorating Tonic.

civil proceeding and to make other needed changes in the food law.

For years the Dairy and Food Department of Pennsylvania was maintained largely from the receipts of the office, consisting of oleomargarine license fees and all fines. This hampered us in prosecuting our cases successfully. Counsel for the defense in their argument created prejudice by contending in court that we were compelled to secure fines in order to maintain the bureau, and quite often this was the means of acquittal.

In 1905 the Legislature made an appropriation providing sufficient funds for the running expenses of all branches of the work, and at the same session further provided that all the receipts of the office be turned into the State Treasury for the use of the Commonwealth.

The following was the appropriation made by the Legislature in 1907 for two years:—

Special agents' salaries.....	\$40,000
Attorneys, detectives and assistants.....	40,000
Clerical and stenographers.....	20,000
Chemists.....	31,500
Traveling and agents' expenses.....	35,000
	<hr/>
	\$166,500

This is as it should be.

The personnel of the Dairy and Food Bureau is as follows: Commissioner, assistant commissioner, accounting clerk, stenographer and bookkeeper, two clerks, messenger, fifteen special agents, eight chemists and four attorneys.

It is the custom to employ local counsel, experts and assistants when necessary. We believe in Pennsylvania that the enforcement of the food laws would be more successful if the Legislature would provide a deputy attorney-general to devote his entire time to the legal branch of the work. This would add prestige in the trial of cases, for we would then have the direct assistance of the attorney-general's department; in addition to this the legal part of the work would be uniform throughout the State.

Co-operation with the local health departments has been helpful in many ways. This is also true with reference to the assistance rendered by the Federal revenue authorities in the enforcement of the oleomargarine law.

The vigorous enforcement of the food laws in the past has brought about a marked improvement in the condition of the food supply in

Pennsylvania. Eight years ago from 70 to 80 per cent. of the food commodities purchased in the open markets and analyzed were found to be adulterated or misbranded. The percentage has been reduced to from 3 to 5 per cent.

There is a great demand in Pennsylvania on the part of the trade for uniformity in National and State food laws. Are we ready for uniformity? Has the National law been sufficiently tried so as to establish the fact that it will accomplish the purpose of its enactment in the protection of the public health? Has its constitutionality been tested by the courts? If the provisions of the National law are sufficient and in harmony with the Constitution, then we should have uniformity, but if we are to have uniformity, we should have something definite with reference to rules and regulations from the authorities having in charge the enforcement of the National Food and Drugs Act as to what shall constitute an adulteration.

Dr. Wiley, chief of the Bureau of Chemistry, Washington, D. C., has rendered valuable assistance to Pennsylvania in many ways in the

enforcement of the food laws during recent years.

JAMES FOUST,
Dairy and Food Commissioner.

Baltimore Packers Answer Combine Suit.

Deny They Control the Market, but Say that there is a Credit Combination Among the Plaintiffs. Say Supply and Demand Control the Price of Fruits and Vegetables.

Special Correspondence of "Grocery World and General Merchant."

Baltimore, Md., August 7, 1908.

In a recent issue of the "Grocery World and General Merchant," in correspondence from Baltimore, it was reported that a large number of fruit and vegetable packers had been sued on the ground of maintaining an illegal combination for controlling the price of produce. As stated at the time the court enjoined the packers named from exercising any control whatever over prices.

The defendants have now filed their answer. As to the allegation of the commission men that they advance annually between \$500,000 and \$600,000 to Maryland farmers and truck growers to enable them

SUBWAY! SUBWAY!! SUBWAY!!!

NOT SUCH A NEW THING WITH US AS WITH SOME PEOPLE

We Have Been Schooling the RETAIL TRADE in SUBWAY PRICES on Groceries and Running Our Business Along These Lines for a Good Many Years

HORSESHOE SALMON, 1-lb. tall cans, 4 dozen . . . per doz., \$1.50
5 or 10-case lots . . . per doz., 1.47½
This special price for the retail grocery trade only, and not over ten cases to any one buyer

Halcyon Brand Fancy New York State Corn in 10-case lots or over . . . per doz., .67½
This is for immediate shipment, f. o. b. factory, Geneva, N. Y. It is packed by the Geneva Preserving Co., Geneva, N. Y., and is one of the best bargains in genuine New York State Corn that we have been able to offer for a long time. Do not miss a good stock of it. Remember, not less than 10 case lots, and f. o. b. factory, Geneva, N. Y.

Mitchell's Standard Brand Baked Beans, No. 3 cans, plain . . . per doz., .65
No. 3 cans Tomato Sauce . . . per doz., .67½
F. O. B. factory, Baltimore, Md., and not less than 5-case lots of either kind or assorted to any one buyer.

Lulu Brand Imported Singapore Pineapple Cubes, in No. 1½ flat cans, 4 dozen . . . per doz., .85
5 or 10-case lots . . . per doz., .82½
This in size, weight and quantity in cans corresponds to the regular No. 2 Domestic Can and is the lowest price and greatest bargain in Pineapple we have ever seen or offered. It makes an elegant can of Pineapple to retail at 10c.

Kent County Brand Early June Peas, No. 2 cans, 10-case lots . . . per doz., \$0.62½
25-case lots . . . per doz., .60

Here is a snap in Peas that you cannot afford to miss.
Cream Ridge Brand Fancy Full Cream New York State Cheese, about 40 to 45 lb. average . . . per lb., .12¾
5 or 10-box lots . . . per lb., .12¾

Blue Jay Brand Fancy Cold Packed Tomatoes, No. 3 cans, 2 dozen . . . per doz., .87½
5 or 10-case lots . . . per doz., .85

Red Ripe Fruit, solidly packed, and goods that will please you.
Genuine Cosmo Buttermilk Toilet Soap, single gr. lots, per gr., 6.50
5-gross lots . . . per gr., 6.40
Less quantity than gross . . . per gr., 7.00

New No. 3 Norway Mackerel, 50-lb. blue painted tubs, about 80 fish in a tub . . . per tub., 4.10
10-lb. pails . . . per pail, .90
5 or 10-pail lots . . . per pail, .87½
8-lb. pails . . . per pail, .75
5 or 10-pail lots . . . per pail, .72½

Old Homestead Brand Pure Cider Vinegar . . . per gal., .12
5-barrel lots . . . per gal., .11¾

Oak Brand Fancy New Moorpark Apricots, beauties, large fruit, very bright, 25-lb. boxes . . . per lb., .12
Commander Brand Extra Choice New Apricots, 25-lb. boxes . . . per lb., .09¾
5 or 10-box lots . . . per lb., .09½

NEWLY MILLED Rolled Oats, best quality, barrels, per bbl., 5.95
90-lb. bags (½ barrel) . . . per bag, 2.87½

These Prices for This Week Only—August 10th to August 15th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

to produce their crops and to bring them into Baltimore, the answer professes lack of knowledge and says that the packers would be pleased to receive information on the subject and full proofs.

The answer relates that it is the custom of the packers to employ buyers to purchase farm and truck products in the open market at such prices that the packers may decide they can pay, and avers that the regulation of such prices is substantially determined by the law of supply and demand. It is alleged that the prices paid are fixed, in the long run, by the prices that can be obtained for canned goods.

As to the charge that the packers entered into a conspiracy to "fix" the market, the answer emphatically denies that the packers conspired with each other for that or any similar purpose.

The answer also denies that there is any noon meeting of certain ones of the packers for the purpose of discussing and regulating the wharf prices of truck and farm products. The answer states that what was usually discussed when the packers came together was the maximum price which could be paid under existing conditions for the several truck commodities then in season and all other information bearing on the topic. The answer declares that these discussions took place as a rule when the packers were at luncheon, and denies that there was any committee appointed for the purpose of arranging a conspiracy as charged. The answer declares that no one of the packers ever surrendered liberty of action to another person or corporation.

The answer denies specifically that the prices of any such commodities, as peas, strawberries and string beans have been arbitrarily fixed by the packers, and alleges that the only influence that has ever been exerted on the prices of these articles is that arising from an exchange of information and opinions, as has been described. The answer alleges, for instance, that more has been paid for peas and string beans since the beginning of this year's packing season than in any recent year.

As to the threatened reduction of the market, as the result of the things alleged in the bill of complaint, the answer says that the chief danger is that the packing industry will become unprofitable and will have to be abandoned, in which

case the loss to the complainants will doubtless be very serious.

The answer denies that the packers have caused any damage, irreparable or otherwise, to the complainants. The only combination and conspiracy which exists, the answer alleges, is the one that has existed among the commission men for many years and which is so absolute and complete that if any packer in Baltimore disputes any bill or claim, or any item of any bill or claim, which has been presented to or made upon him by any of the complainants, none of the other commission men will sell him any products whatever, by which alleged combination the commission men have for years rendered it practically impossible, except at the risk of great loss and injury, for any Baltimore packer to resist any claim made upon him by a commission merchant.

A. P. ROBERTS.

Raised Sugar and Coffee Freights Inaugurate Freight Advance.

Freight rates on sugar and coffee were increased on August 1st by all trunk lines between New York and Chicago. The rate on sugar was increased from 26 to 28 cents a hundred and from 27 to 30 cents on coffee. The schedules on coffee and sugar were filed with the Interstate Commerce Commission more than a month ago. Other advances in freight between the two points will go into effect August 15th. As to when the general increase on all classes of freight will go into effect is still in doubt. The railroads have been planning to bring about the raise by October 1st, but as the complete schedules have not been filed with the Interstate Commerce Commission this cannot be accomplished, owing to the law requiring thirty days' notice. W. C. Brown, senior vice-president of the New York Central, who has been taking an active part in the discussion of the rates, pointed out that the increase of the freight on sugar and coffee would mean only a fraction of a cent increase in cost to the consumer. Mr. Brown insists that the increase in freight rates will be a benefit to the general public, and will be a long step toward restoring normal business conditions.

Improved lima beans average \$2.50 per hamper, and the ordinary \$1.50. The hamper holds about two baskets. The demand is good.

"OLD DUTCH" SPICE CADDY

FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

Your Best Rolled Oats Year is at Hand Provided You Push MOTHER'S OATS



Exclusively!

**\$1.27 to \$1.45
PER 36 PACKAGES
PROFIT**

**THROUGH OUR
SPECIAL DEAL**

Order at once from your jobber

You can afford to push this "Quality Brand" exclusively at these "Quality Profits"

**THE GREAT WESTERN CEREAL CO.
CHICAGO**

Grocery World AND General Merchant

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Monday, August 10, 1908.

No reasonable man can deny that the manufacturer who permits a department store to sell his goods at a price impossible to the retail grocer is an enemy to that retail grocer and should be treated like one.

The following is from the department store advertisement of the Henry Siegel Co., Boston, Mass.:—

QUAKER OATS

10,000 packages of Quaker rolled white oats, retailed everywhere at 10c to 12c package. Special, for this sale only (4 pkgs. limit) **5½ c.**

The "Grocery World and General Merchant" is informed that the Quaker Oats Co. maintains a permanent demonstration in the Siegel store and that on certain days Quaker oats have been sold there as low as 4 cents.

The department store grocery has apparently come to stay, and the "Grocery World and General Merchant" would not now go so far as to contend that the regular trade could reasonably expect a manufacturer to refuse to sell it. But when the manufacturer goes further and permits a department store to slaughter the price—remember this cannot be done without the manufacturer's consent—he

strikes a blow at every retail grocer in the department store's territory, who by the department store's act finds himself, absolutely beyond the power to compete. The manufacturer is fond of pleading that he cannot help what the department store does; he can help it. Not a court in the land would permit the Siegel store to sell Quaker oats at 5½ cents against the manufacturer's complaint that his business was being undermined and ruined. The manufacturer doesn't want to help it, though it is decidedly against his own interests for him to feel that way.

There can scarcely be a crueler food fake than that perpetrated by the Digesto coffee people, which is exposed in this issue on the authority of the United States Government. The Digesto people went particularly after people whose health had been hurt by coffee or who thought it had been. To them they represented on the label that "refined (Digesto) coffee will not hurt you; the excess of irritating bitter poison is taken out of this coffee. It is refined by both mechanical and chemical processes."

The Federal food authorities, after analyzing Digesto, found that the sample "corresponded very closely in composition with the average roasted coffee, contained a normal amount of caffetannic acid and caffeine, and had not been treated in any manner so as to produce a material difference between it and the average coffee."

In other words, the whole Digesto claim was a fake; a lie out of the whole cloth; a fraud upon the people, particularly on sick people. The man who can prey upon ill health whether it is real or whether it is fancied, must have a heart like a stone.

Every man who has been in business for any time and who has

Schepp & Co.'s
Curious Blunder.

passed through several of the dull periods which inevitably overtake at times the commercial world, knows that there is nothing more sensitive than the sensation of prosperity. He knows that with every condition favorable for good times a pessimist may start a panic at any time, day or night. Apropos of this is the old story of the perfectly well

man whose friends conspired to give him a fright. One after another, purposely meeting him, remarked upon his ill appearance, and in a very few hours the man was helplessly ill in very truth. If some person can only be found to reiterate "times are hard," "times are hard," "times are hard," there will always be a sufficient number of credulous people, no matter what the conditions are, willing to believe it and to act accordingly. Thus is business adversity born nine times out of ten.

All this is by way of preliminary to remarking upon the egregiously bad judgment shown by L. Schepp & Co. in a circular letter they have sent broadcast to the grocery trade. It appears below with the important paragraph italicized:—

Dear Sirs:—We address this letter to you as we are doing to 3,000 or 4,000 of our trade to ascertain the real conditions of the grocery, baking and confectionery business of this country, and to

what extent it has fallen off, and cause.

If you are interested and care to fill out the blank attached herewith, we will be pleased to return you the result of our inquiries and investigations. Same will be treated confidential and the result will be given as a whole.

We have received quite a few replies to questions as per above before we thought of making it general, the result of which showed a falling off of general business in the East and Middle West of about 20 to 25 per cent., and from 25 to 30 per cent. on luxuries.

We have no reports from the South, but we expect to get them in this canvass.

Very truly yours,
L. SCHEPP & Co.

This letter would have produced the desired result quite as capably without this blighting paragraph. Nay, it would have produced better results, for the influence of that ominous 25 per cent. "falling off" would not have been there to begloom the utterances of a large proportion of those who read it. It almost seems as if Schepp & Co. were inviting pessimism.

Schemes to Get Rich Quickly

The "Grocery World and General Merchant" has had considerable to say about the gold mining and various other speculative schemes that business men are offered every day in the week.

Sitting in a physician's office the other day, the same subject came up. The doctor said he had just seen in the "Medical World" the best article on the subject he had ever read. He loaned me the paper and I am reproducing a part of it below. Every word is true, very tersely and strongly put:—

I have studied the subject of mining very closely and from the standpoint of experience I am going to again warn my brethren in the profession against indiscriminate investments in this class of securities.

In the beginning, I desire to state that there are mines and—mines. If you don't know anything about mining conditions—and it is a safe bet that you do not—then you had better not invest. It may be that by refraining from making a mining investment you might lose a bonanza, but the chances are that you are just saving some of your hard-earned cash. Not one in every hundred of the prospects that are exploited ever amount to anything.

Let me tell you how the scheme is worked, so that you may understand how futile it is for you to

expect to derive anything from your investment. Several men get together and locate ground in a mining country. They will locate several groups of claims in various sections of the country. They incorporate under the loosely constructed corporation laws of the western States. They vote themselves so much of the stock. They then vote, say, 500,000 shares into the treasury. This is placed on the market with a very flowery prospectus usually showing results from the other great dividend-payers in the district. That is the best sucker bait known. The sucker reads that the Consolidated Cuprie Sulphate, or some other great mine, pays 'steen hundred dollars dividends to its stockholders every six months, and that the aforesaid mine is only just over the big hill from this mine that they are trying to sell you stock in. The mining promoter thus unloads large blocks of treasury stock in a half dozen claims. Perhaps—if he is honest—the money really goes into development work; but what if it does? Don't you see that with several different groups of claims all incorporated under different names being pushed by the investors' money, the mining man himself not investing a penny, that he (the mining man) stands to win on one or more of them? If he and his colleagues win, they hold three-fourths of the stock. They are on the ground and know how near they are to the lead. As they obtain knowledge that there is going to be a strike made, they immediately get together and on the plea of needing more funds, levy an assessment. The small investor pays one assessment, possibly two, but soon gets tired of digging up

his hard-earned mazuma to have it fed into a hole in the ground God knows where, so he quits. That's just what they expect him to do. After advertising, they buy the stock in themselves. See the point?

Now let me briefly outline another contingency: We will say that the investor has accidentally stumbled upon an honest investment—and there are many such. The money that he pays in is used honestly and economically toward making a mine. The promoters strike ore in paying quantities. They are at once confronted with two great problems: transportation and a market. The trust controls both. The ore will likely lay in the slopes for years unless the trust sees fit to move it, and they will not see fit to do so unless the ore belongs to them. In other words, they will force the small fish to sell the mine at a fraction of its real value, and the small shareholder receives but a meager profit for his investment. The history of all mining camps teems with just such incidents.

Now for the third and last contingency: The investor makes a lucky strike and gets his money into a real producer, one that has a market and has adequate shipping facilities. It begins to pay dividends. How much? Well, investigate and find out how much the greatest dividend-payers in the country distribute yearly. I don't mean monthly. Take the average for the year and estimate how much you would make on your own savings should you hold stock in one of these. The average is less than 15 per cent. on your investment. But, say you, 15 per cent. is good. True; but did you stop long enough to reflect that a mine is not inex-

haustible? The most likely looking lead in the country is liable to pinch out at any moment and leave a mass of expensive machinery and miles of tunnel absolutely worthless. Did you figure on a strike or lock-out that might tie your mine up for a year without it returning you a cent? Did you figure how long it would take to get your original investment back, even if the mine did run? Did you figure that even after the ore body is discovered, that there remains the expenditure of thousands of dollars before it can be milled or marketed? All of these things have to be taken into consideration when you invest in mines.

I divide all these speculative schemes into two classes: 1, pure fakes, and those that are not fakes, though doubtful investments for you because in them you are at the mercy of other people.

Even if you invest your money in a company which has something, which is not a fake in any sense of the word, you're hopelessly helpless. You may own ten shares out of ten thousand. You are reasonably sure not to own a majority. Your vote in the stockholders' meetings is as if you never cast it. In the absence of fraud, you are of no more account around that corporation than if you didn't belong to it. Not as much, sometimes. And it is always a corporation.

Personally I should prefer putting my money where I can see it and control it. Or at least know who is controlling it if I'm not.

E. J. B.

Say Chicago Retailers' Profits Are Excessive.

Commission men along South Water street, Chicago, have declared war on retailers of fruit and vegetables, whom they claim are demanding excessive prices for fruit and vegetables, thereby restricting sales and turning thousands of dollars' worth of goods from the Chicago markets which would otherwise be handled there. An appeal is to be made to housewives to protest against the high prices charged for fruits that are selling reasonably low at wholesale, but, the jobbers say, are retailed at exorbitant prices in order to heap up profits. A prominent South Water street commission man cites cantaloupes as one of the products that sold wholesale at \$1 to \$1.50 for a crate containing fifty-four melons, while retailers held prices up to 10 cents per melon, therefore cutting off the consumption and ruining the market.

Rolled Oats Rise Again.

High Price of Raw Oats and Scarcity of Old Causes Advance.

The rolled oats market, which has been decidedly uncertain for several months, took another upward turn during the week, and the market advanced 50 cents on the rolled product in bulk. Before that all millers were on a parity of \$5.70 per barrel. The present price is \$6.20. No change was made in package oats, but if the bulk market advances much further the millers say there will have to be.

The oats market is undeniably strong. Spot old oats are almost exhausted, and new oats will not be milled before August 15th. The price of raw oats is also very high, old oats commanding 59 cents Chicago and new 46 cents.

Little Thompson seedless grapes are coming from California and range from \$1.25 to \$1.50. The demand is fair. Delaware grapes are also coming from North Carolina at \$2 and Moore's Early from Maryland and Delaware. The latter range from 90 cents to \$1. Grapes are selling only fairly.

There is Money in Butter Color!

Retailers are finding that there is money in butter color if they handle our

DANDELION BRAND BUTTER COLOR

PURELY VEGETABLE

because there is a demand for our Color—90% of the buttermakers refuse to use any other color.

You take no chances in carrying it, for the great majority of the country's buttermakers won't use anything else.

Write to-day, for prices, sizes and advertising matter.

This Trade Mark has appeared on our Butter Color for over 25 years.



WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

Fly More Deadly to Grocers than the Lion

So Says Pennsylvania Dairy and Food Department in Current Bulletin. Pennsylvania Wants Federal Food Officials Stirred Up. Several Vinegar Frauds Detected.

The latest number of the bulletin of the Pennsylvania Dairy and Food Department, after emphasizing the fact that flies and bugs are abroad, shows where this fact affects the grocer in the following language:—

Do you realize the state of the public mind, Mr. Grocer? Are you complying with hygienic rules and regulations? Are your berries and your fruits and your vegetables carefully screened from the unwelcome and too frequent visits of the pests that abound during the hot months? Do you realize the truth of the declaration that the fly may be a more deadly visitor to your place of business and from thence to the homes of your patrons than the fierce tiger of the Asian jungle or the lion of the African wild? You should know this truth by this time; for it has been repeated again and again by those who are set as guardians of the public health and the purity of the food which is consumed by the families of the Commonwealth. This is meant as another kindly, if somewhat urgent, invitation to enforce at once and permanently hereafter the best sanitary rules. You will never regret it, for your conscience will applaud your action and your patronage will greatly increase.

The Dairy and Food officials do not subscribe to the delay of the Federal officials in not enforcing the law against benzoate and other preservatives. Following is the statement of the duty of the United States Secretary of Agriculture as Pennsylvania Commissioner Foust sees it:—

It is evident, however, that the Secretary of Agriculture at Washington needs to be stirred up. One thing that is urgently needed is the better enforcement of the law. Prosecutions should be promptly instituted against manufacturers of tomato catsup whenever investigation reveals the fact that although the catsup is labeled to contain one-tenth of 1 per cent. of sodium benzoate it really contains two-tenths and frequently three-tenths of 1 per cent. of that drug. The label, in such instances does not tell the truth and, therefore, flatly violates the law which was enacted to compel labels into the truth-telling habit. During the past year eighty different brands of catsup were analyzed in Pennsylvania. Of these thirty-five manufactured in other States, were found to be unfit for food, for the reason that they contained an excessive quantity of benzoate of soda, a quantity which rendered them injurious to health and therefore outlawed them. The sale of catsup prepared in that manner should be prevented. But the Food Commissioners of the several States should not be compelled to correct this evil, because the National law was enacted for that purpose. The Commissioners

throughout the country are kept fairly busy looking after the commodities prepared and consumed within their respective States. Besides, if the National law means anything, it certainly means that evils growing out of the poisoning of catsup and other food products by the introduction of excessive quantities of dangerous preservatives should be corrected by the prompt arrest of the manufacturers. That would cure the evil.

The summary of the month's business is as follows:—

REPORTS OF ANALYSES.

Butter Samples, 103.

Colored oleomargarine	11
Pure	96
Uncolored oleomargarine	2
Total	103

Meat Samples, 1.

Preserved	1
Oleomargarine Samples, 9.	
Uncolored	9

Pure Food Samples, 51.

Adulterated	6
Complying with law	37
Ice cream, no law for same....	8
Total	51

Vinegar Samples, 25.

Adulterated	19
Pure	6
Total	25

SUITS AND PROSECUTIONS.

Meat Cases, 1.

Terminated	1
Oleomargarine Cases, 7.	
Terminated	7
Pure Food Cases, 6.	
Terminated	6
Vinegar Cases, 19.	
Terminated	19

LICENSES ISSUED FROM JANUARY 1, TO JULY 15, 1908.

Oleomargarine Licenses, 293.

Boarding House	7
Restaurant	3
Retail	274
Wholesale	9
Total	293

Renovated Butter Licenses, 11.

Retail	10
Wholesale	1
Total	11

Total amount of money received from said licenses for 1908 is \$32,613.46, and this sum has, in accordance with law, been deposited in the State Treasury.

The adverse reports of the State chemists, a number of which are reproduced below, show that vinegar frauds have broken out again:—

Sample bought of Wm. G. Ih-rig, New Kingston. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of J. L. Maxwell, 3245 Lombard street, Philadelphia. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Thos. Mulhol-land, Jeannette. Sold for butter.

Chemist's report—Colored oleomargarine.

Sample bought of Keystone Hotel, C. C. Brown, Greensburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of wagon, Greens-burg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Pollitt's Cafe, 236 Diamond street, Pittsburg. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of Restaurant, Frank J. Broadhead and J. C. Hudson, 1321 Wylie avenue, Pitts-burg. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of John Rippel, 1217 Fifth avenue, McKeesport. Sold for fresh chopped meat. Chemist's report—Preserved with sulphites.

Sample bought of A. J. Hoff-man, Bradford. Sold for oleomar-garine. Chemist's report—Oleo-margarine; no license for sale at wholesale.

Sample bought of Andrew Foll-mer, Milton. Sold for tomato ket-chup. Marks on package—Oakdale Tomato Ketchup. Chemist's re-port—Contains an excess of sodium benzoate.

Sample bought of M. Jacobs, 1533 Columbia avenue, Philadel-phia. Sold for extract of beef. Marks on package—The Pioneer Packing Co., Omaha, U. S. A. Chemist's report—Contains potas-sium nitrate.

Sample bought of The Cudahy Packing Co., Ninth street and Gi-rard avenue, Philadelphia. Sold for tomato bouillon. Marks on pack-age—The Cudahy Packing Co., Omaha, U.S.A. Chemist's report—Contains an excess of sodium ben-zoate.

Sample bought of S. B. Charters, corner Second avenue and Grant street Pittsburg. Sold for cider vine-gar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of Fred. Haffield, 220 Diamond street, Pittsburg. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of P. H. Butler Co., 1723 Fifth avenue, Pittsburg. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of J. Forgott-stein, 3224 Centre avenue, Pitts-burg. Sold for cider vinegar. Chemist's report—A distilled vin-egar, low in acidity and colored with caramel.

Sample bought of P. H. Butler Co., 818 E. Ohio street, N. S., Pittsburg. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of Victor Waag, 713 East street, N. S., Pittsburg. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of Peter Fey, 311 Eighth avenue, Homestead. Sold for cider vinegar. Chemist's re-port—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of P. H. Butler Co., 2900 Penn avenue, Pittsburg. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of P. H. Butler Co., 1800 Beaver avenue, N. S., Pittsburg. Sold for cider vinegar. Chemist's report—A distilled vine-gar, low in acidity and colored with caramel.

Sample bought of Jacob Moret-sky, 2116 Fifth avenue, Pittsburg. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of Henry Stahl, 4749 Second avenue, Pittsburg. Sold for cider vinegar. Chemist's re-port—Watered and very low in acidity.

Sample bought of P. H. Butler Co., 5041 Second avenue, Pittsburg. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of P. H. Butler Co., 639 Braddock avenue, Braddock. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of Mrs. Kate Murray, 106 Braddock avenue, Braddock. Sold for cider vinegar. Chemist's report—A distilled vine-gar, low in acidity and colored with caramel.

Sample bought of Sims & Mof-fett, 625 Walnut street, McKeesport. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of P. H. Butler Co., 4122 Butler street, Pittsburg. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of Patrick Hem-mill, 310 Third street, Carnegie. Sold for cider vinegar. Chemist's report—A distilled vinegar, low in acidity and colored with caramel.

Sample bought of G. Wilson Mil-ler, Butler. Sold for cider vinegar. Chemist's report—A distilled vine-gar, low in acidity and colored with caramel.

Sample bought of P. H. Butler Co., 228 Eighth avenue, Home-stead. Sold for cider vinegar. Chemist's report—A distilled vine-gar, low in acidity and colored with caramel.

Sample bought of P. H. Butler Co., 2900 Penn avenue, Pittsburg. Sold for butter. Chemist's report—Butter.

AMONG THE TRADE.

Some packers have named new prices on Sockeye salmon. The fig-ures are \$1.05 for halves, \$1.65 for tails and \$1.75 for flats, f. o. b. the coast. These prices are about the same as last year's opening.

The fact that Southern rice sell-ers anticipated the market too largely has caused a temporary flurry here. Buyers paid 7½ cents delivered for fancy head rice during the week, and good stock is ex-tremely scarce.

French mushrooms have advanced again, about \$1 a case. The recent decline was mostly because the de-mand was extremely light and hold-ers got anxious. The low prices have sold so many goods that they now feel justified in advancing.

Mr. A. M. Warren, Philadelphia sales manager for the Great West-ern Cereai Co., sailed for Europe on Saturday last. In conjunction with Mr. Hamlink, Eastern sales mana-ger, he will introduce his firm's brands in European markets.

Written for the "Grocery World and General Merchant."

How One Veteran Grocer Answers the Cut Price Problem

Shows Customer Dazzled by Cut Price on Something Like Sugar That the Cut is Always Made Up in Some Way. As to Collecting Bad Debts.

Having just returned from a short vacation and looking over your esteemed paper, which I have read for a number of years, I felt deeply interested in the question on page 8, July 20th, and the replies in the next number, July 27th. I am, therefore, too late with my answer to expect it to be published, but being a little anxious to introduce myself will say that I am now just entering my fiftieth year in the grocery and general store business, deducting a part of the year 1863, all of 1864, and most of 1865, which I spent as a soldier in the Civil War. I have heard that same talk at different times and quite often all along these years. The first case as I recall was that of a customer that told me he could buy sugar 1 cent per pound less than my price, or 1/2

cent a pound less than it cost. I asked him if he had to buy anything beside the sugar. He said yes, a pound of tea, 50 cents. I gave him a sample of tea that I was selling for 35 cents a pound, which cost me 22 cents. He afterwards told me my tea was the best of the two, and then showed him that he was out 5 cents on the deal.

I never had a case after that where the cut price was not more than offset by short weight, or by a larger price for some other article or articles.

And now I want to ask you a question and would like to have your advice and theirs. I have many customers whom I trust by agreement, from one railroad or mill pay day to another who do not pay me, though they invariably get

theirs, and I often let them run over, they having some excuse. When I cannot wait any longer they not only stop trading, but pay nothing on their old bill, nor do they pay me cash for any more. What would you advise as to the following being published in our village paper, viz.: "All persons indebted to me for goods or bills long past due who are not making any payments or buying any goods from me are requested to call at my store within five days and give me a due bill or I shall offer their accounts for sale at public auction."

If you would not approve of the foregoing, please recommend something better.

P. J. SCHERMERHORN.
Mechanicville, N. Y.

NOTE.—Answering this correspondent's query regarding the sale of bad debts, I see no reason why the paragraph he submits should not be published; it might frighten some of the delinquents into settling. As to actually advertising the accounts for sale, while he has a perfect legal right to offer for sale any established claim against another, there are two points to watch in advertising bad debts for sale. First, the fact that no bill is adver-

tised about which there is any dispute. If he declares in public that John Jones owes him money when John Jones in fact does not, he makes himself liable to an action in damages. For this reason it is much safer to reduce the claims to judgment and advertise the judgments. There can be no reasonable dispute about a judgment that has not been defended or appealed from. Second, the correspondent should be sure that in advertising the accounts for sale he does not hold the debtors up to public odium or ridicule. This the law does not permit. A simple statement that "I hold certain claims against the following persons, which I will offer for sale," etc., etc., is about all the law allows in such a case. For this reason also it is much more satisfactory to get judgment and advertise it, though naturally it costs more.—Ed.

Mrs. Williams' Brands OF PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.



More Customers=How YOU Can Get Them

By selling your customers goods of such quality that they will tell their friends about them, and those friends will come to you to buy those goods.

The housewife who insists upon the highest quality is the customer who will give you the most profitable trade.

She will buy more than others.

She will pay better prices than others.

We are spending thousands of dollars in our advertising and telling the housewives of this country the quality and convenience of

Veribest-Meats

to help you cultivate the trade that is worth most to you—trade that is attracted and held by quality.

Keep Veribest Meats prominently displayed on your shelves and with a little effort you will be pleased with the results.

ARMOUR AND COMPANY

The New York Letter

Forecast of New York State Convention. New York Chain Store Concern in Trouble. Union Squabble Over Non-union Grocery Clerk. Requiring Licenses for Sale of Alcoholic Soda Drinks. Small News of the New York Trade.

Special Correspondence of "Grocery World and General Merchant."

New York, August 7, 1908.

The more important of the addresses scheduled for the eighth annual convention of the New York State Association of Retail Grocers in Jamestown next week are:—

Monday, August 10th.—Call to order by President D. D. Churchill, of the Jamestown Retail Grocers' Association; welcome by Mayor S. A. Carlsen and response by President C. S. Tuttle, of Hornell, the president of the State Association; greeting by Secretary E. Cawcraft, of the Jamestown Chamber of Commerce, and response by C. E. Durgin, Rochester; addresses by L. J. Callanan, New York; President H. Lohman, of the Brooklyn Association, and the Hon. A. C. Wade, Jamestown.

Tuesday, August 11th.—Address, President Fred. Otten, of the New York City Association; address, "The Necessity of Organization," National Secretary John A. Green; "Maintaining the Minimum Retail Selling Price," J. W. Pratt, Olean; addresses by former president Charles Lamy, Buffalo; H. O. Wilkie, Amsterdam, secretary of the Central New York District Association of Retail Grocers; Fred. Mason, former national secretary. Ellwood Hanson, the vice-president of the Brooklyn Association, will submit his report as a delegate to the national convention.

Wednesday will be devoted to entertainments and an excursion. Thursday, President Churchill, of the Jamestown Association, will deliver an address; officers will be elected and a place will be chosen for the next meeting.

Bankruptcy proceedings were begun Saturday against the Robert B. Reilly Co., which up to that day had operated a chain of 21 tea and coffee stores, 9 of which are in New York, 3 in Brooklyn, 2 in Newark, N. J., 2 in Buffalo, N. Y., and 1 each in Troy, Rochester and Syracuse, N. Y., Pittsburg and McKeesport, Pa.

Mr. Reilly, who established the business 35 years ago, died last September. The business, having been incorporated back in 1900, was continued by the corporation, but dissensions arose. It was said a short time ago that Edward J. Sullivan had been succeeded as secretary and general manager by James Van Dyk, but Mr. Sullivan declared that the attempt to remove him was illegal.

The company's offices were at one of its oldest stores, at 38 Whitehall street, in the wholesale district near the Battery. It is understood that Mr. Reilly made a comfortable fortune and the business was prosperous while he lived. He made a feature of tea at 35 cents a pound.

The bankruptcy petition was filed by Abbie A. Reilly, as administratrix of the late Mr. Reilly, whose claim is for \$20,000, money loaned to the company by Mr. Reilly in his lifetime; the L. H. Starkey Co., \$686 for merchandise; the James Van Dyk Co., \$114 for rent. It is alleged that the company is insolvent and recently made preferential payments to the amount of \$5,000.

Since Mr. Reilly's death Mrs. Reilly has been the treasurer and William F. Hagerty the president. It is hinted that a reorganization will follow the bankruptcy proceedings. William Henkel, Jr., has been appointed receiver, with authority to continue the business for 30 days.

Mrs. Annie Stenger, who has a market and provision store at 1745 First avenue, yesterday caused the arrest of two members of the Butchers' Union for distributing cards asking people not to patronize her store. She had employed a man who is not a member of the union and a boycott followed. At the trial before Magistrate Moss the men were represented by the attorney of the union. It was admitted that the men distributed cards, but the attorney claimed that they had a legal right so to do. The magistrate held that they had no such right, and on the lawyer promising

that the distribution of the cards would cease the men were discharged.

Some inquiries are being made by Federal employees with reference to the sale at soda fountains of beverages generally regarded as temperance drinks, but which are supposed to contain small quantities of alcohol. The inquiries, it is said, are made with a view to determining if licenses should not be required under the Internal Revenue Law. Another point is to learn whether or not people are misled into drinking alcoholic beverages under names that do not indicate spirits, and so if, under the pure food law, something should be done so that the patrons of the fountains shall know exactly what they are drinking. It is possible that the State authorities are also taking a hand in the work of investigating this subject.

P. T. McTighe, the president of the McTighe Grocery Co., died Tuesday in his home in Binghamton, N. Y. He was a member of the New York State Wholesale Grocers' Association and was the president of the Binghamton Board of Trade. Mr. McTighe was active in the movement which resulted in improving the conditions of the fishermen of the County Kerry, Ireland, and was long active in Irish national movements.

Kirkman & Son have bought a building at 303-305 Bridge street, near the heart of the shopping district of Brooklyn, and will remodel the structure for use as the main downtown premium office. A brick extension is being added to the branch premium office at 21 Sumner avenue, in Brooklyn.

What organization can do was illustrated Wednesday when an order was received in this city from Secretary Cortelyou, of the Treasury, suspending for 30 days the former order which restored the tax of \$1.10 per proof gallon on all Porto Rican bay rum imported into this country. The importing companies acted promptly and in harmony in protesting against the return of the tax and in demanding relief. The suspension permits the importers who had bought heavily on the supposition that there would be no further tax to save themselves from loss by bringing over whatever sup-

plies they need to fill contracts before the end of the 30 days. While appreciating this relief, the importers are to continue their efforts however, to have the tax again taken off and kept off.

According to reports received here, methods of enforcing the oleo laws so as to prevent deception was one of the important subjects discussed at a session held behind closed doors during the food conference this week at Mackinac Island, and the general sentiment was in favor of even more drastic regulation than is now provided in the several States.

FRED. A. MCGILL.

Pennsylvania News Items.

In preparation for presenting the case against the alleged swindling United Butter and Egg Co., which recently extended its operations out from York, Pa., all over the State, it has been ascertained that there are 114 creditors, whose claims go over \$25 each, and a list of about 100 smaller creditors. The total of the claims is something over \$20,000. Although technicalities stood in the way of extraditing the members of the firm from New York after their arrest there, the charges brought against them by the postal authorities for fraudulent use of the mails will probably be taken advantage of. The prisoners must be brought to Scranton on this charge and once in this State the warrants for swindling can be served again. About 10,000 pounds of butter and about 8,000 dozen eggs, seized for the creditors and kept in cold storage here, have been sold.

Buffalo Against Department Stores

A new licensing ordinance, designed to put department stores out of business, is before the Ordinance Committee of the Buffalo (N. Y.) Board of Aldermen for consideration at the next meeting of the committee. The second section of the amendment is the one designed to bar out department stores. It follows:—

No such license shall be issued to any person, firm or corporation to transact or carry on more than one line of business unless such two or more lines of business are carried on each in a separate store not connected by a doorway or passageway with any other store in which another line of business is carried on by such license.

A fine of \$50 to \$250 is provided for violation of the ordinance.

Digesto Coffee Fake at Last Shown Up

Federal Food Authorities Seize 210 Packages and Confiscate it on the Ground that its Claims of Extra Healthfulness Were False.

The Digesto coffee fake which the "Grocery World and General Merchant" exposed several months ago, and which was an echo of the Tabard Inn coffee fake, has at last been turned inside out by the United States Government. The United States Department of Agriculture has sent the "Grocery World and General Merchant" during the week notice of Judgment No. 4 under the Federal food law, the subject of the confiscation here being 210 packages of Digesto coffee.

This case grew out of the following state of facts:—

On or about March 24, 1908, an inspector of the Department of Agriculture located on the premises of the Metropolitan Steamship Co., India Wharf, Boston, Mass., a consignment consisting of a number of cases, each of which contained one dozen packages of "Refined Coffee, Digesto Brand," subject to the order of the United States Coffee Refining Co., of New York City. The label appearing on each in full was as follows:—

Refined Coffee, Digesto Brand. —This high-grade coffee is the only really refined coffee known. The excess of both caffeine and caffe-tannic acid has been removed. Consequently, its flavor is better than other coffee, because this bitterness and acidity have been extracted. Does ordinary coffee hurt you? Many people cannot drink unrefined coffee because it contains the irritating poisons, caffeine and tannic acid. They produce—head-ache, wakefulness, palpitation of the heart, nervousness, nervous dyspepsia, indigestion, biliousness, languid feeling, heartburn, depression of spirits, irritability, tremulousness, caffeinism. (See Century Dictionary.) Why refined coffee will not hurt you: The excess of irritating bitter poison is taken out of this coffee. It is refined by both mechanical and chemical processes.

The product was misbranded in violation of Section 8 of the Food and Drugs Act, as appeared from the analysis made by the Bureau of Chemistry, Department of Agriculture, the results of which are below set forth, in that it purported to be a refined coffee, when as a matter of fact it was not, and in that the following statements were made which were false, deceptive and misleading: It was claimed that the coffee, by reason of its purity, was the best in the world for flavor and

aroma. It was represented that the excess of both caffeine and caffe-tannic acid had been removed from the coffee, whereas in truth and in fact no portion of these substances had been so removed, unless by the removal of a portion of the substance of the coffee itself; that its flavor was better than any other coffee because bitterness and acidity had been extracted; that the reduction of the bitter and acid elements left the coffee in a highly purified form; that the excess of irritating bitter poison had been taken out of the coffee, and that it was refined by both mechanical and chemical processes; and that the manner in which the coffee was prepared permitted the real flavoring constituent—an aromatic oil—to be extracted easily by boiling.

A sample of the coffee was obtained by an inspector of the Department of Agriculture, and on analysis the results given below were obtained. At the same time an analysis of a sample of ordinary roasted coffee purchased on the open market was made and these results are also given for comparison:—

ANALYSIS OF "DIGESTO" AND OF ORDINARY COFFEE.			
DETERMINATION	"Digesto" coffee.	Ordinary roasted coffee.	
Water (per cent.).....	2.45	3.19	
Ash (per cent.).....	4.23	3.92	
Alkalinity of ash (cc of normal acid per 100 grams of material)	48.2	48.4	
Fat (per cent.).....	14.10	15.92	
Proteids (N×6.25) (per cent.).....	12.43	13.50	
Chloroform extract from alkaline solution of the water extract.....	1.24	1.30	
Acidity (cc of normal alkali per 100 grams of material).....	22.0	28.0	
Caffe-tannic acid (per cent.).....	10.88	10.67	
Caffeine (per cent.).....	1.06	1.04	

The results of these analyses showed that the sample of "Digesto" coffee corresponded very closely in composition with the average roasted coffee, contained a normal amount of caffe-tannic acid and caffeine, and had not been treated in any manner so as to produce a material difference between it and the average coffee.

On March 25, 1908, the facts were reported by the Secretary of Agriculture to the United States Attorney at Boston, Mass. Libel for seizure and condemnation was duly filed in the District Court of the United States for the District of Massachusetts, under Section 10 of the act, with the result hereinbefore stated.

"Leaders"

FOR GROCERS

The special pages of our August catalogue contain an unusually large number of the sort of bargains which pull business in grocery stores.

For instance, big-looking, popular priced Homegoods in the following lines:—

Glassware	Enameledware
Crockery	Kitchen Hardware
Imported China	Tinware
Woodenware	Notions
Stationery	Grocers' Sundries
School Supplies	Etc., etc.

The grocer who does not get the book and study the yellow pages will lose money.

If your copy is not at hand, ask for catalogue No. D 676.

Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

SAMPLE HOUSES—BALTIMORE, DALLAS,
OMAHA, SAN FRANCISCO

WE HAVE INTERESTING PRICES ON

Galvanized Wash Tubs

AND

Galvanized Water Pails

And will be pleased to have your orders.

**JAMES M. VANCE & CO.**

Wholesale Hardware

211 and 213 Market St., Philadelphia

Oakdale Steam

Crisp Pretzels Salted

☞ Genuine steam process.
Taste better and keep
longer than any other
kind. Acknowledged
"Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.

Oakdale Building, Philadelphia, Pa.

Our personal canvass
indicates that 93 per
cent. of the stores
handling Flour sell

Millbourne

Are you among the
7 per cent. who don't?

MILLBOURNE MILLSSixty-Third and Market Streets
Philadelphia, Pa.

On the Streets at Night

You occasionally get on the
street at night, and every now
and again you stop before the
brilliant windows of the depart-
ment stores.

What makes them brilliant?
The goods displayed? It is the
abundant light, under which
almost any goods would make
a brilliant window. You wouldn't
be half so well interested in the
window if it wasn't so bright
with light.

Apply this logic to your own
store. Is it so bright with light
that it interests people in the
streets at night?

If it isn't we can make it so,
very inexpensively.

The
Philadelphia Electric Co.

Tenth and Chestnut Streets
Philadelphia, Pa.

What Rennet Must Do to Be Good

Good rennet has gotten
to be one of the most
staple dessert specialties
that a grocer can sell.

If it is good. To be
good, it must coagulate
milk in a few minutes
and it must not spoil.
**James T. Shinn's Liquid
Rennet** fills these require-
ments under a double-
barreled guarantee. And
besides that, it has the
flavor—the clean, deli-
cate, penetrating flavor
that makes rennet-eating
grow into a habit.

As to profit, \$3.00 re-
turn on a \$1.50 invest-
ment is good enough, eh?

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

THE GROCERY MARKETS

Tea.

There has been somewhat more
activity in the tea market during
the past week. The demand has
shown some improvement, buyers
apparently having a desire to an-
ticipate their fall wants to some ex-
tent. Prices remain unchanged
throughout the entire list.

Coffee.

The market for Rio and Santos
coffee has shown decided weakness
during the past week. The receipts
of new crop at primal points are
nearly equal so far to those up to
the same date of 1906, which as
will be remembered, marked the
record-breaking crop. This, how-
ever, is no indication that the cur-
rent crop will be another record
breaker, as very often the receipts
of the early months have been as
large as this even in a small crop
year. However, the large volume
of receipts and the uneasy feeling
caused by the valorization has had
an influence. The lack of support
of the option market by the syndi-
cate agents has accentuated the
bearish feeling. It is hardly prob-
able that the Brazilian Government
would dare to throw any of its ac-
cumulated surplus on the market at
the present time, as in so doing it
would come directly into competi-
tion with its own growers. This
would be disastrous. Europe still
attacks the valorization plan, and
this is having a marked effect upon
the speculative market. Last year
the transactions on the New York
Coffee Exchange showed a falling
off of several millions, due wholly to
the unwillingness to speculate with
8,000,000 bags of coffee hanging
over the market. Mild coffee is
steady, Java and Mocha steady and
unchanged.

Sugar.

Raw sugar has weakened some-
what during the week and sales
have been made at a decline. The
refined market declined 10 points
also, which was scarcely expected
since this is the season of greatest
demand. Refined sugar is selling
well, but will sell better toward the
latter part of August and early
September.

Syrup and Molasses.

Glucose shows no further change
for the week. Compound syrup is
unchanged at the last reported ad-
vance, but it is expected that canned
syrup, which did not advance when
bulk syrup did, will shortly be

marked up. The demand is light.
Sugar syrup continues in excellen-
demand at practically unchanged
jobbing prices. Molasses is dull at
ruling prices.

Fish.

There has practically been no
change in fish during the past week.
Shore mackerel have advanced 5
cents per barrel down East, but the
advance has not yet affected the
jobbing markets. Norway and
Irish mackerel are unchanged and
in moderate demand. Cod, hake
and haddock are in very light de-
mand at unchanged prices. Do-
mestic sardines show no change.
French sardines are slightly firmer,
though much below former prices.
Norwegian sardines are unchanged
and in fair demand. Salmon is un-
changed and fairly active. New
prices on Sockeye salmon were
named by one packer, on the same
basis as last year. Red Alaska
is firm and well maintained.

Canned Goods.

Tomatoes are unchanged
throughout. Futures are quoted at
77½ cents f. o. b. in a large way,
and spot goods, which are scarce,
are nominally the same, though a
few can be bought at 75 cents. The
demand is light. Corn is firm, un-
changed and in light demand. No-
body is buying peas, having gotten
at least partial deliveries of new
goods. Peaches are nominally un-
changed, though holders of old
goods are selling their high-priced
holdings for whatever they can get.
If the pack is as large as it now
promises to be, prices on new goods
will doubtless decline. Seconds
yellows, for instance, which are
uniformly quoted at \$1 should sell
in a large crop year at 85 to 90
cents. Apples are unchanged and
dull. California canned goods are
nominally unchanged, but the mar-
ket this year is almost incredibly
unsettled, and as to price, upset.
There are all sorts of prices, actual
sales of lemon clings having been
made at \$1.40, less 1½ and 5 per
cent. It is believed that this year
has seen more secret deals on Cali-
fornia canned goods than for many
years. Baltimore small canned
goods are unchanged, though
string beans are firmer by probably
2½ cents.

Dried Fruits.

Prunes are firm, and some pack-
ers are now quoting 4½-cent basis
for California Santa Clara futures.
The spot market is also firmer.
The demand, however, is light.
Peaches are about 1 cent higher,

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

speaking now of futures, by reason of the large demand. Apricots also show an advance from the same reason. Raisins, which have languished so long, have advanced ½ cent on all grades of seeded and loose during the week. Damage to the crop by sunburn is given as the cause. Currants for future delivery are selling in a small way, but old goods are dull.

Beans and Peas.

Domestic pea beans are exceedingly dull and could probably be sold at a substantial concession from nominal prices. No change has occurred in imported beans, which are still much below the lowest possible price on domestic. Marrows are unchanged and quiet. California limas are steady at unchanged prices. All grades of split and dried peas are steady to firm and in good demand.

Eggs.

The egg market is unchanged and remains throughout in the same condition as a week ago. The percentage of fine fresh eggs free from meat is very light and present conditions are likely to exist as long as the weather continues warm. The receipts are readily absorbed and prices are likely to remain stationary for a week at least.

Cheese.

The cheese market is firm and unchanged. There is active trading in all grades and the receipts are keeping closely cleaned up. The market is healthy on the present basis and the consumptive demand is brisk and active. No change seems likely during the coming week.

Butter.

Since last week's report all grades of butter have declined 1 cent per

pound, due to the heavy production and poor demand. At the revised prices there was active trading, the receipts and accumulations cleaned up and the market went back to where it was before the decline. There will probably be a dull trade for at least two weeks, after which should come a much better demand, a falling off in the production and higher prices.

Provisions.

The market on all grades of smoked meats is unchanged, and the consumptive demand for the whole line is good, ham and bacon in particular. Pure and compound lard are unchanged and the market is firm. Barrel pork remains about unchanged. Dried beef is scarce and unchanged in price. Canned meats are steady and unchanged.

Produce.

Jersey sweet potatoes, firsts, \$1 to \$1.10 per basket; seconds, 50 cents per basket, demand fair; potatoes, 50 cents per basket, demand fair; cabbage, 25 to 30 cents per basket; Savoy, 50 to 75 cents per basket, demand fair to good; eggplants, 10 to 15 cents per basket, demand fair; squash, 10 to 15 cents per basket, demand fair; green peppers, 10 to 15 cents per basket, demand fair; Jersey onions, 40 to 50 cents per basket; white pickling onions, \$4 to \$4.25 per barrel, 75 cents to \$1 per basket; yellow pickling, \$3.50 to \$3.75 per barrel, 75 cents per basket, demand fair; carrots, \$1.50 to \$2.50 per 100 bunches, demand fair; string beans, 50 cents per basket, demand slow; beets, \$1.50 to \$2 per 100 bunches, demand fair; cucumbers, 25 to 40 cents per basket; pickle cucumbers, 40 to 50 cents per basket, demand fair; lima beans, improved, \$1 to \$1.25 per

Skipper Sardines.



*They'll
suit your
customers
to a TEA*

As you must sell sardines, why not sell the best—the kind that will bring and hold trade for you? "**Skipper**" Sardines will do this.

We guarantee the *quality*.

We guarantee the *sale*.

We guarantee your *profit*.

ANGUS WATSON & CO., Canned Fish Specialists
1011 CHESTNUT ST., PHILADELPHIA, PA.

Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

basket; flats, 75 cents to \$1 per basket, demand good.

Green Fruit.

Bananas, firsts, \$1.50 to \$1.75 per bunch; 8-hands, \$1 to \$1.25 per bunch; 7-hands, 65 to 90 cents per bunch; 6-hands, 40 to 60 cents per bunch; red, 50 to \$2 per bunch, demand slow; pineapples, \$1.75 to \$4 per crate, scarce and demand fair to good; California oranges, \$4.50 to \$5.50 per box, demand fair to good; lemons, \$2.50 to \$3.50 per box.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7¾ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 9½ cents per pound; filberts, 10 cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12 cents per pound; mixed nuts, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

A few of the packers are working on tomatoes in a small way. Price for the raw stock is high and as the proportion of standards obtainable

out of these early arrivals is light, the cost is really high to the packers.

The market on future tomatoes remains practically unchanged. Reports coming in from the country packers seem to agree that the season will be a little later this season than usual, and while the outlook has possibly been improved somewhat by recent rains, it seems to be the general opinion that the damage cannot be altogether made up. There are not many sellers of future tomatoes in the market.

Some peaches are being packed each day from the early varieties, mostly whites and a few yellows. It does not look as though there will be any heavy packing until the middle of August.

THOS. G. CRANWELL & Co.
Baltimore, Md.

Spices.

The market is exceedingly active. The demand has been large during the last week. Shipments have been exceedingly light during the last half of July. We look for some sharp advances throughout the list.

Pepper is firmer and higher. Arrivals next thirty days will be light, and in view of the small spot stocks higher prices may be expected.

Cloves in fair demand and held steady on account of little stock.

Pimento (Allspice) steady, but practically unchanged. Demand for this spice is large at present.

Cayennes.—Little has been offered recently. Supplies are limited and any great demand should have a tendency to advance prices.

Mace steady, but unchanged. Good price stock is exceedingly scarce.

Nutmegs.—There has been some large trading during the week. Dealers and speculators are taking advantage of the low prices, which are really under import cost.

Cassias.—All grades of China are exceedingly scarce and prices are firmly held.

Gingers are in very fair demand and prices are much firmer. This really applies to all grades of root.

Seeds.—Celery is exceedingly firm and is really up $\frac{1}{4}$ cent. Mustard and Caraway firm, but unchanged. Sunflower is very steady and is held at $3\frac{1}{4}$ to $3\frac{3}{4}$ cents. Coriander is very firm and advancing.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

New Jersey watermelons are coming along now and show good quality. The demand is good and the price ranges from 15 to 30 cents. Southern melons are still coming forward and have been glutted.

California plums range from \$1.30 to \$1.60 per box and are in fair demand only.

Most of the cantaloupes on the market are from Maryland and Delaware and range from 25 to 65 cents. The quality is fair and the demand excellent.

Tomatoes are still coming largely and rule low in price. Cannery are buying at 10 cents and the jobbing market does not range above 30 cents for the best. The crop bids fair to be extremely large.

Corn is draggy and averages \$1 per 100 for the best. Pennsylvania and New Jersey are both shipping now and the demand is good.

This week practically winds up the largest Georgia peach crop ever known, so far as the Northern market is concerned. Figures are not available just at present, but it is estimated that Georgia shipped this year fully 6,000 cars of peaches in addition to the large amount which was left on the trees unpicked. Never in the history of the business has the New York market handled as many cars of Georgia peaches in one season as it has this peach year just ended.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Some One Else Who Buys Bags.

Elmira, N. Y., Aug. 3, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I wrote June 11th asking for address of firms who bought empty bags. You gave me the name of Perlman & Clark, 129 Vine street. I wrote them, but have not received reply. Can you give me name of others who buy bags? And oblige,

Yours truly,
SUBSCRIBER.

Try Jankowitz & Gershman, 312 South Third street, Philadelphia.

Tea and Coffee Journals.

Johnstown, Pa., July 29, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Please give me names of trade magazines devoted to the tea and coffee business, also addresses.

Thanking you in advance, I am,
Yours truly,
JOHN WIDMANN.

"Tea and Coffee Trade Journal,"
New York, N. Y.

To Buy Cash Signs, Etc.

Patton, Pa., July 31, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you kindly advise me by return mail where I can buy cash signs for a cash store to hang up inside.

Will you also kindly advise me where I can get olives stuffed with nuts and anchovies. Please reply to this quick.

Yours truly,
F. B. MOREY.

For cash sign cards, write Grocers' Printing Co., 108 North Front street, Philadelphia.

For olives stuffed with nuts and anchovies, write Carle Wilde, 357 North Second street, Philadelphia.

Small Coffee Roasters.

Manheim, Pa., July 29, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Please give me the names of a few good parties who handle small coffee roasters. I am also in the market for a one-half horse power motor and attachments

to connect to my coffee mill. I would like to run it by electricity, as our electric light plant here in Manheim runs day and night. Thanking you in advance for the favor, I am,

Yours truly,
PAUL KELLER.

Huntley Mfg. Co., Silver Creek, Mich., and Lambert Mfg. Co., Marshall, Mich., are makers of coffee roasters and can probably furnish small motor. Or this correspondent can get a motor from any electrical concern.

To Get Trading Stamps Printed.

Charleston, S. C., Aug. 1, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you please let me know, through your valuable paper, where I can have trading stamps printed and books, etc., for same.

Yours truly,
P. B. ALBENESIUS.

Address the Bangor Trading Stamp Co., Bangor, Me.

Alcoholic Root Beer Extract.

Parryville, Pa., Aug. 3, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I want to put up, under my own name, a root beer extract that contains 10 per cent. alcohol. How must I make label and where do I send to for the guarantee and number?

Yours truly,
J.

The writer questions very much whether this correspondent will be permitted to dispense an extract containing such a large percentage of alcohol. This depends on the strength, of course, but 10 per cent. of alcohol might make the beer an alcoholic drink.

The food law, however, has no concern with local regulations regarding the sale of alcoholic drink. If the extract is not to be shipped out of the State, the Federal, or National food law has no jurisdiction, and it is not necessary to file any guarantee at Washington and get a serial number. Under those circumstances, the State law would be the only statute that applies. There is no law in Pennsylvania regulating the sale of drinks of this sort from a pure food standpoint.

Don't You Think So?

Don't you think it will pay you to send a postal to H. P. D. Kingsbury, Redlands, Cal., for samples of his jams, preserves and marmalades when that is all it costs you? These goods are pure, high in quality and pay a nice profit.

Retail Grocers' Picnic Great Success.

Marred Somewhat by Rainstorm But Crowds Swarmed at Belmont in Spite of It. Free Distribution of Food Feature of Day.

The picnic of the retail grocers of Philadelphia at Belmont on Wednesday last, led by the Retail Grocers' Association, was one of the social events of the summer. It would have been greater had a rain storm not come up late in the afternoon. This interfered both with the sports and the evening attendance. As it was, however, the Belmont section of the park swarmed with many thousands of people. Practically all the local stores closed at noon.

One of the events of the day was the free distribution of picnic dinners by Freihofer & Co. and Louis Burk. The crowds swarmed into the tents erected for this purpose and the quantity of provender dispensed must have been enormous. Fleischman & Co., the yeast people, dispensed cigars with a royal hand.

From now on the association will probably give a picnic every summer.

Pennsylvania peaches are now coming forward and the quality is very poor. The price for anything good averages 40 cents. Delaware peaches range from 30 to 75 cents and are in excellent demand.

New crop apples range from 25 to 75 cents per basket and are selling well.

Our registered guarantee under National Pure Food Laws is Serial No. 90

**Walter Baker & Co.'s
Chocolate
& Cocoa**



Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Hagerstown, Md., July 13, 1908.
Editor "Science of Advertising."

Dear Sir:—Herewith inclosed you will find a dodger which I got out during the past week. I have never done much advertising and would like to have your criticism on my effort.

Yours truly,
A. M. HORST.

The circular inclosed measured 5 x 9 inches and was as follows:—

We also want to call your attention to our fine line of teas. Our Gunpowders and Ceylons cannot be excelled anywhere.

I believe I make no mistake when I say that this matter could be run a thousand times and never stir up a single inquiry. There is nothing in it to stir up any. So far as the general public knows, or is told in this advertisement, every grocer sells Gunpowder and Ceylon tea, and the tame and simple statement that they "cannot be excelled anywhere" has no force. It is spreading the point over too thinly to show. My advice is to always pick out a specific grade or two so as to take the store out of the general run of stores. For instance, something like this:—

We have a special grade of Ceylon tea that we call "Sunlight." It has all the free-bodied mellowness that Ceylons are famous for, and a little more—a breath of roses.

TAKE NOTICE

Of Our Special Offers of Seasonable Groceries:

Strictly Fancy California Seeded Raisins, per package,	.10
Strictly Fancy California Peaches, per lb.,	.12
A good Santa Clara Valley Prune, per lb.,	.07
Large, Fancy Santa Clara Valley Prunes, per lb.,	.10

These fruits are the best you can buy.

CEREALS.

The newest Cereal out, Indian Corn Flakes, 15c package at 9c; 3 for 25c.

Quaker Wheat Borries, originally sold for 10c a package, at 7c per package.

Egg-O-See and Egg-O-See Corn Flakes, 3 for 25c.

Try Our "B Blend" Coffees.

Discriminating customers say that it is equal to many 20c and 25c Coffees. Our price, 16c per lb. We also sell the German American brands at 25c and 30c.

We, also, want to call your attention to our fine line of Teas. Our Gunpowders and Ceylons cannot be excelled anywhere. We sell

Swift's "Premium Brand" Hams and Dried Beef.

They are the best Meats we know of. If we knew of a better brand we would sell it.

The above prices are not made because we are over-loaded with old stock, but the goods are all fresh and new, bought during the last week for a low spot-cash price. We guarantee the quality of every package to be perfect.

CLEANLINESS

Is our motto. Come into our store and see. Yours for everything in the grocery line,

A. M. HORST.
Cor. Locust and North Sts.

CLARE P.B.

This circular seems to me to be susceptible of some improvement, and with this as a text I want to say a few things about generalizing in an advertisement; it destroys the value of more advertising matter than anything else in the world. A sample of generalization is the following extract from Mr. Horst's circular:—

This tea is incomparably delicious served hot, but iced—! 60 cents the pound.

"Swift's Premium Brand Hams and Dried Beef are the best meats we know of. If we knew of a better brand we would sell it," is a little less general, but still too much so, in my judgment. Isn't the following calculated to get better results?

Ham Well Called "Premium."

After a careful test of all leading hams sold, we unhesitatingly picked out Swift's Premium Hams as our leader. No other ham is so sweet and tender—all the time—as Swift's. A thick slice of "Premium" ham broiled with some fresh eggs is a dish to bring dead appetites to life.

It is a fact that even when you talk of only two things at once you are weakening your talk. When you talk about a whole department at once, manifestly you can do very little in the way of getting direct business. It is when you talk about one thing that you can get strong, persuasive and emphatic.

The balance of this circular is very fair, except that I note a want of definiteness throughout. In addition to advertising "B Blend" coffee I should say whether it was a heavy or a light drinker, so that the reader could intelligently decide whether it was her kind of coffee.

Freight on Florida Fruits Ordered Reduced.

In an opinion rendered by Commissioner Prouty, the Interstate Commerce Commission on Tuesday last found the all-rail rate on oranges and pineapples from points in Florida to the Florida base points are not unreasonable, but the earload rates on such articles from the base points to the Northeastern cities are unreasonable. Certain maxima rates were established and ordered to be put in force by September 15th next. The rail and water rates on these commodities between such points were not found unreasonable and the Commission

decided to establish earload rates by rail and water. The Commission held that the rates on oranges from the Florida base points to territory north of the Ohio River ought not to be higher on the average than from California to said destination points; but said that the establishment of a blanket rate to that territory is not justified. The present rail-and-water rates on vegetables from Florida base points to the Northeastern cities were found to be excessive, and lower maxima rates were established and ordered to be put in force. Whether lower earload rates should be established upon vegetables to Eastern markets was left unsettled. The present any-quantity all-rail rates upon vegetables are reasonable, excepting to Boston, and the vegetable rates from Florida to points north of the Ohio River were found reasonable. The Commission decided that the minimum earload weight established for the transportation of strawberries from Starke and Lawtey, Fla., to New York City, and to other points at present taking the New York rate, should be reduced from 200 crates per ear to 175 crates per ear, and the rate should not exceed \$1.80 per crate, including refrigeration. The refrigeration charges on fruits and vegetables from Florida to Northern markets were not found to be excessive. This decision was rendered in the case of the Florida Fruit and Vegetable Shippers' Protective Association against the Atlantic Coast Line.

Two-Minute Sermons for the Retail Grocer

XLIX.—The Business Man's Temper.

No man can fight a good battle if he loses his temper.

The young man who expects to some day manage a business, either for himself or others, should remember that in the business world it is a constant battle, a battle of the brains, and no man who easily loses his temper will be competent to make the success that would be his if his temper was under control.

It seems a pity that the average man has so little control over his temper, but about nine out of every ten allow their tempers to rule absolutely, once they are aroused, and at such times they are in the same condition as though they turned

themselves over to another man to be ruled. Their own judgment has gone.

Here is probably one of the first and longest steps towards good management, and one which will attract attention quickly. Get control of your temper. Do not try to keep from having a temper. Temper is as necessary to the man as to the razor. Always control the temper, however, instead of allowing the temper to not only run riot with itself, but also drag you into trouble. When the temper controls judgment ceases to be a factor in your business and business without judgment is like a ship without a rudder.

F. A. P.



The Fellow that Breaks Promises.

I'm a pretty easy fellow to get along with. Give me a square deal and I'll jog peaceably along with anybody.

But there's one fellow that gets on my nerves, and it's the fellow that don't keep promises.

I haven't got a little bit of use for him, and after I once find him out I fight as shy of him as if he was a pole cat.

I saw one of these fellows get it in the neck the other day, and while I don't wish anybody bad luck I was almost glad of it.

It was so absolutely his own fault.

The man I mean is a retail grocer. I've sold him goods, in a small way, for about three years. He's all right in a good many ways, but he *will* promise and forget all about it. I haven't any doubt at all that he's broken his word to me a hundred times. Not about important things, you know; but that made no difference. He made the promise and he ought to have kept it.

This grocer has always been a bit shiftless. There really wasn't any reason why he shouldn't have plenty of money. He did a good business, or could have done it if he'd tended to it, but he was lazy and had no method about anything. He let things go. If they tended to themselves, all right. If they didn't—

"oh, well, let it go. I'll tend to it sometime."

After a while the jobbers got so they watched this fellow night and day. They felt they couldn't depend on him.

He owed one jobber about \$300 and it was about fifteen days overdue. He was always slow about paying his bills. Usually the only reason was that he was so pesky sloppy about collecting his own. He made the jobber several promises to pay up, all of which he broke. Breaking 'em didn't mean anything for him. He broke all his promises. But by-and-by the jobber got a little peppery about it and wrote him a sharp note. The bill must be paid by a certain time. The grocer managed to stir up energy enough to write back that it would be.

When the time came, nothing doing. That didn't necessarily mean that he couldn't have paid it then; I don't know whether he could or not. It simply meant the same shiftless carelessness that made him forget all about his agreements the minute he'd made 'em.

But this time it was biff! The jobber jumped a lawsuit on him before he had time to think of his name. Four other hungry creditors got wind of it and did the same, and the first minute Mr. Forget-All-About-His-Promises knew he was closed up.

He went down to see the jobber with a great whine.

"Didn't you agree positively to settle on the 10th?" demanded the jobber.

"I don't think I did," said the grocer.

The jobber showed him his letter. "But I couldn't do it that day," he said then.

"Then why didn't you come and tell me so?" demanded the jobber, "instead of simply lying down and saying nothing!"

That's where he hit the mark. We've all made a promise and found afterward we couldn't keep it. And if we've gone to the man we made it to and said, "see here, old man, I promised to do so-and-so to-day. I've tried my best to do it, but I find I can't," why we've almost always found him decent and willing to give us another chance.

I tell you, more men have gotten up against it simply by "lying down and saying nothing" than by breaking the promise itself.

Not long ago a fellow told me he'd do a certain thing on a certain day. It was to meet me and talk over a business matter. I was there at the time and waited half an hour, but he never showed up.

A couple of days later I saw him: "Look here," I said, "where were you on Wednesday?"

"Oh," he said nonchalantly, "I had something else to do and I didn't suppose it was very important I should meet you then."

"But, good Heavens, man, didn't you *promise* to?" I asked.

"Sure," he said, "and if I'd thought it was important I'd have done it."

That's the attitude of a lot of these forgetful promisers. They make the promise and if they think

of it, or have nothing else to do or feel like it, they'll keep it. Other wise, oh, well, I guess it won't make any difference, I guess I'll—

I'm not perfect—not more than 99 per cent. perfect, in fact—but by gravy, if I make a man a promise in business or out, I'll keep it if I have to go through the streets with no pants on. I believe my friends know that, and I sort of feel as if I had a right to that reputation.

But breaking promises, even little ones, brings its own punishment all right. Break one promise and the man you made it to will be miffed maybe, but he won't be apt to hold it against you. Break two and you're down and out with him for all time to come. He'll never put any confidence in your word again.

By George, before I'd have a reputation like that I'd never agree to do anything for anybody.

THE STROLLER.

Sweet potatoes hold up. New Jerseys bring \$1.50 per basket, and the quality is good. Southern average \$4.50 per barrel. The demand is good.

What About Café des Gourmets Coffee?

Have you tried Café des Gourmets Coffee yet? No! Then you have missed one of the most satisfying blends ever offered you. It is the one coffee that will suit more people than any other blend, that is because of the character of the various coffees that are used. It took us many years to perfect this blend, but we offer it to you now with the knowledge that it cannot be excelled for the price, and it is doubtful whether it can be equalled. It is put up in one-pound air-tight cans by Samuel Wilde's Sons Co., of New York City.

See This! Read It! Believe It!

and you will make no mistake in buying one of those modern money makers, **Johnson's Eversharp Slicing Machine.**

FINE GROCERIES
SPECIALTIES
Fresh Eggs, Butter
and Fancy Fruits

The Fairweather Store
Fifth Avenue and Fulton Street
TROY, N. Y.

HOME-MADE
BAKERY...

Candy Department

July 11, 1908.

A. W. JOHNSON, New Brunswick, N. J.

Dear Sir:—I have had on trial your **Eversharp Dried Beef Slicing Machine** and find, after a good trial, that it fills the bill in every respect and would say to anyone who intends buying a Slicing Machine that they would make no mistake in buying one of yours.

Yours very truly,

THE FAIRWEATHER STORE
H. A. Owens, Manager.

Johnson's Eversharp keeps sharp after six weeks' use, or 2 years' use it keeps its razor edge. Can this be truly said of any other machine?

Three Short Months Ago

A RETAIL GROCER SAID:—

"Your machine is all right; I like it very much, still I can't afford to buy it just now. Business has fallen off, collections are so awful slow. So much capital tied up in my ledger and so little available to pay bills; as soon as my customers get to work again I mean to have one."

This man wanted a machine, he needed it, he had use for it, he bought it.

TO-DAY THIS SAME MAN SAYS:—

"I am really glad your selling agent persuaded me to buy an **Eversharp Slicer**. My business began to pick up from the very start. Such beautiful slices of dried beef were never seen in this town before. People came from every part of the town to buy dried beef, passing three or four other stores to buy sliced beef at ours. Our trade in beef is now 60 or 70 pounds a week, and we get cash for it, too. Your machine has influenced a whole lot of new trade. My greatest trouble is to get enough good quality beef to slice up. I am paying for the machine a little every month; it's nearly half paid for already and I really believe before the Summer is over, we will be using 100 lbs. of beef a week, and the machine will have earned its cost six times over."

Now, here is the simplest remedy for hard times: Get an **Eversharp Slicer**, buy the best quality dried beef and see your cash trade grow. Your wholesale grocer will be pleased to have you order through him, or you can address the manufacturer.

A. W. JOHNSON, New Brunswick, N. J.



Association of State and National Dairy and Food Departments.

The Association of State and National Dairy and Food Departments held its annual convention at Mackinack Island, Mich., on Tuesday, Wednesday, Thursday and Friday of the week just over. The programme was as follows:—

Tuesday, August 4th, 10 A. M. Address of welcome, R. O. Eaton, Deputy Dairy Commissioner, Hartford, Conn. President's address, E. F. Ladd, Food Commissioner and State Chemist, Fargo, N. D. Report of the secretary. Report of the treasurer. Report of committees. Executive session, 2 P. M.—“The Present Legal Status of Oleomargarine in Wisconsin as Determined by the Supreme Court,” J. Q. Emery, Dairy and Food Commissioner, Madison, Wis. “Enforcement of Food and Drug Laws,” R. W. Dunlap, Dairy and Food Commissioner, Columbus, Ohio. “Virginia's New Food Law,” E. W. Magruder, Chief Chemist Department of Agriculture, Richmond, Va. “Federal and State Control of What We Eat and Drink,” A. H. Wheaton, Food and Dairy Commissioner, Brookings, S. D. “City Milk Inspection,” E. H. Webster, Chief of Dairy Division United States Bureau of Animal Industry, Washington, D. C. “City Milk Inspection,” W. L. Dubois, Chief of United States Food and Drug Laboratory, Buffalo, N. Y. “Theory versus Practice in Milk Production,” P. M. Harwood, General Agent State Dairy Bureau, Boston, Mass. “Dairying in Washington,” L. W. Hanson, Deputy Dairy Instructor, Seattle, Wash. “Publicity in Food and Dairy Law Enforcements versus Prosecution,” L. Davies, Dairy and Food Commissioner, Davenport, Wash. “Drawn versus Undrawn Poultry,” E. W. Burke, Dairy, Food and Oil Commissioner, Evanston, Wyo. “Benzoate of Soda,” Henry G. Knight, State Chemist, Laramie, Wyo. “Opened Packages in Their Relation to Inspection Laws,” Dr. Charles G. Wood, Director Maine Agricultural Experiment Station, Orono, Me. “Importance of State and Municipal Inspection of Food Products,” Dr. A. M. Farrington, Assistant Chemist United States Bureau of Animal Industry, Washington, D. C. “Correct Naming of Cheese,” Dr. G. E. Patriek, Chief, Dairy Laboratory United States Bureau of Chemistry, Washington, D. C.

Wednesday, August 5th, 10 A. M. —Executive session, 2 P. M.—“Enforcement of the New Illinois Food Law,” Dr. T. J. Bryan, State Analyst, Chicago, Ill. “Relation of the State to the National Law,” A. H. Jones, State Food Commissioner, Chicago, Ill. “Inspection Under the National Foods and Drugs Act,” W. G. Campbell, Chief Food and Drug Inspector, United States Bureau of Chemistry, Washington, D. C. “Nitrous Acid as an Antiseptic,” James H. Shepard, Food Chemist, Brookings, S. D. “Glucose Vinegar,” Dr. P. F. Trowbridge, State Analyst, Columbia,

Mo. “Uses of Calor in Imitation Cider Vinegar,” Dr. S. J. Crumbine, Secretary State Board of Health and Chief Food and Drug Inspector, Topeka, Kan. “Vinegar Standards,” E. H. S. Bailey, Food Chemist Kansas University and State Board of Health, Lawrence, Kan. “Inspection of Natural Products,” R. E. Doolittle, Chief, United States Food and Drug Laboratory, New York City. “The Deterioration of Some Standard Pharmaceuticals,” H. E. Barnard, Food and Drug Commissioner and Chemist, Indianapolis, Ind. “Plant Products Under the Foods and Drugs Act,” Dr. H. H. Rusby, Expert in Plant Products of United States Bureau of Chemistry, Washington, D. C. “Water and Starch in Manufactured Meat Products,” Floyd W. Robinson, State Analyst, Lansing, Mich. “Methods of Analyses for Distilled Spirits,” L. M. Tolman, Chief United States Food and Drug Laboratory, Washington, D. C. “Drug Products,” Dr. Lyman F. Kebler, Chief, Division of Drugs Bureau of Chemistry, Washington, D. C.

Thursday, August 6th, 10 A. M. —Executive session, 2 P. M.—Representatives from the Federation of Women's Clubs, Representatives from the National Consumers' League. “Drug Inspection in Wisconsin,” Dr. Richard Fiseher, Chemist Dairy and Food Commission, Madison, Wis. “The New Kentucky Foods and Drugs Act,” Dr. M. A. Seovell, Director, Kentucky Agricultural Experiment Station, Lexington, Ky. “Injunctions,” Robert McDowell Allen, Head of Division of State Food Inspection, Lexington, Ky., on leave as Special Assistant to the Attorney-General of the United States. “Oyster Investigations,” Dr. W. G. Bigelow, Chief, Division of Foods United States Bureau of Chemistry, Washington, D. C. “Regulation of the Manufacture of Flavoring Extracts,” Julius Hortvet, Chemist Dairy and Food Commission, St. Paul, Minn. “Pure Food Work in New York State,” H. H. Kraeke, Assistant Commissioner of Agriculture, New York City. “Methods of Enforcing Pennsylvania Law,” James Foust, Dairy and Food Commissioner, Harrisburg, Pa. “Glucose and Glucose Products,” M. H. Lamb, Deputy Dairy and Food Commissioner, Kansas City, Mo. “The Adulteration of Chocolate,” Dr. B. H. Smith, Chief of United States Food and Drug Laboratory, Boston, Mass.

Friday, August 7th, 10 A. M. —Manufacturers' session. “Plain Labeling,” M. Blakemore, Louisville, Ky. “The Use of Bleached Flour,” W. C. Ellis, St. Louis, Mo. “Preparing Food Products Without a Preservative,” Sebastian Mueller, Pittsburg, Pa. “Catsups Without Chemical Preservatives,” W. P. Hapgood, Indianapolis, Ind. 2 P. M.—Executive session.

Little Rock, Ark.

The weekly bulletin of the Little Rock (Ark.) Retail Grocers' Association contains the following report of a unique case:—

AN INTERESTING CASE.

John Arendt, one of the oldest members of this association, was arrested one day this week on a warrant sworn out by one A. H. Davis, of 1609 W. Second street, charged with petit larceny. This party owed Arendt a small account for groceries furnished his family and sent one of the children to the store with a \$20 gold piece to pay the account. The bill was

received and the child given the change. Later in the day Davis went to the store and demanded the return of the money, stating that the \$20 gold piece did not belong to him, but to some other member of the family, and should not have been used. Arendt refused to return the money and the arrest followed on the charge as stated above.

Of course, when the case was called before the Justice of the Peace, Mr. Arendt was promptly discharged.

Massachusetts.

The Massachusetts Retail Grocers' and Provision Dealers' Association, a large and enterprising organization of Bay State dealers, is to hold its second annual New England Food Fair and House Furnishing Exposition at Mechanics Building, in Boston, next October, and from all indications it is going to be one of the greatest fairs of the kind ever held in America. The association's first food fair, which was held last fall, was a stupendous success.

Hudson, N. Y.

The retail grocers of Hudson, N. Y., have organized an association to be known as the Associated Grocers, the main purpose of which is co-operative buying from manufacturers, thus eliminating the jobber. A warehouse will be established and the association will be ready for business by or before August 10th. It is planned to extend the association, and later branch warehouses will be maintained at Poughkeepsie, Newburgh and Yonkers. William E. Hicks, who will be the manager, was for eleven years connected with Francis H. Leggett Co., of New York City.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY

108 North Front Street, Philadelphia.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 C St., N. W., Washington, D. C.

MANY GROCERS

Find it pays them to read the “good stuff” in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Anker's Bouillon Capsules



It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL



Selling Themselves

Give a demonstration of **TALISMAN MUSTARD SARDINES**. A few cans will go surprisingly far, and you'll do a business that will amaze you. Go where you like—France, Norway or anywhere else, you'll find no better or more tasty sardines than our mustard brand. Served with a cracker or thin bread and butter, they'll tell their own story and sell themselves.

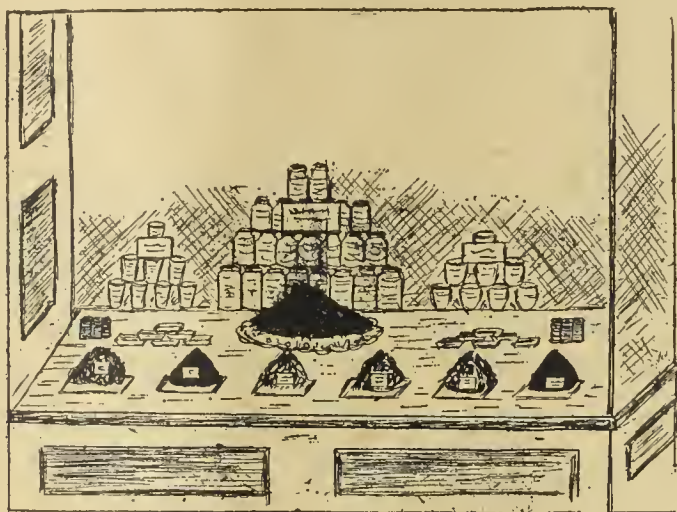
Swift & Company

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Canning Window.

This display is suitable for this season of the year. It can be put up without any expense. For a background use fruit jars and jelly glasses, with a small price-card on each pile. In front of the fruit jars place a pile of sugar on a piece of colored paper with fancy edges.



To the right and left place paraffine and jar rubbers. At the front place small heaps of spices on pieces of fancy paper, with a small price-card on each heap. Three quarters to one pound of spices is enough for each heap, according to the size of the window. This display will prove successful and also attractive.

A. B. DUGAN.

439 Prospect street, York, Pa.

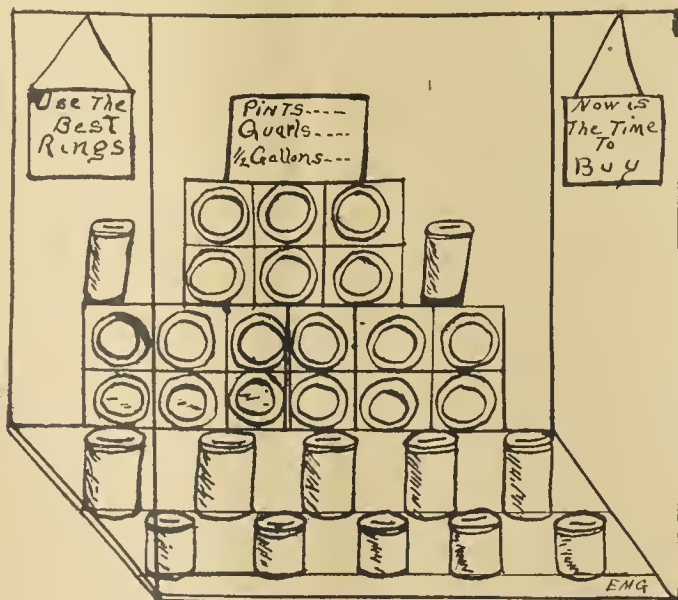
A Fruit Jar Window.

There are very few grocery stores, both in the city and country, who do not sell fruit jars and jelly tumblers. And as the time is fast approaching when they will be in

great demand, and as the indications are that they will be much higher in price, now is the time to fill your windows with them and let the public see that you have such things on sale, for very few people look to a grocery store for such supplies. So let me give you my idea of the most attractive way to make

a display so as to attract trade. First use as many boxes of them that it will take to make a full row at the back of the window; remove the top of the box and lay the open box on its side so the cap or top of the jar will show to the front, piling them in the shape of a pyramid till you reach the top or one single box. At the end of each row place a jar of different sizes.

In front of the window and about four inches from the glass place a row of pint jars about four to six inches apart. Back of them, and about the middle of the window, place a row of quarts, and back of them a row of half-gallons,



all about the same distance apart. Fill the floor, and between the jars with jar gums loose. If you have the kind that are generally sold in small boxes, like the Tulip, Sure Keep and others, stand them on end at convenient places, or lay them flat around the edge of the window, by so doing they will make an attractive border for the display.

If you have fruit done up in jars, such as cherries, pears, peaches, or even tomatoes, place them about the window; they will add color to the display. The same kind of display can be made of summer soft drinks. Use cards with proper wording about the window.

H. J. GUNDAKER.

Lancaster, Pa.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

THE JAPANESE BOOTH.

The Japanese booth that we have rigged up in the centre of the store is going to be a big thing. Beginning Monday we will serve iced tea made by "Miss Emily," who uses only the Li-Chang blend.

The surroundings will be unique; everything will be suggestive. The main thing will be "Sell goods." That's the main thing under all conditions. But this affair, for us at least, is out of the ordinary. Get into the spirit of it. Get the tea enthusiasm. Talk about it; send the people over to it. Talk Li-Chang tea early and late.

DO SOMETHING WITH MACKEREL.

Eight barrels Irish mackerel in the cellar and sales behind the record. Good and early Monday morning you'll find a barrel at the front door all opened. A piece of clean board across it and about 50 mackerel piled on the board with a sign, "Irish Salt Mackerel, 12½ cents per pound." Kits will be packed and marked \$1.35. Years ago we used to grab them in our hands. Now it's a three-pronged fork we use. Some fellows handle mackerel as though they were so many dead snakes. Grab the fork as though you meant business. Fish

two or three out of the barrel as a special favor for the lady and weigh 'em up. We need the money that those eight barrels represent, and you can get it by handling the thing right.

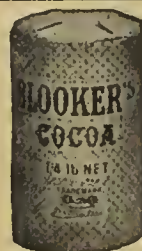
BOILED DINNER.

We're overstocked on corned beef. Monday's ad. will talk about the goodness and greatness, and indeed the irresistible taste of this simple dish.

A New England boiled dinner will be on exhibition. Corned beef, cabbage, beets, carrots, corn and string beans will be laid out, all cooked. Corned beef is the thing that you must take care of, 10, 12 and 14 cents a pound, according to the cut. The three kinds will be cooked and can be sampled.

BE BROAD.

In other words, don't be jealous. Big men aren't jealous. They smile and say "He's smart—I have been slow." Admire the fellow with a bright idea. Make a friend of him. Put your wits against his and see who beats. But don't let go of him. Don't say a bad word about him. He isn't a coach; he's a real player. He strikes 10. You've got to strike 11. Don't you see the point? Be broad.



"I maintain that if one wants to know just what 'happens inside' and wants the proper thing to happen, it is essential to drink 'Blooker's'."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—Names of grocers who would like to buy Fancy Mountain Huckleberries direct from the pickers at first cost. Berries shipped same day as picked. Address D. W. Hughes, Mt. Carmel, Pa. 6

WANTED.—To buy an interest and manage good, live retail business in a manufacturing town; general merchandise preferred. Have had ten years' experience and will guarantee results. State your proposition fully when answering this advertisement. Address "Retail," care "Grocery World and General Merchant," Philadelphia, Pa. 9

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 11

FOR SALE.

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. 11

FOR SALE.—Good paying grocery, well stocked and doing a good business, in a town of 30,000. Cheap rent. Will sell business and horse and wagon for \$1,000. Address J. M., "Grocery World and General Merchant," Philadelphia. 7

FOR SALE.—A first-class milk and grocery business. Fine, new property, doing a business of \$10,000 a year. One team. Will sell at a sacrifice. W. B. Thomas, 24th and Nicholas Sts., Philadelphia, Pa. 7

FOR SALE.—General store in Leighton. Fine location, doing good business. Population of town, 5,000. Price for stock, etc., \$1,200. For particulars address R. J. W., "Grocery World and General Merchant," Philadelphia. 6

FOR SALE.—Old, reliable store. Reasonable price. Apply Goldberg & Cilovitch, 255 N. 12th Street, Philadelphia. 6

FOR SALE.—In Lebanon, Pa., a manufacturing town of thirty thousand inhabitants, stock and fixtures of grocery and notion store. Has a 25-year established business, warehouse and large stable. Also three-story dwelling with all conveniences and in good condition. A chance for the right man. Address X, Lebanon, Pa. 9

FOR SALE.—Very reasonable, a pair of beef stalls in best market in city. Fine chance for practical butcher. Owner cannot attend. F. W., "Grocery World and General Merchant," Philadelphia, Pa. 9

FOR SALE.—A building 94 feet wide, 128 feet deep, containing four stores, with two floors over each for residences, including grocery store with stock and fixtures, situated at the junction of Chestnut, Railroad and Springfield avenues, Summit, N. J. For particulars address John Rooney, No. 2 Chestnut Ave., Summit, N. J. 8

FOR SALE.—A general store of \$1,800 to \$2,000 stock, within one mile of Fairmont, W. Va., in a town of 650 inhabitants. Good coal town and railroad terminal. Sell part cash. Good security for the remainder. Address Fairmont, care "Grocery World and General Merchant, Philadelphia, Pa. 7

FOR SALE.—At a bargain. One Hungerford Coffee Roaster; one stoner and cooler; one steam engine and boiler. This complete coffee roasting outfit will be sold at a great bargain if applied for soon. Write at once for particulars. Charles W. Miller, 308 East K ng St., Lancaster, Pa. 7

FOR SALE.—Or to let, first-class corner grocery and meat store. Complete fixtures. Price \$450. Stock on hand at wholesale price, ready to start. Rent, \$25 per month. Corner Sixth and Franklin Sts., Elizabeth, N. J. Population, 70,000. Fred. Klopheus, corner Sixth and Franklin Sts., Elizabeth, N. J.

FOR SALE.—National Cash Register. Practically new. Suitable for any business, cash or credit. Cost \$350. Will sell for one-half, \$175. If you think of buying a register, don't do it till you see this one. F. Merriken, N. E. cor. Third and Snyder Ave., Philadelphia, Pa. 8

FOR SALE.—National Cash Register, size 42 3/4. One of the latest models, in use one year. Has "paid out," "rec'd on acct," "charge" and "no sale" keys. Total adder, with detail strip and customer counter. Registers from one cent to \$29.99. Can be reset at will. In good condition. Address J. H. Drachbor, Lancaster, Pa. 8

FOR SALE.—Mr. Grocer and General Merchant: If you are looking for a motor car delivery wagon, 900 lbs., to cost \$650, can run summer and winter, address H. F. Granzow, Ashland, Pa. 9

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS? We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about. In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line. If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you. Write, call or telephone. WARNER & CO., 927 Arch Street, Philadelphia, Pa. Phones, Bell Filbert 2500, Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about \$4,000 per month, 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about \$11,000, three-fourths cash. Mostly sells meats, so stock only averages \$250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around \$800. Dwelling.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$14,000 yearly, two-thirds cash. Dwelling connected. Stock, \$1,000 to \$1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of \$1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18x36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does \$125 weekly, half cash. Stock,

\$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18x30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clear 10 per cent. above everything. Stock about \$600. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at \$550 and stock at inventory. Will take all told about \$1,100. Full investigation. In order to guarantee a business of \$300 per week, seller will deposit \$100 as a forfeit for the buyer's protection.

No. 366.—In North Philadelphia. Groceries, meats and provisions. Size, 20x50 feet. Does \$400 weekly, all good trade. Stock about \$800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around \$1,500.

No. 367.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 369.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18x25 feet. Does \$250 weekly, two-thirds cash. Stock \$700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 372.—In South Philadelphia. Groceries, meats and provisions. Store, 16x30 feet, with back room 16x12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 374.—In West Philadelphia. Groceries, meats and provisions. Store 18x55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 375.—In North Philadelphia. Groceries, meats and provisions. Size, 17x40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 376.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20x40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,600.

No. 378.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22x45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 380.—In West Philadelphia. Groceries and provisions. Store 16x30 feet. Does \$400 weekly, two-thirds cash. Stock, \$800 to \$1,000. Net profits, 10 per cent. Good dwelling for sale or rent. Fixed charges low. Owner in ill-health and going to California. Will sell fixtures for \$500 and stock at inventory. Will take around \$1,300.

No. 381.—In North Philadelphia. Good section. Groceries and provisions. Store 16x22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes

to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID LITTLE STORE FOR MAN AND WIFE.

We offer clean, prosperous little store in West Philadelphia. Does \$200 weekly on stock of about \$500. Expenses are low and net profits are 15 per cent. Owner is in other business and his wife objects to running the store alone. Will sell at inventory and rent all fixtures except \$25 worth of loose fixtures. About \$550 takes the whole place. Full investigation courted.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

ONE OF THE BEST STORES IN WEST PHILADELPHIA.

Our No. 340 is one of the cleanest, finest, most profitable stores we have ever offered. In high class part of West Philadelphia. Size, 24x60. Does \$45,000 yearly, three-quarters cash. Carries a stock of \$2,500 and uses two teams. Clear net profits, 10 per cent., as the books will show. Ill health compels owner to sell and will sell at inventory, or lump sum of \$3,800. Fixtures worth \$1,200 to \$1,500. This store has been established 21 years and is a sterling proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does \$30,000 yearly, two-thirds cash. Located in heart of city. Stock \$3,000 to \$3,500. Uses two teams. Good dwelling attached. Present owner took \$3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIoga OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

WANTED.—To salesmen selling groceries and grocers' sundries. We have a special proposition of a commission nature which you can carry and sell without inconvenience or in any way interfere with your work. You can make good money and customers are satisfied. Write quick, getting full information. Zane Pottery Co., Zanesville, Ohio. 7

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. August 10, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.75 per bunch
Selected, 9 hands, packed 2 in crate.....	1.60 per bunch
Selected, 8 hands, packed 1 in crate.....	1.35 per bunch
Selected, 8 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 3 in crate.....	1.20 per bunch
Selected, 7 hands, packed 1 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.90 per bunch
Selected, 7 hands, packed 3 in crate.....	.85 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.35 per bunch
Selected, 8 hands.....	1.00 per bunch
Selected, 7 hands .....	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller.....	\$2.85 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

FANCY FLORIDA PINEAPPLES.

Fancy Red Spanish, 24s.....	\$3.00
Fancy Red Spanish, 30s.....	3.00
Fancy Red Spanish, 36s.....	2.75
Fancy Red Spanish, 42s.....	2.00
Fancy Red Spanish, 48s.....	1.75

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50
Extra Fancy Messina, 360 size, per box.....	350 to 3.75
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	325 to 3.50
Extra Fancy Large, 150 size, per per half box.....	2.25

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.00
Fancy quality, 126 to box	3.75
Fancy quality, 150-176 to box	4.50
Fancy quality, 200-216 to box	5.00
Fancy quality, 250-288 to box.....	5.00
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.50
Extra choice, 150-176 to box	4.25
Extra choice, 200-216 to box	4.75
Extra choice, 250 to box.....	4.75

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-11 to a box.....	
Fancy quality, 126 to a box.....	
Fancy quality, 150-176 to a box.....	
Fancy quality, 200-216 to a box.....	
Fancy quality, 250 to a box.....	

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box.....	
Fancy Quality, 126 to box.....	
Fancy Quality, 150-176-200 to box.....	
Fancy Quality, 216-250 to box.....	
Fancy Quality, 288-360 to box.....	

CALIFORNIA PLUMS.

Tragedy, Large Blue, 4 baskets to	\$1.75
Burbank, Red, 4 baskets to crate.....	1.35
Clymax, 4 baskets to crate.....	1.05
Peach Plums, Fancy, 4 baskets to crate.....	

Good Fruit Attracts Trade

There is just one place in Philadelphia to get every thing in the fruit line as fine as it grows, at the right price.

If you want to attract trade to your store put handsome fruit where it can be seen.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN::: ECONOMICAL::: SANITARY
Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, \$4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributors for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

[illegible]

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1-		-2-		-3-		-4-	
MOLASSES AND SYRUPS.		SPICES.		FRUITS.		NUTS.	
Porto Rico Molasses—		Whole, bags or barrels.		California.		Almonds—	
Fancy, barrels.....	Per gal. .42@.45	Allspice.....	Per lb. .07	Apricots—	Per doz.	Jordan, shelled, large, 28 lbs.....	.40 @.46
Choice, barrels.....	.40	Cassia bnds.....	.85	Fancy 8s.....	8.80	Valencia, 28 lbs.....	@.83
Good, barrels.....	.26@.30	Cinnamon, Mats.....	.10	Extra 2½s.....	8.20	Flot, shelled.....	
Fancy, quart jars.....	per doz. 1.20	Cinnamon, Twaio.....	.20	Extra standard 2½s.....	2.65	In shells—	
New Orleans Molasses—		Cinnamon, Ceylon.....	.23@.27	Standard 2½s.....	8.25@8.65	California P. S., 80 lbs.....	.20
Fancy Open Kettle.....	.41@.48	Cinnamon, Batavia.....	.25@.30	Gallons.....		French Princess.....	.20
Prime.....	.37	Cinnamon, Saigon.....	.75	Cherries—		Tarragona, 120 lbs.....	.15@
Good.....	.35	Cloves, Zanzibar.....	.17@.20	Extra White 8s.....	4.40	Hard Shell, 100 lbs.....	
Ordinary.....	.22	Cloves, Penang.....	.85@.88	Extra White 2½s.....	3.75	Walnuts—	
Blended, fancy.....	.36	Ginger, African.....	.08	Extra standard White 2½s.....	3.50	Chilli, 1907 crop.....	.16
Blended, choice.....	.33	Ginger, Jamaica, bleached.....	.21@.22	Standard White 2½s.....	9.75	Grenoble, 220 lbs.....	
Blended, good.....	.30	Ginger, Jamaica, unbleached.....	.20@.21	Extra Standard gallons.....		Marbols, 110 lbs.....	
2-lb tins, 8 dozen.....	per case, 2.90	Ginger, Calcutta.....	.08	Bartlett Pears—		Cornes, 110 lbs.....	
Quarts, 2 dozen.....	per case, 2.90	Nutmegs, 75-80s.....	.22@.25	Extra 8s.....	3.00	Mixed Nuts—	
Sugar Syrup—		Nutmegs, 105-110s.....	.18@.20	Extra 2½s.....	3.80	Strictly fancy, boxes, 25 lbs.....	.18@
Pure, extra fancy.....	.35@.38	Nutmegs, 130-140s.....	.10% @.12	Extra standard 2½s.....	3.10	Extra choice, boxes, 25 lbs.....	.14@
Pure, choice.....	.24	Black Pepper, Singapore.....	.10% @.12	Standard 2½s.....	2.75	Choice, bags, 125 lbs.....	.12@
Blended, fancy.....	.32	White Pepper, Singapore.....	.15@.17	Gallons.....	2.40		
Choice.....	.29	White Pepper, fancy.....	.25@.30	Plums, Egg or Gage—			
Vanilla Drips.....	.29@.30	Red Peppers.....	.15	Fancy 8s.....	3.00		
Tins, 2-lb., 2 dozen.....	per case, 1.95	Pure Ground, highest grade, 6-10 lb. bxs.		Extra standard 2½s.....	3.25		
Tins, 2½-lb., 2 dozen.....	per case, 2.80	Allspice.....	.15@.18	Extra 2½s.....	3.25		
Tins, 3-lb., 2 dozen.....	per case, 2.50	Cinnamon, extra.....	.26@.28	Plums, gage, 8s.....			
Tins, 5-lb., 1 dozen.....	per case, 2.25	Cinnamon, Saigon.....	.78@.82	Apples—			
SALT FISH.		Cloves.....	.14	Gallons.....	8.50		
Mackerel—	Per bbl.	Ginger.....	.14	Strawberries—			
Extra Shore Bloaters, count 85@ 95.....	82.00	Nutmeg.....	.89@.94	2s, fancy.....	8.00		
Georges.....	25.00	Black Pepper.....	.18	2s, extra.....			
Shore 2s.....		White Pepper.....	.25	Raspberries—			
Medium Irish 2s, thin, count 300@400.....	21.00	Cayenne Pepper.....	.22@.25	Red, fancy, 2s.....	2.75		
Norway, count 400@450.....	24.00	Paprika.....	.41	Standard 2s.....			
Norway, count 300@350.....		Mace, Straight Penang.....	.87@.91				
Norway, count 240@270.....		Mustard.....	.24@.28				
Norway, count 170@185.....		Pure Ground, ½-lb. tins, case 2 dozen.....	Per doz. .76				
Norway, count 125@140.....		Allspice.....	.76				
Codfish—	Per lb.	Cinnamon, China.....	1.10				
Fancy strips, 60-lb. boxes.....	.10% @.12	Cinnamon, Saigon.....	2.50				
Fancy bricks, 40-lb. boxes.....	.09	Cloves.....	1.10				
Fancy middles, 40-lb. boxes.....	.12	Ginger, African.....	.76				
Choice strips, 40-lb. boxes.....	.08% @.10	Ginger, Jamaica.....	1.00				
Choice middles, 40-lb. boxes.....	.08% @.10	Mace.....	2.92				
Hake, bricks, 40-lb. boxes.....	.06	Mustard.....	1.05				
Fancy, whole, quintals.....	.08	Nutmegs.....	1.50				
Choice, whole, quintals.....	.07% @.08	Paprika.....	1.45				
Herring, Smoked—		Pepper, black.....	.96				
Scaled, per box.....	.15	Pepper, cayenne.....	.98				
Halibut, fancy chnks, Iceland, 20 lbs.....		Pepper, white.....	1.56				
Bloaters, Cromarty, 100s.....							
TEAS.		CANNED GOODS.		FISH.		IMPORTED GROCERIES.	
Gnpowder—		VEGETABLES.		Lobster—		Imported Sardines, 100 in case.	
Common to fair.....	Per lb. .15@.18	Asparagus—	Per doz.	Flat 1s.....	5.00	Reduced quarters, boneless.....	7.00@22.00
Superior to fine.....	.20@.25	Mam. white 2½s, unpeeled Calif..	5.75	Flat ½s.....	2.50@2.75	Reduced quarters, with bones.....	
Extra fine to finest.....	.28@.35	Medium green 2½s, Calif.....	5.25	Kipped Herring—		French quarters, boneless.....	17.00@22.00
Choicest.....	.45@.65	Tips, green, 1s.....	4.10	1s.....	1.50	French quarters, with bones.....	24.50@27.00
Imperial—		Tips, white, California, 1s.....	4.40	Alaska Salmon—		High quarters, boneless.....	15.00@20.00
Common to fair.....	.22@.25	Beans, Baked—		Pink 1s.....	1.10	Halves, boneless.....	15.00@40.00
Superior to fine.....	.30@.35	Standard, plain 1s.....	.55	Medium Red.....	1.25@1.30	French Vegetables, 100 in case.	
Extra fine to finest.....	.40@.45	Standard, plain or sauce, 2s.....	.75@.80	Choice Red 1s.....	1.40@1.50	Peas, according to quality.....	11.00@20.00
Choicest.....	.50@.55	Fancy, plain or sauce, 2s.....	1.00@1.05	Columbia River Chinook Salmon—		Mushrooms, ½s, accord'g to qual.....	19.00@35.00
Young Hyson—		Fancy, plain or sauce, 8s.....	1.15@1.25	Flat ½s.....	1.25@1.30	Mushrooms, ¼s, accord'g to qual.....	15.00@20.00
Common to fair.....	.16@.18	Beans, Lima—		Flat 1s.....	2.20	String Beans, according to qual.....	12.00@17.00
Superior to fine.....	.22@.30	Fancy 1s.....	1.50	Oval 1s (steaks).....	2.90	Lima Beans, according to quality.....	18.00@20.00
Extra fine to finest.....	.35@.40	Extra standard 2s.....	1.15@1.25	Sardines—		Brussels Sprouts.....	12.00@16.00
Choicest.....	.45@.60	Standard.....	1.10@1.15	Domestic ¼s, oil, 100 tins.....	2.15@6.00	French Macaroni, cartons, 25 lbs.,	
Hyson—		Soaked.....	.75 @.85	Domestic ½s, mustard, 50 tins.....	2.85@4.25	per lb.....	.06 @.09
Common to fair.....	@.14	Beans, Stringless—					
Superior to fine.....	@.18	Fancy 2s.....	2.00@2.10				
Extra fine to finest.....	@.25	Fancy 1s.....	1.10@1.20				
Japan—		Extra standard 2s.....	1.10@1.15				
Common to fair.....	.28@.25	Standard.....	1.10@1.15				
Superior to fine.....	.28@.30	Standard, not stringless, 2s.....	.80				
Choicest.....	.32@.38						
Basket-fired—Common to fair.....	.22@.25						
Basket-fired—Superior to fine.....	.28@.30						
Basket-fired—Extra fine to finest.....	.32@.38						
Basket-fired—Choicest.....	.40@.45						
Dust.....	@.12% @						
Oolong—							
Common to fair.....	@.17						
Superior to fine.....	.17@.22						
Extra fine to finest.....	.25@.35						
Choicest.....	.40@.65						
Onchong—							
Common to fair.....	.17@.18						
Superior to fine.....	.20@.25						
Extra fine to finest.....	.30@.35						
Choicest.....	.40@.60						
ROASTED COFFEES.							
Sumatra—Mandheling—Fancy brown.....	.36						
Old Government—Best.....	.29						
Old Government—Choice.....	.27						
Old Government—Prime.....	.25						
Old Government—Good.....	.23						
Mocha—							
Genuine Arabian.....	.28						
Maracaibo—							
Cucuta—Best.....	.16% @						
Cucuta—Choice.....	.16						
Cucuta—Prime.....	.15						
Cucuta—Good.....	.14						
Laguayra—							
Caracas—Fines.....	.20						
Caracas—Choice.....	.17						

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
	Column.		Column.		Column.	Standard Weights per Bushel.	
Flour.....	17	Canned Asparagus.....	7			Marrow Beans.....	60 lbs.
Roll'd Oats.....	17	Canned Peaches.....	8			Medium Beans.....	60 "
Jersey and Family Pork.....	24	Live Poultry.....	25			Pea Beans.....	60 "
Dressed Hogs.....	25					Red Kidney Beans.....	58 "
Dressed Turkeys.....	25						

-1-

SUGAR.

Confectioners' Lozenge, XXXX.....	5.55
" Powdered.....	5.45
" Crown A.....	5.65
" Crystal A.....	5.40
" Coarse Granulated.....	5.30
Eagle Tablets.....	6.70
Crystal Dominoes.....	7.70
Cut Leaf.....	6.20
Patent Cubes.....	5.55
Powdered.....	5.40
Extra Fine Granulated.....	5.40
Coarse Granulated.....	5.25
Granulated.....	5.25
Fine Granulated.....	5.25

" In 50-lb. bags packed 2 in 100-lb. bag.....	5.30
" In 25-lb. bags packed 4 in 100-lb. bag.....	5.30
" In 10-lb. bags packed 10 in 100-lb. bag.....	5.40
" In 5-lb. bags packed in bbls.....	5.45
" In 5-lb. bags packed in 100-lb. bags.....	5.45
" In 2-lb. bags packed in bbls.....	5.55
" In 2-lb. bags packed in 100-lb. bags.....	5.55
" In 2-lb. cartons in cases.....	5.45
" In 2-lb. paper packages in cases.....	5.45

Confectioners' A.....	5.10
1-Keystone A.....	5.05
2-American A.....	5.05
3-Centennial A.....	4.95
4-California A.....	4.90
5-Franklin B.....	4.85
6-Keystone B.....	4.80
7-American B.....	4.75
8-Centennial B.....	4.70
9-California B.....	4.65
10-Franklin Extra C.....	4.60
11-Keystone Extra C.....	4.55
12-American Extra C.....	4.55
13-Centennial Extra C.....	4.50
14-California Extra C.....	4.50
15-Franklin C.....	4.50
16-Keystone C.....	4.50

TEA.

Japans—Basket-fired.....	20 @ 35
Japans—Pan-fired—Common to fair.....	30 @ 23
" Fine.....	24 @ 28
" Choice.....	30 @ 38
Formosa—Superior to Fine.....	18 @ 20
" Choice to Extra.....	22 @ 35
" Choice.....	40 @ 50
Formosa—Common, cargo.....	14 @ 16
" Good, medium.....	17 @ 22
" Superior.....	23 @ 28
" Fine.....	30 @ 35
" Choice.....	40 @ 40

-2-

GUNPOWDER—Choice to Extra.....	29 @ 35
" Choice.....	40 @ 45
MORTAR—Good.....	27 @ 30
" Fine.....	35 @ 40
" Choice.....	45 @ 50
" Choice.....	50 @ 55
IMPERIAL—Superior to fine.....	15 @ 20
" Choice to Extra.....	22 @ 25
" Choice.....	30 @ 35
YOUNG HYSON—Superior to fine.....	15 @ 20
" Choice to Extra.....	22 @ 30
" Choice.....	35 @ 40
INDIA—Common to Fine.....	18 @ 38
CEYLON—Common to Fine.....	18 @ 40
ENGLISH BREAKFAST—Fair to Good.....	15 @ 17
" Choice to Extra.....	28 @ 28
" Choice.....	30 @ 40

PACKAGE TEAS.

Lipton's Teas—	In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1.....	.45	.47
Ceylon and India, No. 2.....	.40	.42
Ceylon and India, No. 3.....	.35	.37
Black and Green, No. 1.....	.45	
Black and Green, No. 2.....	.40	
English Breakfast, No. 1.....	.45	
English Breakfast, No. 2.....	.40	
Formosa Oolong, No. 1.....	.45	
Formosa Oolong, No. 2.....	.40	
Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00		

Tetley's Tea—	Per lb.
½ lb. or ¼ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon.....	.45
No. 1, Buff Label, India and Ceylon.....	.60
Ex. Gold, India and Ceylon.....	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
India and Ceylon, Sun-Flower.....	.50
Mixed (Green and Black), Sun-Flower.....	.50
Formosa and Oolong, Sun-Flower.....	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades.....	.90

Caricol Blend, Martindale & Co. :—	Per lb.
5-lb. Silver Sacks.....	.22
1-lb. Silver Sacks.....	.22½
½-lb. Silver Sacks.....	.23
¼-lb. Silver Sacks.....	.23½
Spring Garden Tea—	
100 lb. barrels.....	.18
5 lb. silver bags.....	.19
1 lb. silver bags.....	.19½
½ lb. silver bags.....	.20
¼ lb. silver bags.....	.21

Packed in cases containing 100 pounds.	Per doz.
McCormick & Co's Banquet Brand—	
No. 10.....	.85
No. 25.....	3.00
No. 50.....	4.00
No. 100.....	8.00

-3-

AMMONIA.

	Per doz.
Purple Ribbon, 16 oz., 9 doz. boxes.....	.90
Purple Ribbon, quarts, 1 doz. boxes.....	1.50
Purple Ribbon, ½ gals. ½ doz. boxes.....	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75
Colburn's Autumn, botel size, 1 doz. boxes.....	.90
Violet, pints, 3 doz.....	.85

AXLE GREASE.

Frazer's, 15 lb. pails.....	.80
Frazer's, boxes, ¼ gross.....	9.25
Mica, ¼ gross.....	8.40
Peerless, ¼ gross.....	4.40

BAKING POWDER.

-5-

GREEN COFFEE.

	Per lb.
Rio, Golden, fancy.....	.09 @.09 1/2
" prime.....	@.08
" choice.....	@.07 1/2
Santos, Peaberry, extra fancy.....	@.12 1/2
" fancy.....	@.10 1/2
" choice.....	@.09 1/2
Maracaibo, strictly fancy, mild.....	@.12 1/2
" choice.....	@.11 1/2
Washed Caracas, fancy.....	@.14 1/2
Laguayra, fancy.....	@.10 1/2
Java, extra fancy Old Government.....	.20 1/2 @.21
" extra fancy.....	@.20
" fancy.....	@.19 1/2
Mocha, 1/2 and 1/4 bales, genuine, finest.....	@.19
" Seed, Santos, fancy.....	@.10 3/4
" " choice.....	@.10 1/4

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@.12
" Prime.....	@.10
" Choice.....	@.09 1/2
Santos, Peaberry, extra fancy.....	@.10
" extra fancy.....	@.13
" fancy.....	@.12 1/2
" choice.....	@.12
Laguayra, fancy.....	@.14
Maracaibo, choice.....	@.14 1/2
" fancy.....	@.15
" extra fancy.....	@.15 1/2
Java, extra fancy Old Government.....	@.25 1/2
" fancy.....	@.24 1/2
Mocha, finest.....	@.23 1/2
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
" " 2.....	.20
" " 3.....	.17
" " 4.....	.14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.	
New York Card Price.	100-lb. Cases. 60-lb. Cases.
Ariosa.....	15 3/4 15 3/8
Arbuckle's Seven Day.....	10 3/4 10 3/8
Lion.....	13 3/8 13 3/8
B. Fischer & Co.—	
Hotel Astor Coffee, 1-lb. tins.....	.26
Thos. Martindale & Co.—	
Saludo, lbs.....	.20
" 50-lb. tins.....	.19
" barrels.....	.18
Viv, lbs.....	.16
" 50-lb. tins.....	.15
" barrels.....	.14
Ground or pulverized without extra charge.	
Lipton's—	
Special.....	.26
Perfection.....	.20
Packed in 30 and 60-lb. cases.	
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans.....	.29
" 48 1-lb. cans.....	.29 1/2
Trinidad, 60 or 100 1-lb. cartons.....	.26
"G-A" Blend, 20 3-lb. cans.....	.24
La Cruzada, 60 or 100 1-lb. cartons.....	.21 1/2
Iowa, 60 or 100 1 and 2-lb. cartons.....	.18 1/2
Tumbala, 60 or 100 1-lb. cartons.....	.16 1/2
Quezal (after-dinner), 12, 24 or 48 1/2-lb. cans per 1/2 lb.....	.35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr"—	
50 tins in box.....	per box 3.80
12 tins in box.....	per carton .95
2-lb. tins.....	per doz. 5.75
George Floto's Sons—	
Coffee Essence, 1/2-gross improved cans.....	per gross 2.25
" 1/2-gross cans, tin ends.....	2.70
" 1/2-gross cans, all tin.....	2.85
Vienna Coffee Essence, Manilla, 1/2 gross.....	2.25
Package Chicory, 65-lb. cases.....	per lb. .04 1/2
Hummel's Essence, tin can, 1/2 gross, per gross.....	2.85
" " tin ends.....	2.70
" " improved.....	2.15
Chicory, Selig's 65's.....	.05 3/4
" English, ground, bags about 160 lbs.....	.05 1/2
" Franks', stick, 65 lbs.....	.06 3/4
" Muller's, Columbus brand, 5 sticks to lb., 65 lbs.....	.04 1/2

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

-6-

BLUING—Dry.

Duck, kegs, 12 1/2 lbs.....	4.75
" kegs, 6 1/4 lbs.....	2.65
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
" " kegs, 12 1/2 lbs.....	2.65
" " kegs, 6 1/4 lbs.....	1.50
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85
BB, bags, 25 lbs.....	2.10

BLUING—Liquid.

	Per gross
Boyer's Bengal, 8 oz., 1/4 gross.....	3.90
Cream Indigo, 2 oz., 1/4 gross.....	3.90
" 4 oz., 1/4 gross.....	7.40
" 8 oz., 1/4 gross.....	11.40

BUTTER.

	Per lb.
Tub Butter—	
Creamery, extra, 60-lb. tubs.....	.25
" first, ".....	.24
" second, ".....	.23
" third, ".....	.22
" imitation, 30-60 lbs.....	.21
" 5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.26
Ladles, 30-60 lbs., bakers' use.....	.20
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.....	.29
B. B., E. D. brands, 20-50-lb. boxes.....	.28
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.27
Sheaf ("400") Elgin, 20-50-lb. boxes.....	.26
Sheaf.....	.25
Milhen Farm, lbs. and 1/2 lbs.....	.30
Gurnee, lbs. and 1/2 lbs.....	.28
Belle Spring.....	.26

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs.....	.10 3/8
" 16's, 30 lbs.....	.11 3/8
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.08 3/4
Searchlight, hotel, 16's, 30 lbs.....	.09 1/4
Pearless, hotel, 16's, 30 lbs.....	.10 1/4
Bright Light, 16's, 30 lbs.....	per box 2.00
Werk's, 8's, 30 lbs.....	.11
" 16's, 30 lbs.....	.12
Carriage, size 6x1 1/8.....	.19
Martha Washington, long 12's.....	.17

JARS AND JAR RUBBERS.

	Gross
Glass Jars—	
Pints.....	7.00
Quarts.....	7.25
Half-gallons.....	8.75
Jelly Tumblers—	
Barrels, 22 doz.....	per doz. .19
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, 1/2 gro., no rubbers.....	per gro. 2.75
Jar Rubbers—	
Lip, wide.....	per gross .85
Acme, wide, 1 doz. cartons.....	per lb. .45
" medium, 1 doz. cartons.....	.40
Reliable, white rubber, wide.....	.26
" " medium.....	.25
Black, medium.....	per lb. .25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....	per doz. .25
" Sage.....	.25
" Thyme.....	.25
" Savory.....	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, 1/2 doz. Thyme, 1/2 doz. Savory.....	per case 1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savory—	
1/8-lb. cartons, 1 doz.....	per doz. .40
1/4-lb. " " ".....	.75
1/2-lb. " " ".....	1.25
1/4-lb. screw cap bottles, 2 doz.....	.90
1/4-lb. square cans, 2 doz.....	.85

-7-

CANNED GOODS.

	Per doz.
Tomatoes—	
Mrs. Hancock's, frying.....	1.15
DuBois', frying.....	1.10
Jersey King, No. 3, standard Jersey.....	.92 1/2
Silver Lake, fancy Jersey.....	1.05
Peerless, extra fancy, No. 3.....	.90
Plantation, No. 10, 1 doz.....	2.25
Silver Lake, No. 10, 1 doz.....	2.50
Golden Rule, No. 3, seconds.....	.80
Alta, No. 2.....	.60
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake.....	1.00
Early Autumn.....	.92 1/2
Boyer's, No. 2.....	1.07 1/2
Oxford, Maine packed.....	.87
String Beans—	
Extra fancy.....	1.50
Boyer's, 25.....	.55
Acorn, 35.....	.85
" No. 2.....	.57 1/2
Safe, No. 2.....	.50
White Wax Beans—	
Champion.....	
Winsom, N. Y., No. 10, 1 doz.....	3.60
Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
" No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.90
" No. 2, sauce.....	.90
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37 1/2
Van Camp's, No. 1, sauce, 4 doz.....	.87 1/2
" No. 2, sauce, 2 doz.....	1.32 1/2
Moore & Brady, No. 3, plain.....	.85
" No. 3, sauce.....	.90
" No. 1, picnic size, plain.....	.42 1/2
" No. 1, picnic size, sauce.....	.47 1/2
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97 1/2
" No. 3, tomato sauce.....	1.05
" Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 1, sauce.....	.65
" No. 2, sauce.....	.95
" No. 2, plain.....	.90
Bunker Hill, No. 3, plain.....	.77 1/2
" No. 3, tomato sauce.....	.80
Snider's, tomato sauce, No. 3, 2 doz.....	1.80
" " No. 2, 3 doz.....	1.40
" " No. 1, 4 doz.....	.90
" " No. 10, 1/2 doz.....	5.00
Sunnyside, plain or sauce, No. 3, 2 doz.....	.95
" " No. 2, 3 doz.....	.70
" " No. 1, 4 doz.....	.45
" " No. 10, 1/2 doz.....	3.00
Red Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77 1/2
Corn—	
Paris, fancy Maine.....	1.20
American Beauty, extra fancy, Shoe Peg.....	.85
Cream of Susquehanna.....	.95
Baker's, G. W., whole grain.....	.82 1/2
Shoe Peg, Susquehanna.....	.80
" Osborn's.....	.67 1/2
Mark, crushed.....	.70
Rex, No. 2, fancy, whole grain.....	.65
Vanity, No. 2, whole grain.....	.62 1/2
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
" fine, 100 cans.....	11.75
" medium, 100 cans.....	10.25
Boyer's, Midgets.....	1.55
" Extra Sifted.....	1.25
" Sifted.....	1.10
" Early June.....	.95
Jumbo June.....	.90
Little Nell's, Baltimore.....	.62 1/2
Hermit brand, No. 2.....	.55
Beets—	
Silver Lake, fancy, No. 3.....	1.00
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.12 1/2
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	1.10
Farren's, No. 3.....	1.00
" No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Pumpkin—	
Silver Lake, No. 3.....	.85
Catawba brand, extra fancy, N. Y. State, No. 3.....	.95
Andrews & Co., No. 2.....	.42 1/2
Silver Lake, No. 10, 1 doz.....	2.35
Asparagus—	
Del Monte Mammoths.....	3.50
Oak, large.....	3.20
Superior, large, No. 2 1/2.....	3.25
Staple, medium, No. 2 1/2.....	3.00
Swan, medium, No. 2 1/2.....	2.90
Del Monte Tips, No. 1 1/2.....	2.60
Extra Tips, No. 1 1/2.....	2.55
El Dorado Tips, No. 1 1/2.....	2.50
El Rio, medium, No. 2 1/2, 2 doz.....	2.85

California Canned Fruit.

	Per doz.
Apricots—	
Extra quality.....	2.40
Extra standard.....	
Standard.....	
Pears—	
Bartlett, extra quality, 2 1/2s.....	2.25
" extra standard, 2 1/2s.....	2.20
" standard, 2 1/2s.....	2.00
Cherries—	
Extra quality, 2 1/2s.....	2.50
Extra standard, 2 1/2s.....	2.50
Standard, 2 1/2s.....	2.25

-8-

Peaches—	
Goddess, No. 2 1/2, ex. standard, lemon cling.....	2.00
Tioga, No. 2 1/2, extra standard, lemon cling.....	1.95
Valley, No. 2 1/2, standard, lemon cling.....	1.80
Thistle, No. 2 1/2, standard, lemon cling.....	1.75
Agate, No. 2 1/2, standard, lemon cling.....	1.90
Lake View, No. 2 1/2, yellow, free.....	1.70
Oak, sliced, lemon cling, No. 1, 4 doz.....	1.35
Columbus, No. 2 1/2, pie, peeled, yellow, free.....	1.47
" No. 2 1/2, pie, peeled, lemon, cling.....	1.40
Plums	
Egg, extra standard.....	
Green Gage, extra standard.....	1.45
Egg, standard.....	1.45
Gage, standard.....	

Domestic Canned Fruit.

Apples	
Wayne Co., No. 10, 1 doz.....	2.50
Booth's, oval, No. 3.....	.70
Blackberries—	
Farren's, extra preserved, No. 2.....	1.30
Silver Lake, syrup, No. 2.....	1.30
Nigger Head, No. 2.....	1.07 1/2
Spring Garden, No. 2.....	.90
Blueberries—	
Loggies, No. 2.....	1.40
" No. 10.....	6.00
Cherries—	
Silver Lake, pitted, No. 2.....	1.50
Flour City, white, No. 2.....	
Peaches—	
Maryland Leader, yellow, No. 3.....	1.20
" white.....	1.15
P. & B., yellow, No. 3.....	1.25
Pears—	
Silver Lake, No. 3.....	
Fowling Creek, good, No. 3.....	1.25
Ayres Good, No. 3.....	1.05
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.30
Pride of Rochester, fancy, preserved, No. 2.....	1.90
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	.85
Silver Lake, No. 10, 1 doz.....	2.20
Strawberries—	
Anchor, No. 2.....	.90
Jumbo, No. 1, 4 doz.....	1.00
Silver Lake, No. 2.....	1.45
Defence, No. 2.....	1.80
Pineapple—	
Acorn, E. & C., No. 2.....	1.90
General, E. & C., sliced, No. 2.....	1.80
Indian River, E. & C., No. 2.....	1.65
Terrapin, E. & C., sliced, No. 2.....	1.60
Orange Grove, E. & C., No. 2.....	1.35
Singapore Chunks, No. 1 1/2, 4 doz.....	1.05
Wallace, E. & C., sliced, No. 2.....	1.30
Singapore, cubes, No. 1 1/2, 4 doz.....	1.00
Wagner's, No. 1, cocktail, 2 doz.....	.95
P. & B., graded, No. 3.....	.75
James, No. 3, pie, graded.....	.80
Singapore, cubes, No. 1, 4 doz.....	.67 1/2
The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved—	
Chop Tan Hin, 1/2 lb., cubes.....	.75 1/2
" 1/2 lb., sliced.....	.77 1/2
" 1 1/2 lb., cubes.....	1.02 1/2
" 1 1/2 lb., chunks.....	1.10 1/2
" 1 1/2 lb., spiral sliced.....	1.15
" 1 1/2 lb., smooth sliced.....	1.22 1/2

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kipperd Herring and Oysters.

	Per doz.
Crabs—	
Deviled, No. 1, 4 doz.....	2.17 1/2
" No. 2, 2 doz.....	3.25
Clams—	
Gold Label, No. 1, 4 doz.....	1.12 1/2
Star, No. 1, 4 doz.....	.95
Lobster—	
B. & M., No. 1, flat, 4 doz.....	4.75
" No. 1 1/2, flat, 4 doz.....	2.45
" No. 1, tall, 2 doz.....	4.50
" No. 3/4, flat, 4 doz.....	3.00
Star brand, No. 1 1/4, flat, 4 doz.....	1.40
" No. 1, tall, 4 doz.....	3.85
" No. 1 1/2, flat, 4 doz.....	2.40
Shrimps—	
Peerless brand (Barataria), dry, No. 1, 2 doz.....	1.17 1/2
Peerless brand (Barataria), new, pickled, No. 1, 2 doz.....	1.12 1/2
Cotton Bale, pickled, No. 1, 2 doz.....	1.10
Mackerel—	
Pickert's, soused, No. 1, 4 doz.....	1.50
" " No. 2, 2 doz.....	2.50
" " No. 3, 2 doz.....	3.15
Underwood, soused, No. 1, 4 doz.....	
" " No. 2, 2 doz.....	2.50
Oysters—	
Boyer's, No. 1, 2 doz.....	.92 1/2
" No. 2, 2 doz.....	1.80
M. & B., No. 1, 2 doz.....	.92 1/2
Stewart's, No. 2, 2 doz.....	1.65
" No. 1, 2 doz.....	.85
Victory, No. 1, 2 doz.....	.87 1/2
Kipperd Herring—	
Maconache's, 2 doz., plain.....	1.40
Gold Label, No. 1, spiced, 4 doz.....	.82 1/2

You'd take off your hat and give the enthusiastic "glad hand" to a 40% profit if you met it on the street on the way home to-night. Why not look into what we have to offer you as a profit on our California Jams, Marmalades and Preserves? The goods are fine, and people ask for more. We say this about them because we know all about the quality of our brand. That's why we guarantee it. Drop a postal at an expense of a minute and a cent, to us, and ask about this. Conservatism is all right, but it overlooks many a paying proposition. Be wide awake even if it is hot.

H. P. D. KINGSBURY, Redlands, California
(where the oranges come from)

You Walk Unnecessary Miles

¶ If your store is like many you and your clerks travel unnecessary miles every day.

¶ To and from the cashier's desk, or the cash register, or the money drawer are some of the ways you do it. Do you know you can get a cash-carrying system for \$25 per line, and get it on 30 days' free trial?

¶ Be modern, especially when to be modern is to save steps.

UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg.

BOSTON, Tremont Bldg

CHICAGO, Medinah Bldg.

ZIPP'S Flavoring Extracts

Branded "U. S. P."

Vanilla		Ginger
Lemon	Wintergreen	Orange
Almond	Peppermint	Rose

are guaranteed under the National Pure Food Act to be ABSOLUTELY PURE EXTRACTS FROM CHOICE NATURAL FRUITS.

Recommend them to your best trade for your own protection. No other dealer can offer them any better extracts . . .

Flavoring Power Unequalled

THE ZIPP MANUFACTURING COMPANY
CLEVELAND, OHIO

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of Croft's Swiss Milk Cocoa simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA, Pennsylvania . .

Ritter's BEST Preserves

XX Brand

in Hermetically-sealed Glass Packages, are made of Fresh Fruit and Granulated Sugar.

CONTAIN NO PRESERVATIVES
AND NO ARTIFICIAL COLORING

They Are Pure

Guaranteed to Comply with State and National Food Laws.

P. J. Ritter Conserve Company
Philadelphia, Pa.

-9-

Salmon—	
Gibraltar, Sockeye, No. 1, tall.....	1.95
“ “ “ No. 1/2, flat.....	1.85
Hapgood's, No. 1, tall, 4 doz.....	1.30
“ “ “ No. 1/2.....	1.30
Porter's Best, extra fancy, Sockeye, No. 1, tall, 4 doz.....	1.70
Humes, Karluk, No. 1, tall, 4 doz.....	1.47 1/2
Horseshoe, No. 1.....	1.55
White Bear, red, No. 1, tall.....	1.42 1/2
Sweet Clover, pink, No. 1, tall.....	1.00
White Raven, 1/2s.....	.95
Chef, red, No. 1/2, flat, 4 doz.....	.92 1/2
Terrapin, pink, No. 1/2, 4 doz.....	.85

SARDINES—Imported.

Chancellor, 1/2s, key.....	25.00
La Champagne, 1/4s, key.....	17.00
“ “ “ boneless.....	
Billet, small 1/4s.....	14.00
Tricolore, 1/4s.....	9.00
Gerard, 1/2s, key, boneless.....	34.00
Martels, 1/4s.....	9.50
“ “ “ 1/2s.....	13.25
Morel, 1/2s, boneless.....	16.00

Domestic.

Mustard—	
Irma, 1/4s, 100 cans.....	3.65
Raven, 1/4s, key, 100 cans.....	3.37 1/2
Harbor, 1/4s, 48 cans, wrapped.....	
Gold Label, 1/4s, mayonnaise dressing, 100 cans.....	6.40
Gold Label, 3/4s, mayonnaise dressing, 50 cans.....	4.30
Oil—	
Gold Label, 1/4s, oil, 100 cans.....	6.40
Irma, 1/4s, 100 cans.....	3.65
Continental, 1/4s, key, 100 cans.....	3.62 1/2
Owl, 1/4s, key, 100 cans.....	3.52 1/2
Skipper Sardines—	
1/4s, olive oil, key, 100 tins.....	12.00
“ “ “ 50 tins.....	12.00
1/4s, tomato sauce, key, 100 tins.....	13.00
“ “ “ 50 tins.....	13.00

CANNED MEATS.

Corned Beef.

Armour's—	Per doz.
Veribest, No. 1, key, 2 doz.....	1.40
“ “ “ No. 2, key, 1 doz.....	2.35
Fairbank's—	
No. 1, key, 2 doz.....	1.35
No. 2, key, 1 doz.....	2.22 1/2
No. 6, key, 1 doz.....	7.00
No. 14, key, 1/2 doz.....	8.15
Libby's—	
No. 1, key, 2 doz.....	1.45
No. 2, key, 1 doz.....	2.25

Chipped Beef.

No. 1/2, 2 doz.....	1.45
No. 1, 2 doz.....	2.10
No. 1/2, glass, 2 doz.....	1.55
No. 1, glass, 2 doz.....	2.50
Beechnut—	
No. 1/2, sliced, glass jars.....	1.70
No. 1, sliced, glass jars.....	2.77 1/2

Sliced Smoked Beef.

Armour's—	
Shield, in glass, size 1/2.....	1.55
“ “ “ 1.....	2.05
Acme—	
Large tins, 2 doz.....	2.60
Medium tins, 4 doz.....	1.60
“ “ “ 2 doz.....	1.65
Small tins, 4 doz.....	1.00
Large glass jars, 1 doz.....	2.85
Special jars, 1 doz.....	2.60
Junior jars, 2 doz.....	1.60

Sliced Bacon.

Armour's—	
Star, in glass, size 1/2.....	1.65
“ “ “ 1.....	2.65
“ “ “ in tin, 1/2.....	1.55
“ “ “ 1.....	2.65
Beechnut—	
No. 1/2, glass jars.....	1.42 1/2
No. 1, glass jars.....	2.50
Acme—	
Large glass, 1 doz.....	2.75
Junior glass, 2 doz.....	1.60

Roast Beef.

Armour's—	
No. 1, 2 doz.....	1.45
No. 2, 1 doz.....	2.37 1/2
Fairbank's—	
No. 1, 2 doz.....	1.45
No. 2, 1 doz.....	2.37 1/2
Libby's—	
No. 1, 2 doz.....	1.45
No. 2, 1 doz.....	2.30
Kingan's—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.42 1/2

Lunch Tongue.

Armour's, No. 1, 2 doz.....	2.70
Fairbank's, No. 1, 2 doz.....	2.15
Libby's, No. 1, 2 doz.....	2.80

-10-

Whole Ox Tongue.

Armour's—	
Size 1.....	5.40
“ 1 1/2.....	6.75
“ 2.....	7.85
“ 2 1/2.....	9.50
Fairbank's, No. 2, 1 doz.....	7.00
Libby's, No. 2 1/2, 1 doz.....	9.50

Potted or Deviled Meats.

Armour's—	
No. 1/4, 4 doz.....	.45
No. 1/2, 2 doz.....	.82 1/2
Libby's—	
No. 1/4, 4 doz.....	.44
No. 1/2, 4 doz.....	.80
R. & R.—	
No. 1/4, 4 doz.....	1.15
No. 1/2, 2 doz.....	1.95

Potted Chicken or Turkey.

Armour's—	
No. 1/4, 4 doz.....	1.80
No. 1/2, 2 doz.....	3.05
Libby's—	
No. 1/4, 4 doz.....	
No. 1/2, 2 doz.....	
R. & R., No. 1/4, 4 doz.....	1.75

Sausage.

Armour's—	
Vienna style, size 1/2.....	.90
“ “ “ 1.....	1.50
Luncheon, with Tomato Sauce, size 1/2.....	.90

Boned Meats.

Curtice Brothers, “Blue Label”—	
Chicken, No. 1/2.....	2.85
“ “ “ No. 1.....	5.00
Turkey, No. 1/2.....	2.85
“ “ “ No. 1.....	5.00
Whole Rolled Ox Tongue, No. 2.....	11.00
“ “ “ Ham, No. 1 1/2.....	7.50
“ “ “ No. 2 1/2.....	10.00

Deviled Meats.

Curtice Brothers, “Blue Label”—	No. 5 oz.	No. 10 oz.
Ham.....	1.25	2.15
Tongue.....	1.25	2.15
Chicken.....	1.85	2.90
Turkey.....	1.85	2.90

Potted Meats.

Curtice Brothers, “Blue Label”—	No. 1/4 Tin.	No. 1/2 Tin.
Ham.....	1.20	2.00
Tongue.....	1.20	2.00
Chicken.....	1.80	2.75
Turkey.....	1.80	2.75

Soups.

Snider's Tomato—	
3-lb. cans, 2 doz.....	2.35
2-lb. cans, 2 doz.....	1.35
1-lb. cans, 4 doz.....	.90
Gallon cans, 1/2 doz.....	5.00
Schimmel's, assorted, 1 lb., 4 doz.....	.85
Campbell's—	
Assorted, No. 1, 4 doz.....	.85
Special assortment, 4 doz.....	.87 1/2
Curtice Brothers, “Blue Label”—	

	Quarts.	Pints.	1/2 Pints.
Consomme.....	3.15	1.75	1.25
Bouillon.....	3.15	1.75	1.25
Beef.....	3.15	1.75	1.25
Julienne.....	3.15	1.75	1.25
Printanier.....	3.15	1.75	1.25
Vegetable.....	3.15	1.75	1.25
Tomato.....	3.15	1.75	1.25
Ox Tail.....	3.15	1.75	1.25
Mock Turtle.....	3.15	1.75	1.25
Tapioca Crecy.....	3.15	1.75	1.25
Pea.....	3.15	1.75	1.25
Mutton Broth.....	3.15	1.75	1.25
Clam Chowder.....	3.15	1.75	1.25
Clam Broth.....	3.15	1.75	1.25
Chicken Gumbo.....	3.15	1.75	1.25
Mulligatawny.....	3.15	1.75	1.25
Chicken.....	3.15	1.75	1.25
Chicken Broth.....	3.15	1.75	1.25
Green Turtle.....	6.50	3.50	2.00
Terrapin.....	7.25	3.75	2.25

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—	Per lb.
Extra Mixtures.....	30-lb. pails .78
Cream Jelly Mixtures.....	.09 1/2
Elcroften Mixtures.....	.08 3/4
Nobby Mixtures.....	.09 1/2
Cadella Mixtures.....	.12
Fine French Mixtures.....	.13 1/2
French Creams.....	.09
American Mixtures.....	.08 1/2
Variety Cut Drops.....	.08 1/2
Darling Mints.....	.08 1/2
Golden Drip Bar.....	15-lb. boxes .10

-11-

Sour Balls.....	30-lb. pails .08 1/2
Pancella Cream Chocolate.....	.10 1/2
I X L Assorted Chocolate.....	.11 1/2
King B Assorted Chocolate.....	.12 3/4
No. 1 Fine Assorted Chocolate.....	.16 1/2
Nonpareil Drops.....	.11 1/2
Chocolate-covered Caramels.....	.12
Dairy Chocolate Chips.....	25-lb. pails .16 1/2
Chocolate Mints.....	30-lb. pails .11 1/2
Honey B Comb.....	21-lb. pails .17 1/2
Cream Coconut Balls.....	28-lb. pails .10 1/2
Cream Peppermint.....	30-lb. pails .09 1/2
Cream Wintergreen.....	.09 1/2
Wellington Caramels.....	25-lb. pails .08
Frozen Milk Caramels.....	30-lb. pails .10
Soft Jelly Gum Drops.....	.07 1/2
Superfine Gum Drops.....	.10
Jelly Beans.....	.08
Wintergreen Lozenges.....	.09 1/2
Mint Lozenges.....	.09 1/2
Assorted Lozenges.....	.09 1/2
Conversation Lozenges.....	28-lb. pails .09 1/2
C. & A. Crown Stick.....	30-lb. pails .08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases.....	.12 1/2
Rock Candy, assorted.....	10-lb. boxes .09 1/2
Penny goods.....	10 boxes in case 4.50

CATSUP.

Beefsteak Catsup, medium.....	Per doz. 2.00
P. P. Co., spiced, No. 32, 5 doz.....	1.15
Waldorf, medium, 12 oz., screw top, 2 doz.....	.92 1/2
Campbell's—	
No. 8, 2 doz.....	.87 1/2
No. 8, Tobasco.....	.87 1/2
Snider's—	
Pints, 2 doz.....	2.10
1/2-pints, 2 doz.....	1.30
Quarts, 1 doz.....	3.25
Gallons, 6 jugs in crate.....	per jug .85

KETCHUP.

Curtice's “Blue Label” Tomato Ketchup—	Per Case
Small, 25 bottles in case.....	3.00
Medium, 25 bottles in case.....	4.75
Large, 12 bottles in case.....	3.75

CHOCOLATE AND COCOA.

Walter Baker & Co's—	Per lb.
Premium, 1/2s, 12 to 25 lbs.....	.30
Premium, 1/4s, 12 lbs.....	.30
Caracas, sweet, 6 lbs.....	.30
German, sweet, 12 lbs.....	.23
Auto, sweet, 6 lbs.....	.32
Cocoa, 1/4-lb. cans, 12 lbs. in box.....	.34
Cocoa, 1/2-lb. tins, 6 lbs.....	.34
W. H. Baker's—	
Best Cocoa, 1/2-lb. size.....	per lb. .31
“ “ “ 1/2-lb. “.....	.32
Premium Chocolate, 1/2s, 12 lbs.....	.28 1/2
“ “ “ 1/4s, 12 lbs.....	.29 1/2
Best Sweet Chocolate, 1-5s, 6 lbs.....	.19 1/2
“ “ “ 1-5s, 12 lbs.....	.19 1/2
Hershey's—	
Milk, 48 5 cent.....	per box 1.45
Epp's—	
Cocoa, 1/2-lb. tins, 7 lbs.....	.42
Van Houten's—	
Cocoa, 6-lb. boxes, 1-lb. tins.....	per tin .72
“ “ “ 6-lb. boxes, 1/2-lb. tins.....	.37 1/2
“ “ “ 6-lb. boxes, 1/4-lb. tins.....	.19
Huyler's—	
Cocoa, 1/2s, 6-lb.....	.42
“ “ “ 1/4s, 6-lb.....	.44
Hooton Cocoa and Chocolate Co.—	



Cocoa, labeled, 1/2s.....	.38
Cocoa, labeled, 1s.....	.40
Premium Chocolate, 1/2s.....	.33
Premium Chocolate, 1/4s.....	.35
Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	
1/2-lb. round cans.....	Per can. Per doz.
1-lb. “.....	.19 2.27
1-lb. “.....	.30 3.60
1 1/2-oz. “.....	.59 7.08
5-lb. “.....	2.75
Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	Per lb.
Milk, 6 to 10.....	.45
Queen, 4 to 10.....	.42
Sweet Vanilla, 4 to 10.....	.28
“ “ “ 8 to 10.....	.28
Bloeker's Cocoa Powder—	
1/4-lb. tins, 2 doz. in box.....	per doz. 1.88
1/2-lb. tins, 2 doz. in box.....	.35
1-lb. tins, 1 doz. in box.....	6.50
5-lb. tins, 1 doz. in case.....	per lb. .52
10-lb. bags, 1 doz. in case.....	.50
Wilbur's Cocoa—	
Breakfast, 1/4-lb. tins, 6-lb. boxes.....	per lb. .33
“ “ “ 1/2-lb. tins, 6-lb. boxes.....	.32
Wilbur's Chocolate—	
Sweet Clover, 1/2s, 6-lb.....	per box 1.60

-12-

Lowney's—	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, 1/2-lb. packages.....	.32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, 1/2-lb. packages.....	.32
Premium Chocolate, 6-lb. boxes, 12 boxes in case, 1/4-lb. packages.....	.32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, 1/4-lb. packages.....	.32
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, 1/2-lb. packages.....	.27
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, 1/4-lb. packages.....	.27
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, 1/4-lb. packages.....	.27
Vanilla Sweet Chocolate, 50 5-cent packages in box.....	per box 1.65
Cocoa, 6-lb. boxes, 12 boxes in case, 1/2-lb. tins.....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, 1/2-lb. tins.....	.36
Cocoa, 6-lb. boxes, 12 boxes in case, 1/4-lb. tins.....	.36
Cocoa, 6 lb. boxes, 12 boxes in case, 1/2-lb. tins.....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, 1/2-lb. tins.....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins.....	.36
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins.....	.36
Diamond Chocolate, sweet, 1/4-lb. pkgs. 6-lb. boxes, 12 boxes in case.....	per lb. .24
“ “ “ 12-lb. “.....	.24
“Always Ready” Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case.....	per lb. .32
6-lb. boxes, 12 boxes case, 1/4-lb. tins “.....	.32
1/2-lb. tins, 6 lb. boxes, 12 boxes case “.....	.32
Milk Chocolate, 50 5-cent packages in box.....	per box 1.65
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, 1/2-lb. jars, 6- and 12-lb. boxes.....	.40
Croft's Cocoa, 1/2s, 2 dozen in box.....	1.80
“ “ “ 1/4s, 6 lbs. “.....	.33
“ “ “ 1/2s, 6 lbs. “.....	.32
“ “ “ 5-lb, 6 cans “.....	.30
“ “ “ Swiss Milk Chocolate, 48 5-c.cakes.....	1.50
“ “ “ Premium, 1/4s, 12-lb. cakes.....	.31
“ “ “ 1/2s, “.....	.30

Knickerbocker Chocolate Co.—	
Hasty Lunch Chocolate—	
1/2 lb. decorated cans, 12-lb. boxes.....	per lb. .30
1/2-lb. “ “ 24-lb. boxes.....	.29
Special 10-c. packages, 30 to box.....	per box 2.10
Blue Ribbon Breakfast Cocoa—	
Decorated 1/2-lb. tins, 6-lb. boxes.....	.36 1/2
“ “ “ 1/2-lb. “ 12-lb. “.....	.36
Bedford Cocoa—	
Labeled 1/2-lb. cans, 6-lb. boxes.....	.29 1/2
“ “ “ 1/2-lb. “ 12-lb. “.....	.29
“ “ “ 1/4-lb. “ 6-lb. “.....	.31 1/2
“ “ “ 1/2-lb. “ 12-lb. “.....	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, 1/4s, 6-lb. boxes.....	.26 1/2
“ “ “ 1/2s, 12-lb. “.....	.26
Buster Brown, 5-c., 48 cakes.....	per box 1.35
“ “ “ 3-c., 72 “.....	1.40
Premium Chocolate—	
1/2-lb. cakes, 12-lb. boxes.....	.27 1/2
1/2-lb. “ “ 24-lb. “.....	.27
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case.....	.80
40 “ “ “ 48 to case.....	.80
24 5-cent cakes in box, 24 to half case.....	.78
24 “ “ “ 48 to case.....	.78

CONDENSED MILK.

BORDEN'S

CONDENSED MILK CO.

All BORDEN'S Brands guaranteed.



Eagle, 4 doz.....	6.25
Eagle, 2 doz.....	3.15
Challenge, 4 doz.....	3.75
Defiance, 4 doz.....	3.75

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO

Lots of Your Customers Want This



It is the one thing to keep hardwood floors right. It has been specially prepared by experts to do the work right.

Tell your customers if they want to keep their floors in perfect condition permanently to use it instead of scrubbing them. It makes a finish so perfect that all that is necessary is to wipe up the floors with a damp cloth once a week.

Universal Coupons in every case for the grocers and some in each package for his customers.

E. B. MOORE & CO.
76 Wabash Avenue Chicago, Illinois

Seasonable Specialties

(OUR OWN CREATIONS)

GOVERNMENT INSPECTION ESTABLISHMENT No. 257

Prepared with the greatest care by clean methods in the Finest, Cleanest and most Sanitary Abattoirs and Sausage Kitchens in the country, and are especially adapted for use during the Summer season.

Meat Loaf

Composed entirely of fine selected meats—contains no flour or cereals. Baked in loaves of about eight pounds. Delicious. Can be served cold, sliced thin, or warmed up in oven to take the place of a roast.

Lunch Roll (Copyrighted.)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to use in place of boiled ham. Makes an elegant dish when fried in place of ham or bacon.

Cervelat (also known as Summer Sausage or Winter Bologna.)

Not to be confounded with Lebanon Bologna or similar cheap products. Very choice and different from the numerous brands on the market from the fact that it contains no cereals. In beef casings—also a limited supply in hog casings.

Burk's Hams

Different from others in cut and trim, having short shanks and round butts. No salty taste—being new and sugar cured. Bright color, smoked with hickory wood.

Butternut Bacon

In strips, neatly wrapped in parchment paper. Strung with white cord and cut perfectly square, making every ounce available to the consumer. No waste. Not especially lean, being selected from best corn fed hogs, which imparts that tender, nutty flavor.

Louis Burk
GIRARD AVE. AND THIRD ST., PHILADELPHIA



"A Delicious Drink"

That remark is frequently made concerning Café des Gourmets Coffee and you will have it said to you just as soon as you get your trade to give it a trial.

Café des Gourmets is so nearly a perfect blend of high-grade coffees that it appeals to all who like good coffee. It is packed in one-pound, air-tight, handsomely labeled cans that protect the coffee from contamination and prevents the loss of its aromatic flavor for an indefinite time.

Nothing will appeal so strongly to your trade as Café des Gourmets; it costs you 25 cents a pound.

SAMUEL WILDE'S SONS CO., Importers
Coffees, Teas and Spices
11 DUTCH STREET - - - NEW YORK

The Grocer's Power

We make a superfine line of Macaroni, Spaghetti, Noodles and Pastels, but we don't try to *make* you sell them.

We give you credit for brains—brains to select goods—brains to sell them. You can *influence* your customers. That's why you are in business.

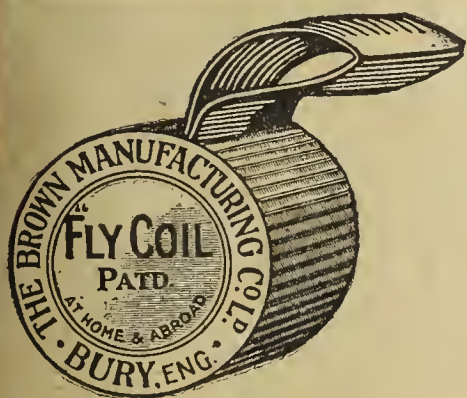
Wouldn't it be foolish for us to ignore your power and waste advertising trying to make people *demand* that you sell our goods? We go the other way about it. We spend our advertising money *for* you, not *against* you by giving you Universal Coupons with every case of our goods. You can exchange them for many useful articles. It pays to pull together.

The

Freihofer

**Vienna Baking
Company**

Philadelphia, Penna.



Brown's Famous Fly Coil

catches more Flies to the square inch than any other Flycatcher. It attracts customers by its novelty, neatness and cleanliness. Hang up a couple of them and see how much they improve the appearance of your store and increase the comfort of customers. When people see a good thing like this they want it and you sell lots of them. Why not catch customers as well as Flies?

Brown's "Fly Coil" is easier to use and easier to *sell* than any "Fly-paper."

TO BE OBTAINED FROM

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents **PHILADELPHIA, PA.**

-17-

FLOUR.

	Per bbl.
King Midas	6.80
Gold Medal	6.85
Millbourne	6.55
On Top	6.60
Ceresota	6.65
Pillsbury's Best	6.65
Taylor's Fancy	5.10
Semper Idem	4.90
Pride of the West	4.75
Sunbeam	4.65
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
Lea's, white, table, 100 lbs	2.30
" yellow, granulated, 100 lbs	2.30
" table, 100 lbs	2.20
Western, yellow, granulated, 100 lbs	2.00
Quaker, 36 packages	
Farina—	
Hecker's, 24 is. per case	1.40
Schumacher's, 24 packages	1.25
Beans—	
California Lima	per bushel.
Marrows, fancy, N. Y. State, grain bags	2.47½
Extra choice, grain bags	2.45
Medium, fancy, grain bags	2.55
Pea, fancy, grain bags	2.60
" Michigan, grain bags	2.50
Red Kidneys	2.00
Peas—	
Green	2.40
Scotch	2.60
Split, yellow	2.25
" green	
Lentils—	
ooooo, 110-lb. bags	Per lb.
Less quantity	
Shaker Corn—	
Fancy, barrels .....	.05½
Less quantity .....	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.50
" Pearl, 100 lbs	per bag 2.25
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100-lb. bags	2.00
" Grits, 100-lb. bags	
Barley—	
OO .....	.05½
No. 3, 100 lb. bags	2.65
Noodles—	
Climax, 24 10-c. packages, assorted	1.15
" 48 5-c. packages	1.25
" assorted, 24 5-c., 12 10-c.	1.20
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B	per bbl. 6.55
B, 100-lb. kegs	per keg 3.50
Oaten Goods—	
Avena, 18 packages	1.45
Banner Oats, 20 packages	4.35
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62½
" 36 packages	3.85
Quaker, 18 small size	1.45
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs	per bbl. 6.25
" 90 lbs	per keg 3.25
Standard, 180 lb. bbls.	
" 90-lb. bags	2.90
Sago—	
Fine, bags about 160 lbs .....	.03¾
50-lb. lots .....	.04½
Admiral, pearl, 245 .....	.07¾
Tapioca—	
Instantaneous, 50 is. ....	.08½
Colburn's Hasty, 36 packages .....	.07¼
Minute, ¾ gross	per box 2.85
Flake, about 125 lbs	per lb. .04¼
" less quantity	" .04¾
Pearl, 150 lbs	" .03½
" less quantity	" .04

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s.	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s.	per case 4.20
Egg-O-Sec, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" " 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size	1.80

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57½
" small .....	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small .....	.95
Bromangelon, assorted, 3 doz .....	.87½
Fruit Pudding, 2 doz., assorted flavors .....	.80
Jell-O, assorted flavors, 2 doz .....	.87½
Jell-O Ice Cream Powder, 2 doz .....	.97½
Jellycon, 1 doz .....	.87½
" assorted flavors, 3½ doz .....	.87½
Chalmer's, shredded	1.00
" granulated	1.00
" No. 1 packages .....	.45
Peter Cooper .....	.80
Tryphosa .....	.95
Imperial Wine Jelly .....	.95
Gelatine, McKinley's	per gross 11.00
Wetmore's, double refined, 36 10-c. packages .....	.85
Pudding, assorted, 2 doz	per case 2.70
D-Zerta Jelly, assorted, 2 doz	1.60
	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs .....	.05¾
" Elbows, square, 25 lbs .....	.05¾
" Macaroni, long, 25 lbs .....	.05¾
" square, 25 lbs .....	.06½
" Spaghetti, long, 25 lbs .....	.05¾
" Vermicelli, square, 25 lbs .....	.05¾
" Macaroni, bulk, 25 lbs .....	.05¾

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour .....	.30
Scoops, Galvanized, Sugar .....	.25
Scoops, Galvanized, Starch .....	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders .....	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bores, No. 2, 1½ to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" " No. 4	" 5.40
" " No. 5	" 7.20
X Quality, No. 3	2.60
" No. 4	3.00
" No. 5	3.40

Counters.

Sherer's Eclipse Counters—			No. of	
No.	Length.	Drawers	Each.	
6½.....	3 feet, 8 inches.....	9.....	15.00	
8½.....	4 feet, 10 inches.....	12.....	20.00	
10½.....	6 feet.....	15.....	25.00	
12½.....	7 feet, 3 inches.....	18.....	28.00	
14½.....	8 feet, 6 inches.....	21.....	31.00	
16½.....	9 feet, 8 inches.....	24.....	35.00	
18½.....	10 feet, 10 inches.....	27.....	40.00	
20½.....	12 feet.....	30.....	45.00	
Capacity of Drawers, 40 to 60 lbs. each.				

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.	
Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case .....	.95
Large cartons or tins, 2 doz. in case	2.00
Dime Tumblers, 2 doz. in case .....	.90

Thredded Fish.

Swansdown, 2 doz	per doz.
Osprey, 2 doz	"

Mackerel.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Ex. Norway Bloater					
Ex. Norway, No. 1					
Ex. Norway, No. 2					
Ex. Norway, No. 3	23.00	12.10	6.25	1.40	1.17
Ex. Norway, No. 4	20.00	10.60	5.50	1.25	1.05
Ex. Bloaters, XXX	35.00	18.10	9.25	2.10	1.65
Ex. Bloaters, XX	30.00	15.60	8.00	1.75	1.45
Ex. Shore, No. 1	24.00	12.60	6.50	1.45	1.21
Large Shore, No. 1	20.00	10.60	5.50	1.25	1.05
Med. Shore, No. 1	22.00	11.60	6.00	1.35	1.13
Large Irish, No. 2					
Extra Irish, No. 2	16.00	8.60	4.50	1.05	.89
Medium Irish, No. 2	15.50	8.35	4.58	1.03	.87
Small Irish, No. 2	15.00	8.10	4.25	1.00	.85
New Medium Shore	16.00	8.60	4.50	1.05	.89
New Large	15.00	8.10	4.25	1.00	.85
Large, No. 2	15.00	8.10	4.25	1.00	.85

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round, Large	7.00	4.10			
Shore, Round, Med	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Salmon, Halifax					
Shad, No. 1, Mess	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs .....	.08
Gilt Edge, 40 lbs .....	.06
Favorite Middies, 60 lbs .....	.13

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs .....	.07
Snow White, 1-lb bricks, 20 lbs .....	.08
Favorite Cod, 2-lb. bricks, 40 lbs .....	.08½

Star Brand Boneless Herring.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case .....	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case .....	.90

Loose Codfish.

Extra Large Georges Cod .....	.09
Large Bank .....	.08
Medium Bank .....	.07
Pollock .....	.05
Hake .....	.04½
In original cases, 450 lbs., ¼ c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb.
Smoked Salmon, whole fish .....	.27
Cromarty Bloaters, 50s	per box
" 100 s.	"

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs	
Fancy N. Y. State, 48 1-lb.	
Apricots—	
Extra Choice Royals, 25 lbs .....	.10¾
Standard Choice Royals, 25 lbs .....	.09¾
Cherries—	
California, unpitted, Black, 25 lbs	
California, pitted, Black, 25 lbs	
Currents—	
Gold Medal, recleaned, 36 1 s. ....	.07¾
Gold Medal, loose, 25 lbs .....	.07¾
Private Growth, extra, cleaned, 36 lbs .....	.07¾
" cleaned, 30 lbs. bulk .....	.07¾
Peaches—	
Fancy Muirs, 50 lbs .....	.10½
Extra Choice Muirs, 50 lbs .....	.09½
Choice Muirs, 50 lbs .....	.08½
Extra Choice, Yellow, 25 lbs .....	.07¾
Choice Yellow, 25 lbs .....	.07¾
Pears—	
Choice California, Bartlett, 25 lbs .....	.10

-20-

Prunes—	Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20-30, 25 lbs					
30-40, 25 " .....		.08¾	.08½	.08	
40-50, 25 " .....		.07¾	.07½	.07½	
40-50, 50 "					
50-60, 25 " .....		.07¾	.07		
50-60, 50 " .....		.07	.06¾		
60-70, 25 " .....		.06¾	.06½	.06½	
60-70, 50 "					
70-80, 25 "					
70-80, 50 "					
80-90, 50 " .....		.05½		.05½	
90-100, 25 "					
90-100, 50 " .....			.04¾	.04	
100-120, 50 "					

Raisins—	
Muscadels, 4 crown, 50 lb .....	.05¾
" 3 " 50 lb .....	.05½
" 2 " 50 lb .....	.05
Cal. Thompson Seedless, 50 lbs .....	.06½
Cal. Cleaned Sultanias, 50 lbs .....	.06¾
Cal. Sultanias, 50 lbs .....	.06½
Cal. Seedless Muscadels, 50 lbs .....	.06
Gilbert's, Laver, Valencias, 28 lbs .....	.05½
Raisins, Seeded—	
G. & S. fancy, 36 is. ....	.07¾
Gold Ribbon, fancy, 36 is. ....	.07¾
Owl, fancy, 36 is. ....	.07¾
Harvest, choice, 36 is. ....	.07
Citron, fancy, boxes, 10 lbs .....	.16
" fancy, 25 lbs	
Lemon Peel, fancy, boxes, 10 lbs., net .....	.11½
Orange Peel, fancy, boxes, 10 lbs., net .....	.11½

CEREAL COFFEE.

Postum Cereal—	
15-cent size, 2 doz	2.70
25- " 1 "	2.25
15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4, 1 doz., 15 cent size, ½ doz.	
25-cent size in case	per case 2.30
Case No. 5, 1 doz. 25-cent size	2.05
Case No. 6, 2 doz. 15-cent size	2.47½
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee—	
24-26 oz. package, packed 1 and 4 doz. in case	per doz. 2.15
24-12 oz. package, packed 2 doz. in case	per doz. 1.25
Perfection Rye Coffee, 24 1-lb. packages	2.40

HORSE RADISH.

Tumblers, 10-c. size, 2 doz	per doz.
Tumblers, 5-c. size, 2 doz	"
Tumblers, 10-c., Lord's Prayer, 2 doz.	"

INK.

Arnold's, black, 3032	per bottle .4
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Why Some Women Dread Soap Powder

A whole lot of women who used to use Soap Powder regularly don't use it now, because their hands are all healed up, and they don't want to eat off the new skin.

You can make all these customers again simply by explaining that **Snow Boy Washing Powder** contains nothing to hurt even a baby's skin, that as a cleaner its results are most surprising, and that as a labor-saver it is quite the greatest thing they ever saw.

Might drop a word about the fine premiums that go with it. There's a tender spot in the female mind for premiums.

Good Goods and
Good Profits . .

Lautz Bros. & Co.
BUFFALO, N. Y.



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia



Get Them Started Now

Naturally you won't sell much canned corn during the summer, though June and a part of July are always good months for it.

If you will order just enough **Onarga Country Gentleman** Corn to get it known to your trade before the fresh corn season, you will find you've done a good thing for yourself when fall opens.

Onarga Corn is wholly different from other corn because it is cooked differently. It is cooked in the new automatic cooker that cooks the edges and the centre at the same time, and cooks it evenly through and through.

You'd hardly believe what a tremendous difference in flavor this makes.

Iroquois Canning Co.
ONARGA, ILLINOIS

VALUE OF MAGAZINE Advertising



Magazine advertising makes people familiar with the name and quality of Swift's Premium Ham and persuades them to try it.

When they see a display, a show card or sign in your store the advertisement is recalled. The result is a sale.

Therefore it will pay you to display Swift's Premium Ham constantly. Keep a sign in plain sight all the time.

"WE SELL

SWIFT'S PREMIUM HAMS."

The increase in sales will be large and steady for Swift's Premium Ham holds trade by its uniform quality.

Swift & Company, U. S. A.



Simple Truth Tells

Van Camp's Pork and Beans

The simple truth about the selection, cooking, flavor and food value of **Van Camp's Pork and Beans** with tomato sauce is all the story we have to tell to send people to the grocer. All he has to do is give them **Van Camp's** to bring them back and keep them coming back again and again.

No other can of beans has such a history of care and quality and no other will sell as well.

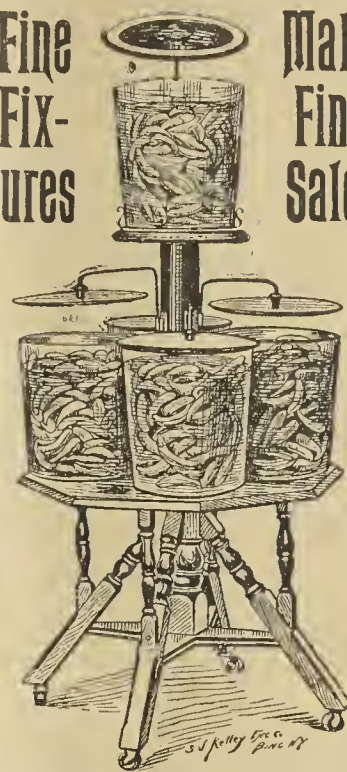
People who get into the habit of using **Van Camp's Pork and Beans** with tomato sauce will also get into the habit of dealing with the grocer who sells them.

That means steady business for you.

The Van Camp Packing Company
Indianapolis, Indiana

Fine
Fix-
tures

Make
Fine
Sales



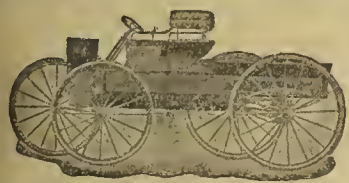
Almost every grocer sells loose pickles or loose olives. Usually they're kept in a keg somewhere.

Doesn't it stand to reason that a fine fixture displaying such things where they could say a word for themselves would make sales better.

Take our inexpensive 5-jar fixture, oak or cherry, and with nickel trimmings. Very handsome, very ornamental, very capable in influencing the sale of goods.

Fine fixtures make fine sales.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.



WHAT YOU'LL FACE

If you sell your delivery team and get a **Lindsley Delivery Car**, what's before you?

1. Getting deliveries made in one-third the time, and therefore being able to deliver three times as many goods in the same time.

2. Getting them made at about half the expense necessary for the team.

3. The best advertisement, with the saving of money, you've ever had in your life.

We're not asking you to spend more money—we're asking you to save some.

J.V. Lindsley & Co.
Suite 1112 Monadnock Bldg., Chicago

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. **LARD** a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Be
Proud
of
Your
Olive
Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

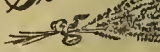
Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.
103-107 HUDSON STREET, NEW YORK

ONE POUND
FULL WEIGHT

Pischer's



CHOICEST

HEAD OF RICE

THE FINEST GRADE PRODUCED
PACKED EXCLUSIVELY BY

Pischer & Co.
New York

Largest Distributors of Pocket Rice in
the United States

Fischer's Choicest Head, 1-lb. pockets.....	07%
Queen Quality, ex. fancy head, 1-lb. pockets	07%
" " " 3-lb. "	07%
" " " 5-lb. "	07%
Coronet, choice head, 1 lb. pockets.....	06 1/2%
" " " 3-lb. "	06 1/2%
Imperial, choice, Dom. Japan, 1-lb. pockets	06%
" " " 3-lb. "	05%
" " " 5-lb. "	05%
Extra fancy head, XXXX, 100-lb. bags.....	07%
Fancy head, 100 lb. bags.....	07%
Choice head, 100 lb. bags.....	06 1/2%
Fancy Java head, 100-lb. bags.....	05 3/4%
Extra fancy, Patna, 100-lb. bags.....	07%
Siam, Patna style, 100-lb. bags.....	06%
Broken, 100-lb. bags.....	04 1/4%
Fancy Japans, 100-lb. bags.....	06%
Choice Japans, 100-lb. bags.....	05%

Pulver's, cartons, 5 boxes..... 2.75

N "GROCERY WORLD AND GENE

Fischer's Choicest Head, 1-lb. pockets.....	07%
Queen Quality, ex. fancy head, 1-lb. pockets	07%
" " " 3-lb. "	07%
" " " 5-lb. "	07%
Coronet, choice head, 1 lb. pockets.....	06 1/2%
" " " 3-lb. "	06 1/2%
Imperial, choice, Dom. Japan, 1-lb. pockets	06%
" " " 3-lb. "	05%
" " " 5-lb. "	05%
Extra fancy head, XXXX, 100-lb. bags.....	07%
Fancy head, 100 lb. bags.....	07%
Choice head, 100 lb. bags.....	06 1/2%
Fancy Java head, 100-lb. bags.....	05 3/4%
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Siam, Patna style, 100-lb. bags.....	06%
Broken, 100-lb. bags.....	04 1/4%
Fancy Japans, 100-lb. bags.....	06%
Choice Japans, 100-lb. bags.....	05%

1 pint, 2 doz.....	per doz	1.40
1/2 pints, 2 doz.....	"	1.40
Gallons, 6 jugs in crato.....	per jug	1.00

Jellies—	Per doz
No. 32, jars.....	.97 1/2
No. 5, toy palls.....	2.45
American, pure apple, tumblers, assorted alices.....	.88
Schimmel's, No. 10, tumblers.....	.83
National, No. 10, tumblers.....	.78 1/2
National, No. 6, tumblers.....	.49

Quinine Capsules.....	75
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ADVERTISERS KINDLY MENTION

Pulver's, 20 3-cent packages.....	per box	.55
Pulver's, cartons, 5 boxes.....		2.75

Gallons, 6 jugs in crato.....per jug 1.00

AL MERCHANT"



**Help a
Square
Deal**

Help along a square deal by selling an independent match—the

OHIO BLUE TIP SAFETY MATCH

Not only independent, but the surest, safest, best double tip match made. Not only independent, and the surest, safest and best, but the most profitable to you—makes you 81 per cent. profit.

All jobbers.

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Every Woman Wants a Good Broom



and **CHIPMAN** brooms please them all. Selected corn gives them life and elasticity, and skillful making insures durability. We find "it pays to please." YOU can please by selling them at 25c. each. You get them for \$2.25 a dozen. Send for our Price List of 30 different styles.

Chipman & Wills Broom Co., *Manufacturers of High Class Brooms* 5 Granite St., Philadelphia

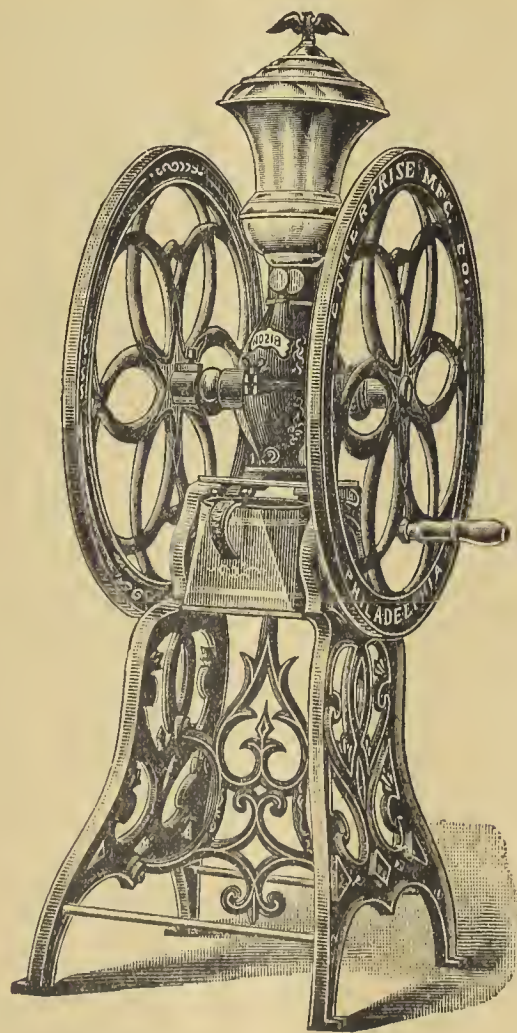
"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

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"ENTERPRISE"**



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

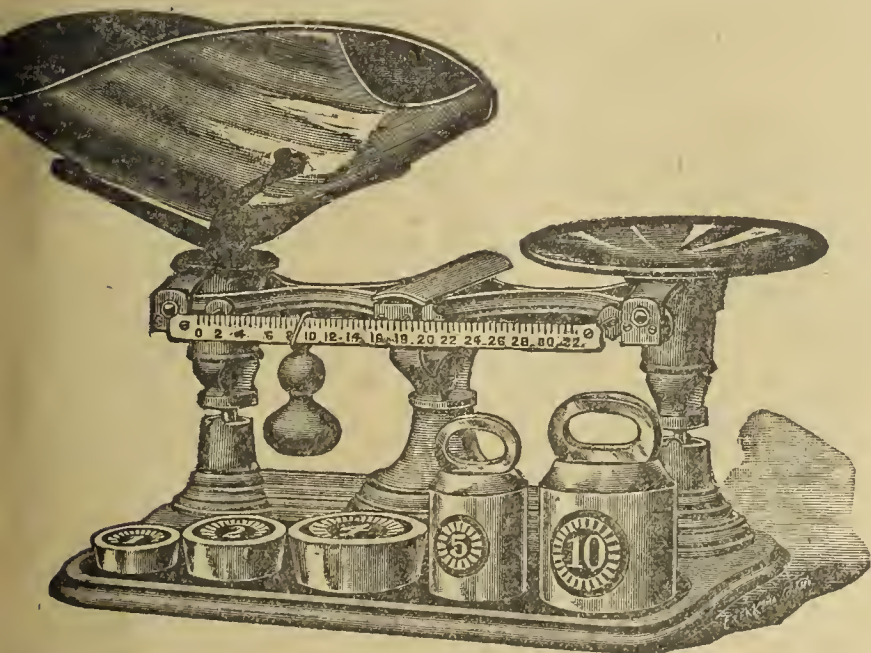
No Loss on Loose Goods



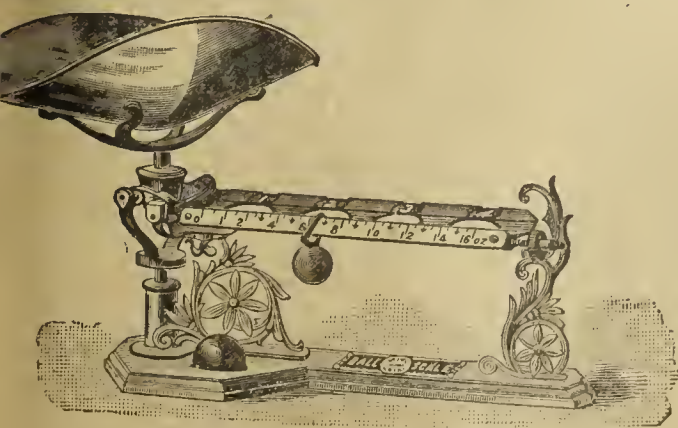
Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

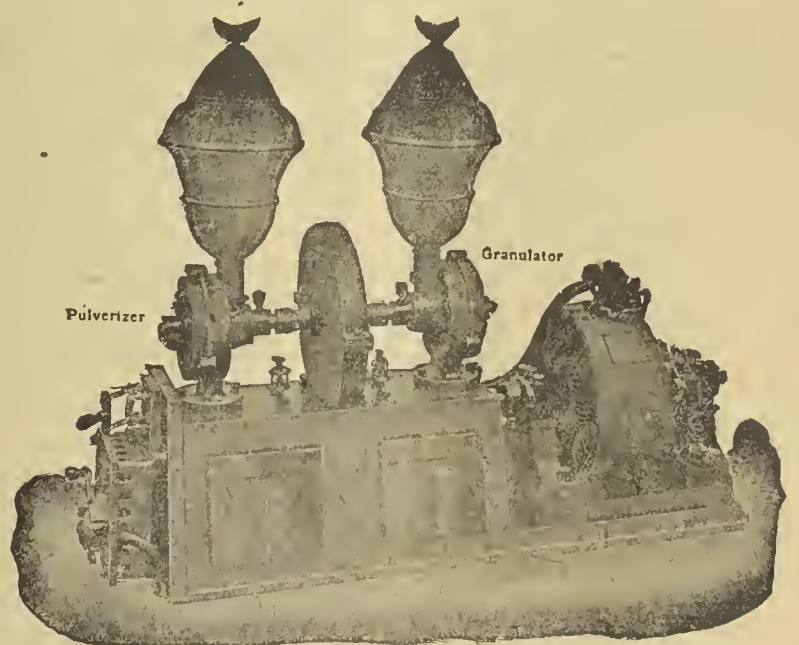


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 2 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



TROEMNER'S New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET

PHILADELPHIA, PA.

J. A. FLESCH & SON

112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

—33—

Banner, in jars, compound.....per doz.	1.00
White Clover, in jars, compound.....	.92½
Purina Pancake Syrup, 36 pts.....	2.25
" " 24 qts.....	4.00
" " 12 ½ gals.....	7.00
" " 6 gals.....	12.00

MAPLE SYRUP.

Golden Tree Maple Syrup, doz.....	2.25
" " medium, doz.....	1.45
" " small, doz.....	.92½
Vermont Maple Syrup, gal. tins.....per gal.	1.25
" " ½ gal. tins.....per doz.	7.75
Hazen's Maple Syrup, qt. bottles.....	4.00
" " pt. bottles.....	2.40
Towle's Log Cabin "Camp" Syrup.....Per doz.	
Gallon cans, 6 in case.....	13.50
Half-gallon cans, 12 in case.....	7.25
Quart cans, 24 in case.....	4.12½
Pint cans, 24 in case.....	2.50
Quart bottles, 12 in case.....	4.50
Pint bottles, 24 in case.....	2.75
Jacket cans.....per gallon	1.00

CRESCENT MAPLEINE.

2-05.....	3.00
4-05.....	5.25
6-05.....	9.50
12-05.....	18.00
16-05.....	35.00
20-05.....	55.00
Gallons.....each	11.00

OIL OF MAPLEINE.

1-05.....	2.70
2-05.....	4.50
4-05.....	8.25
6-05.....	15.00
12-05.....	27.00
16-05.....	48.00
20-05.....	85.00
Gallons.....each	15.00

WOOD AND WILLOW WARE.

BROOMS. Per doz.

Little Gem, parlor, 2 string.....	2.40
N U, No. 6, split handles.....	2.45
Leader, No. 6, 3 string, red handles.....	2.40
Princess, No. 4, fancy handles.....	2.75
Parlor, No. 3, 2 tie.....	1.85
Toy Brooms.....	.90
Whisks, 2 rowed.....	.90
Stables, 2 tie, rattan centre.....	3.50
Stables, 3 tie, rattan centre.....	4.00
Factory, heavy.....	2.90
Handy Wall Broom Rack, for 12 brooms.....	.90

—34—

WASHBOARDS. Per doz.

No. 69, Good Enough, double, spring protector...	3.65
57, Peerless, double.....	3.75
50, Seal Globe, double, swing protector.....	3.30
61, Peerless, double, spring protector.....	4.45
110, Peerless, single, spring protector.....	3.55
100, Northern Queen, single, protector.....	3.10
101, Tidal Wave, single, protector.....	2.75
118, Good Enough, single, protector.....	3.15
175, Glass.....	3.50
Murdock.....	2.75
Celery City.....	3.00
126, Single Ruby.....	2.62
128, Anchor, single head.....	2.25
130, Little Gem, pail board.....	1.35

BUCKETS. Per doz.

O. G., 2 electric hoops.....	1.75
O. G., 3 electric hoops.....	1.98
Clear, 2 hoop.....	1.65
Clear, 3 hoop.....	1.75
Electric Cedar, 2 hoop.....	2.45
Electric Cedar, 3 hoop.....	2.60
Pine, 3 galvanized hoops.....	2.00
Galvanized, 12 quart.....	1.85
Galvanized, 14 quart.....	2.00

BUTTER DISHES. Per M

No. 1, Solid oval.....	.90
2, Solid oval.....	2.25
3, Solid oval.....	1.50
5, Solid oval.....	2.00
1, Wire ends.....	.90
2, Wire ends.....	1.25
3, Wire ends.....	1.40
5, Wire ends.....	1.80
Picnic Plates, 8 inch.....	2.12
Picnic Plates, 9 inch.....	2.35

Crates contain 250 each.

CLOTHES PINS. Per box.

5 gross.....	.44
--------------	-----

EGG CRATES.

Perfection.....	1.00
Perfection, 10 sets fillers.....	2.35

—35—

BRUSHES.

SCRUB BRUSHES. Per doz.

No. 22, White corner.....	.70
23, Medium size.....	.80
27, Large.....	1.00
13, Marble, medium size.....	.90
00, White.....	.45
Handy House.....	.42

STOVE BRUSHES. Per doz.

No. 20, Black bristle, curved end, wood handle.....	.90
21, X, crescent shape.....	1.75
1, strap handle, grey fibre.....	1.20
2, strap handle, grey fibre.....	1.65
6, all hair, extra quality.....	2.75

SHOE BRUSHES. Per doz.

No. 0, Mexican fibre.....	.90
1, Mexican fibre, large.....	1.30
4, Bristle outside.....	1.65
5, All bristle.....	1.75
16X, All bristle, extra value.....	2.15
12, All bristle, spotted white.....	2.80

WHITEWASH BRUSHES. Per doz.

No. 6, 6 in., White tampero.....	.40
7, 7 in., White tampero.....	.48
8, 8 in., White tampero.....	.55
6, 6 in., Family, extra heavy.....	.80
8, 8 in., Family, extra heavy.....	.95
10, 10 in., Family, extra heavy.....	1.10
12, 12 in., Family, extra heavy.....	1.25
6, 6 in., A., hair bristle.....	1.40
8, 8 in., A., hair bristle.....	1.65
10, 10 in., A., hair bristle.....	2.00
12, 12 in., A., hair bristle.....	2.35
6, 6 in., Ideal, all bristle, 3 row.....	1.90
8, 8 in., Ideal, all bristle, 3 row.....	2.25

DUST BRUSHES. Per doz.

No. 7X, Fibre, wire drawn.....	.90
21, All hair, wire drawn.....	2.25
28, White, wire drawn.....	2.98
1, 7 in., All hair, flat end.....	2.05
22, 7 in., Mixed, round end.....	2.12
11X, 7 in., All hair, round end.....	2.25

—36—

TOBACCOS—PLUG. Per lb.

Battle Ax.....	.37
Dear Skin.....	.37
Gold Rope.....	.36
Jolly Tar.....	.36
Newboy.....	.38
Old Homestead.....	.43
Piper Hissick.....	.64
Spear Head.....	.44
Standard Navy.....	.37
Toddy.....	.35
Vlaco.....	.34
Town Talk.....	.28

SMOKING TOBACCO. Per lb.

Briar Pipe.....	.34
Duke's Mixture.....	.34
Greenback.....	.36
Green Turtle.....	.64
G. & A. Navy, 3 ½ oz.....	.34
Honest.....	.39
Polar Bear.....	.39
Ripple.....	.39
Sensation.....	.39
Wild Rose.....	.39

YEAST CAKES.

Compressed.....per doz.	.18
Magic, 1 ½ doz. packages.....per box.	.50
Yeast Foam, 1 ½ doz.....per box.	.50

DIXON'S

A new product from an old house

DIXON'S

POWDERED

STOVE POLISH


The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.


Don't Throw Your Profits in the Cellar



A little of this and a little of that, left after the rush is over, is often put in the cellar because there isn't enough of it to make a respectable showing. These little "leftovers" represent your profits and you can't afford to let them rot in the cellar. A very little looks a lot in my Bin and you can get money for it. As I make them, they go to you from me at the one profit.

H. F. HEACOCK, 51 N. Second St., Phila., Pa.

Want a \$10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLVI.

PHILADELPHIA AND NEW YORK, AUGUST 17, 1908

No. 7.

Contents.

	PAGE
Federal and State Food Authorities Squabble Over Food Law Enforcement.....	6
Great Increase in Norwegian Sardine Consumption.....	6
National Association Don't Favor Food Commissioners' Plan to Date Canned Goods	7
Capital Spent \$100,000,000 for Coffee Corner.....	8
Food Crops Better than a Year Ago.....	9
Editorial	10
As to Advertising Canned Goods. Merchants and Labor Unions. Two Food Questions. Fudge.	
Pennsylvania News Items.....	10
Selling Talks With Grocery Clerks.....	11
Legal Department.....	12
The New York Letter.....	14
Unique in the Match Jobbing Business...	14
Oregon Will Push French Style Prunes..	14
The Grocery Markets.....	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Market Notes.....	18
The Science of Advertising.....	19
These Plans Have Made Trade.....	19
Two-Minute Sermons for the Retail Grocer	20
The Stroller's Column (Contributed).....	22
What Would You Do?	
Correspondence.....	27
Window Dressing for Grocers	28
Among the Trade.....	28
Association News.....	29
Failures Still Exceed 1907.....	30
Want Department.....	30
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	31
Anker's Bouillon Capsules.....	12
American Can Co.....	9
Arbuckle Bros.....	39
Armour & Co.....	11
Atsatt Bros.....	50
Barber & Perkins	8
Bell & Sons, Samuel.....	41
Bishop, R. W.	28
Borden Condensed Milk Co.....	43
Bower & Co., John.....	45
Brown & Co., P. F.....	29
Brown Manufacturing Co., Ltd., The....	41
Buckley, Elton J.....	6
Bucknam & Vanderpoel Co	41
Butler Brothers.....	21
Cauchois & Co., F. A.....	Cover 3
Ceylon Tea.....	7
Chipman & Wills Broom Co.....	47
Corn Products Mfg. Co.....	39
Croft & Allen Co.....	37
Daetwyler & Co., R.....	32
Dixon Crucible Co., Jos.....	50
Eby Co, The Frank C	4
Egg-O-See Cereal Co.....	12
Enterprise Mfg Co. of Pa., The.....	47
Esterbrook Steel Pen Co., The.....	Cover 4
Fell Manufacturing Co., E. C.....	Cover 2

	PAGE		PAGE
Fels & Co.....	13	Morgan & Cornell.....	43
Fischer & Co., B.	20	National Cash Register Co	3
Fleischmann's Yeast.....	31	Nicelle Olive Oil Co.....	45
Flesch & Son, J. A.....	37	Oakdale Baking Co.....	45
Fly Ribbon Mfg. Co., The.....	32	Ohio Match Sales Company.....	47
Forbes, J. P.	16	Philadelphia Electric Co., The.....	27
Franklin Sugar Refining Co.....	Cover 4	Phillips, F. H. & Co ..	12
Frelhofer Vienna Baking Company.....	41	Pressing & Orr Co., The.....	43
Fulton & Walker Co.....	49	Quaker City Preserve Co.....	31
Gold Medal Flour.....	41	Rapid Computer Company .	16
Great Western Cereal Co., The	9	Ritter Conserve Co., Philip J.....	37
Grocers' Printing Co.....	31	Royal Specialty Co.....	12
H-O Company, The.....	37	Sauer Co., C. F.....	Cover 4
Hetfield Extract and Mfg. Co.....	Cover 2	Scott & Co., Inc., John.....	Cover 1
Hires Condensed Milk Co.....	Cover 3	Shredded Wheat Company, The.....	13
Indexed Coupon Books.....	16	Swift & Co.	45
Iroquois Canning Co.....	Cover 2	Swift & Co., Gloucester, Mass.....	Cover 2
Kingsbury, H. P. D.....	28	Toledo Computing Scale Co.....	Cover 1
Kirk, Foster & Co.....	22	Troemner, Henry.....	49
Lamson Consolidated Store Service Co.,	4	Van Camp Packing Co.....	45
Lautz Bros. & Co.	Cover 2	Vance & Co., James M.....	16
Leggett & Co., Francis H.....	15	Walker Patent Pivoted Bin Co.....	49
Lindsley J. V., & Company.....	28	Washburn-Crosby Co.....	41
Lowney Co., The Walter M.....	39	Welles & Davis Mfg. Co., The	45
Manufacturers' Trade-Mark Association.	30	Wells & Richardson Co.....	31
McCahan Sugar Refining Co., The W. J.,	Cover 3	Wilde's Sons Co, Samuel.....	41
Millbourne Mills.....	12	Williams Bros. Co., The	47
Miller & England	29	Young & Co., Chas. W.....	16
Moneyweight Scale Co., The.....	4	Zahn Tobacco Company, J. F.....	50
Moore & Co., E. B.....	39	Zipp Manufacturing Co.....	28

Federal and State Food Authorities Squabble Over Food Law Enforcement

State Food Authorities, Incensed at Secretary Wilson Over Apparent Bad Faith in Enforcing Federal Food Law, and on Account of Bad Blood Between Him and Dr. Wiley, Condemn Him in Resolutions. Favor Canned Goods Dating and Condemn Preservatives.

There is a somewhat spirited squabble on between the various State Dairy and Food Commissioners who comprise the National Food and Dairy Departments, and National Secretary of Agriculture Wilson, over the question of the latter's good faith in enforcing the Federal food law. After a lively discussion of the subject at the association's convention last week the following condemnatory resolutions were adopted:—

Resolved, That the Association of State and National Food and Dairy Departments again reaffirms its allegiance to the principle of uniformity of the foods. This association has worked faithfully and consistently towards securing such uniformity, both requirements and interpretations, as will secure to the consuming public of every State a like ample and sufficient protection from fraud in adulteration of food products. In support of this policy this association welcomed the co-operation of the National Government, as manifested through the Department of Agriculture, in making provision for the work of the joint Standard Committee. We believed then and we believe now that only through the determinations of such a committee can satisfactory foundation be laid for a uniform law. This association regrets that such co-operation has been withdrawn by the Secretary of Agriculture, and it is with extreme reluctance that after more than a year's delay, a year spent in fruitless effort to again enlist the support and co-operation which the Department of Agriculture previously volunteered, we are at this time forced to the conclusion that the work of the joint Standard Committee, if continued, must be provided for and sustained without assistance from the National Government. The following facts have led to this conclusion:—

First.—The Secretary of Agriculture was authorized by Congress to provide for the joint Standards Committee.

Second.—Under this authorization the support of the National Government was at first freely tendered and results eminently satisfactory were secured.

Third.—The Secretary of Agriculture through the accredited representative, Dr. Galloway, stated before the State Committee on Agriculture that direct authorization of further expenditure for continuing the work of the joint Standards Committee was entirely unnecessary because of the fact that under the National Food and Drugs law the Secretary of Agriculture has ample authority for making ex-

penditure to continue this work. Authority for this statement is to be found in the printed records of the Senate Committee on Agriculture. Accepting such statement in good faith, the friends of a vigorous administration of food law withdrew their demands for said direct appropriation.

Fourth.—From that time to the present the Secretary of Agriculture has not again called the joint Standards Committee together.

Fifth.—Because of the failure of the Secretary of Agriculture to again call together the joint Standard Committee, this association at its annual convention of 1907, by formal resolution requested the Secretary of Agriculture to again aid and assist in the further continuance of the work of said joint Standards Committee.

Sixth.—This resolution was promptly transmitted to the Secretary of Agriculture by the secretary of this association, but no reply has ever been received thereto.

Seventh.—The Secretary of Agriculture was appealed to in person by four members of the Executive Committee of this association in November, 1907, and at the close of said conference stated his definite and final conclusion that he had no power to use any of the funds appropriated by Congress for the administration of food and drugs work in paying the expenses of the joint Standards Committee.

Ninth.—When confronted by the written record of the report of the proceedings of the Senate Committee on Agriculture, in which his statement through Dr. Galloway is recorded, the Secretary of Agriculture did not deny his responsibility therefor.

Tenth.—As a last resort the Executive Committee of this association recently at a conference tendered the services of the joint Standards Committee free from expense to the Secretary of Agriculture. The reply of the Secretary of Agriculture was directly to the point that it would not be legal for the National Government to accept services for which it did not pay.

Eleventh.—Several months later the Secretary of Agriculture, when requested to call together representatives of the food departments of the several States in order that a proper appeal might be made to Congress for a direct appropriation to continue the work of the joint Standards Committee, refused to take such action. However, regardless of these unfortunate conditions this association believes that the work of the joint Standards Committee must be continued and hereby authorizes its continuance and pledges its good faith that ways and means will be provided for the maintenance of said committee.

The above make rather a serious charge of ill faith against Secretary

Wilson, but so far that official has made no reply. The National Association of food officials contains many warm friends of Dr. H. W. Wiley, and the attack upon the Secretary of Agriculture is believed to have been at least indirectly inspired by them, if not by Dr. Wiley himself. The chief chemist has been decidedly set aside in the last year, his opinions having been rejected on a number of points, notably preservatives, and there is much evidence of strained relations between him and his superiors in food law enforcement. The appointment by President Roosevelt of a commission of celebrated chemists to pass on all chemical questions connected with food law enforcement is well remembered. It was and still is regarded as a direct blow at Dr. Wiley's prestige as the chief chemist of the Government. It is believed that Dr. Wiley's friends in the National Association of food authorities are striking back.

Other resolutions which the National Association of Federal and State Departments adopted on other phases of the food law problem are as follows:—

Resolved, That the association expresses to President Roosevelt our warm appreciation of his reference, in his message to Congress, of the work of the State and food control officials, and we respectfully petition the President to assist us, with Congress and the Secretary of Agriculture, to bring about a practical basis for co-operation between the Federal Government and the States in the establishment of facts and the investigation of food control problems.

The association further pledges itself to every effort to formulate within the coming year a food bill founded upon the determinations of the joint Standards Committee, which food bill shall be formulated with a view towards uniform requirements throughout the several States. This association also pledges its best services towards securing effective co-operation between the food departments of the several States in their efforts towards the securing of such uniformity.

Resolved, That this association hereby authorizes and directs the present president of the association to appoint a committee of seven, of which he shall be the chairman, to prepare a model State food bill, the determinations of the joint Standards Committee to be used as a basis of facts in the preparation of said bill.

Resolved, That the association is unalterably opposed to the bleaching of flour by the oxides of nitrogen or other chemicals.

Resolved, That this association is convinced that all chemical preservatives are harmful in foods and that all kinds of food products are and may be prepared and distributed without them, and pledges its best efforts to use all moral and legal means at its disposal to exclude chemical preservatives from food products, and to this end we ask the cordial support of all Na-

tional, State and municipal authorities charged with the enforcement of food and drug laws. And in this connection we desire to express our gratitude for the helpful services of the medical profession generally and especially to the American Medical Association.

Resolved, That the thanks of the association be tendered to Honorable Albert J. Beveridge for his loyal and continuous efforts has made to secure the placing of the date of preparation of all package goods of every description offered for sale to the consumer and that we pledge our earnest and active support to this work until it is completed.

Resolved, That the thanks of the association be tendered to Honorable James M. Mann for the loyal and continuous efforts he has made to secure a statement of volume and weight on all package goods, every description offered for sale to the consumer, and that we pledge him our earnest and active support in this work until it is completed.

Great Increase in Norwegian Sardine Consumption.

Figures from State Department Show that in Three Years Our Imports of these Fish have Increased Three Hundred Per Cent.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

August 14, 1908

Some figures obtained from the State Department during the year show what a radical increase occurred during the last three years in the imports of Norwegian sardines into the United States. The figures show that the imports increased nearly 300 per cent. Of those figures in which sardines were declared by name were considered, although there were several thousand dollars' worth of canned fish brought over here which may have included sardines.

The figures are as follows:—

	FROM	1905	1906	1907
Bergen.....	\$	5,861.91	\$ 81,878.83	\$239,111.75
Stavanger.....		235,812.75	376,654.60	557,711.75
Total.....		\$241,674.66	\$458,533.43	\$796,823.50

HOL

Cantaloupes are practically grown from nearby points, chiefly in New Jersey. The price ranges from nothing up to 35 cents per basket and the demand is good. No Colorado cantaloupes are in market yet.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICES
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

National Association Don't Favor Food Commissioners' Plan to Date Canned Goods

National Secretary Green Gives Some Reasons Why it is Unfair. National Vice President Sullivan on Reduction of Federal Oleo Tax. Believes it Should be One instead of Ten Cents.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio, Aug. 14, 1908.

The food commissioners of the several States held their annual convention at Mackinac Island last week, discussing food laws, and the general consensus of opinion at the convention is that the dating bill could be passed.

"This, I am sure, would not be conducive to the best interests of the retail trade nor that of the manufacturer or wholesaler.

"Many sorts of canned goods not only retain their quality, but improve with age, and we do not hesitate to say that it would be an injustice to the entire trade to pass a bill showing the date when the goods are put up.

"A statutory provision of this kind without precedent. Of all the several States and foreign countries, there is not one that has in its food health laws a provision requiring that food products shall be labeled to show the date of packing. This is in itself the highest evidence that such a requirement will be unwise. The requirement as to date is not necessary in the interests of public health.

"It is an established fact that all food products, properly prepared, continue wholesome for a much longer period than ordinarily passes in the usual course of trade between the date of preparation and the date of consumption.

"If dating is required the consumer will inevitably and invariably demand from his dealer a product with the last date that is found upon the latter's shelves. Human nature seeks the latest of almost everything, and it would be impossible for a dealer to ever convince any consumer that the food product canned ninety days before was as desirable as one prepared only a week before. The purchaser will not reflect that the canned and hermetically sealed product of January 1st is as sound and wholesome as that of July 1st, and so it must happen that a con-

siderable portion of the product, wholesome as it is, can never be sold, since the consumer will waive any question of wholesomeness by invariably insisting upon goods of a very recent date.

The National Association, at its recent meeting in Boston, passed the following resolution:—

It is hereby resolved, That the members of this association are opposed to the enactment of all State and Federal legislation which requires the declaration on the label of food products of any kind the date when such articles were prepared or packed.

That the National Association of Retail Grocers holds legislation of the kind mentioned to be unwise.

Upon the resolution adopted by the recent convention of the National Retail Grocers' Association, advocating the repeal of the Federal law imposing a 10-cent tax on colored oleo, Mr. T. P. Sullivan, vice-president of the National Association, has the following to say:—

The position of the National Association of Retail Grocers is defined upon the question of the reduction of the tax on colored oleomargarine to 1 cent a pound.

The purpose of the present oleo law is to protect the dairy interests from unfair and fraudulent competition and also to protect and guard the consuming public from fraud and imposition. The question then arises, has the law fulfilled the intention of its sponsors or has it failed to bring about the desired result?

We, the retail grocers, claim that it has failed in its purpose; not only that, but it has created and brought into existence a large army of moonshiners and law breakers, men who openly defy the law by buying white goods and coloring it themselves, or having it done under their supervision.

The intention and purpose of the framers of the present oleo law is not to be questioned. Their motives were sincere and their desires were honest, the presumption being that 10 cents per pound tax upon colored goods would be prohibitive and also that the lesser tax of 1/4 cent per pound on white goods would bring sufficient revenue to cover the inspection and supervision of the industry. The main object of the law being, of course, to give the consumer oleo at the minimum cost of production, provided that yellow goods are not insisted upon.

Our law-making body did not feel safe in trusting the dealers to sell colored oleomargarine for what it is, and therefore placed a discriminating tax of 10 cents per

To the Trade:

It Cannot Be Too Often Repeated That, in Selling

CEYLON TEA

You Should

TEACH THE CUSTOMER

How to Prepare It.

The Superabundant Life and Vigor of the Ceylon Plant Give Its Leaves

All Tea Properties In High Degree.

3 to 5 Minutes' Drawing With Furiously Boiling Water Suffices to Obtain the

Delicious Aroma, the Delicate Flavor and the Invigorating Tonic.

pound on the colored goods. The retail dealer's license fee for uncolored goods is \$6 per annum, while the license for colored goods costs \$48 per annum. There is, right here, an inducement set forth for the retailer to embark in the sale of uncolored goods, as the license is only one-eighth the amount of that of the colored goods. The object of the law-making body is plainly discernable and at the time the law was passed it looked to us as if the question of oleo regulation had been solved.

Now, what do we find after the present law has been in force a number of years? Do we find the results anticipated by the makers of the law? NO, emphatically, NO. We find the law has failed completely in its principal object—the protection of the consuming public against imposition and fraud. As time rolled on, unscrupulous and dishonest dealers have been taught by experience how to evade the law, they have been shown and told how to purchase ten tubs of uncolored oleo to-day, and over night it turns yellow, that 10 cents per pound is the magic wand that does the work, and that \$6 per tub is the inducement, that \$60 on the job is a nice salary and Uncle Sam is out the \$60.

The Fox River valley creameries are not "one, two, three" with the work that is done in Chicago wood-sheds, basements, back-rooms and coal-holes in an artistic job of yellow coloring. I want to tell you that the cow must take off her hat to the pig, and this stuff after being painted is palmed off upon the unsuspecting, unsophisticated and eager public for the real goods by so-called farmers calling at the doors of our homes with a plausible story about Iowa, Wisconsin or

Minnesota farms; how they have arranged to handle the butter from these farms direct and avoid that exorbitant dealer, the grocer. This class of dealers is growing bolder every day and there is no respect in their hearts for the law, nothing but contempt, and as long as the present oleo law remains upon our statute books, just so long will these things go on.

There is no question as to the demand for a good substitute for butter and so long as that demand exists, and there is a commodity to supply it, that commodity should have the same place in the commercial world that any other article of commerce has, provided that such commodity is sold upon its merits and sold for what it is. To my mind, the National Association of Retail Grocers has solved the problem, and that is to sell oleomargarine in sealed and stamped packages only, and in one, two and five-pound weights only, nothing to be sold in bulk. Put on a severe penalty as the punishment of any infraction of the law—if fines are not sufficient, make it a term in jail. After such a law is passed and in force there will be no necessity for anything but a nominal fee as a license for handling the goods and just sufficient tax upon it to cover the cost of properly regulating the sale thereof. The consumers of oleo under such a law would be those who from necessity would be compelled to use a cheap and wholesome substitute for the costly article of butter, and why impose an onerous burden on those who can least afford to pay it?

Everybody admits that the present oleomargarine law has failed in its purpose. It has encouraged dishonesty and fosters unlawful practices; it has compelled otherwise

honest merchants to engage in moonshining or go out of the butter business.

JOHN A. GREEN,
National Secretary.

Brazil Spent \$100,000,000 for Coffee Corner.

Owens Over 8,000,000 Bags, Stored in
Europe, the United States and Brazil.
Most Gigantic Food Corner in Years.

Special Correspondence of "Grocery World and
General Merchant."

Washington, D. C.,

August 14, 1908.

From Brazil comes some interesting figures showing the extent to which the Brazilian Government has been compelled to pledge money on account of its plan to corner the supply of Rio and Santos coffee.

An official statement issued by the President of Sao Paulo, the chief coffee growing State, shows that the Government had up to that time borrowed for the coffee corner \$37,797,726 on special loans for the purpose, and \$55,213,571 as loans based upon the coffee bought with the first sum as collateral. The total sum borrowed, therefore, was at that time \$93,011,292, according

to this statement. The amount expended included \$4,644,900 for loan repaid and \$71,173,566 for the purchase of coffee. This leaves a balance of \$17,192,826 for premium on loans, the payment of interest, and other expenses of the enterprise.

This statement is not complete, however, for it takes no notice of the 3-franc surtax on exports of coffee on which the entire enterprise is based. The paragraph relating to this is as follows:—

In addition to the revenue proper the treasury collected from the 1st of December, 1906, to the 31st of December, 1907, a tax of 3 francs on each bag of coffee exported, amounting altogether to \$7,112,475, specially marked for the defense of the coffee industry. All the expenses incurred in defense of coffee, such as interest, commissions, difference between the par value and rate sold of the external loans, publications, traveling expenses, etc., come from this tax and amount to \$6,388,318.

The actual income for the valorization enterprise, therefore, amounted to that time to a trifle over \$100,100,000 American gold, and the balance, on the face of the account, amounts to over \$18,000,000. Current accounts and charges would, of course, reduce this balance greatly.

IF YOU NEED A KEY to open up a profitable retail grocery business use "The Cash Grocer," issued every week in the year, Free of Charge to the Retail Grocery Trade.

If you are not getting "THE CASH GROCER" write for a Sample Copy.

Compass Brand String Beans, No. 2 size cans, 5 or 10-case lots or over per doz., \$0.50
F. O. B. factory, Baltimore, Maryland. Buy all you can handle of these, they are both good and cheap and a snap.

New Irish Mackerel, 340-370 fish, elegant quality, excellent color, and showing considerable fat, a particularly good lot of mackerel, barrels . . per bbl., 13.00
Half-barrels per ½-bbl., 7.10
50-lb Blue-painted Tubs per tub, 3.70
10-lb. Pails per pail, .83
8-lb. Pails per pail, .70
If bought in barrels these mackerel can be sold at 6 fish for 25 cts., or even 5 cts. per fish with a good margin.

Karo Syrup, 10c. size, 2 dozen per doz., .90
5 or 10-case lots per doz., .87½
In the face of a very strong and advancing syrup market we give our trade an opportunity to get in on this popular 10c. syrup at a very low figure.

SILVER MILK, 4 Doz. per case, 4.05

Bell Rose Brand Fancy New York State Peas.
Sifted Little Champion, 2 doz. per doz., 1.47½
Sifted Sweet Wrinkle, 2 doz. per doz., 1.30
Sifted Early June, 2 doz. per doz., 1.22½
Champion of England, 2 doz. per doz., 1.15

It will unlock to you many **low prices** that you cannot get elsewhere, only a few of which may be seen below.

Lautz Bros. Big Master Soap, 70 bars to the box . per box, 2.70
From our store f. o. b. cars Philadelphia, and no free delivery in any quantity.

Egg-O-See and Egg-O-See Corn Flakes at very interesting, pleasing and profitable prices to you, in single case lots from our stock if you do not want more. It also figures out very low on the following deal.

2½-case lots, a ¼-case free.
5½-case lots, a ½-case free, either kind or assorted and on this deal freight paid to your station.
Niagara Laundry Starch, 50-lb. boxes per lb., .03½
B. & P. White A Sugar, 100-lb. bags or bbls. . . per 100 lbs., 4.80

A very excellent grade of White A Sugar that remains soft and free much longer than any other brand we know of.

Lake Ontario Brand Fancy New York State White Cherries, No. 2 size cans, 2 dozen per doz., 1.35
5 or 10-case lots per doz., 1.32½

These are elegant quality Cherries in heavy syrup and very much below their present market value.

Ralston's Breakfast Food, fresh goods just in, 24 pkgs. per case, 2.72½
Newly Milled Rolled Oats, bbls. per bbl., 5.95
90-lb. bags (½ bbls.) per bag, 2.87½

New ¼s Oil Sardines, St. Croix Brand, 100 cans in case per case, 3.20
5 or 10-case lots per case, 3.17½

Jersey Brand Short Cut Pork, all back pieces, light weight, 40 to 50 pieces per bbl., 19.00
Medium Weight, 30 to 40 pieces per bbl., 18.75
Heavy, 20 to 30 pieces per bbl., 18.50
Berkshire Brand Boneless Boiling Pork, 50-lb. tubs per tub, 4.15

These Prices for This Week Only—August 17th to August 22d, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

According to the figures given the present charge for interest on the loans made, including renewal commissions only, amounts substantially to the income from the 3-franc surtax during the year of the great crop.

The President's statement gives the amount of coffee held by the State Government as follows:—

The State is owner of 7,700,000 bags of coffee stored in Europe and North America and 657,500 bags stored in Santos. The coffee abroad is stored in Havre, Hamburg, Bremen, Antwerp, London, Trieste, Marseille, New York and New Orleans. The inspector for the Government has reported that the coffee stored in Europe is in excellent condition, and has forwarded photographs to the Government in proof of his statement.

HOLT.

Food Crops Better Than a Year Ago.

Though Slightly Below Ten Year Average. Conditions Differ in Various Sections. Apples Below Par Mostly Everywhere. Most Fruit Crops Good.

On August 1st crop conditions in the United States were in the aggregate somewhat better (2 per cent.) than a year ago, but slightly (1 per cent.) below a ten-year average condition on that date. Of the crops that are above the average may be mentioned winter wheat, hay, cotton and tobacco. Corn, barley, rye, buckwheat, apples and flax are slightly below the average, potatoes about 5 per cent. below, and oats nearly 10 per cent. below the average.

The conditions vary, however, in the different sections of the United States.

In the North Atlantic States general conditions are slightly better (1 per cent.) than a year ago, and slightly below (2 per cent.) the ten-year average condition on August 1st. Corn, wheat and apples are slightly to moderately above the average condition, while potatoes, oats, rye, buckwheat and barley are below; the deficiency in condition of potatoes is about 10 per cent.

In the North Central States which are East of the Mississippi River general crop conditions are about 1 per cent. below a year ago and about 4 per cent. below the average. Corn is about 7 per cent. below, oats 18 per cent. below, potatoes 4 per cent. below, apples 20 per cent. below, and tobacco 6 per cent. below the average. Wheat, barley, rye and grapes are slightly

above, and peaches are about 50 per cent. above the average.

In the North Central States West of the Mississippi River crop conditions in the aggregate are practically the same as the ten-year average, and nearly 3 per cent. better than a year ago. Peaches are about 40 per cent. better than the average. Practically all the other important crops show a more or less lower condition than the average, corn being about 2 per cent., wheat 2 to 3 per cent., oats 6 per cent., flax 2 per cent., barley 2 per cent., and apples 20 per cent., respectively below. The condition of potatoes is about the average.

In the South Atlantic States crop conditions are favorable, being about 4 per cent. better than a year ago, and nearly 5 per cent. above the average. Rice and potatoes are the only ones of the important crops which are below their ten-year averages. The relative betterment of the other important crops above their average is corn 3 per cent., wheat 4 per cent., sweet potatoes nearly 1 per cent., apples 25 per cent., peaches 40 per cent., and oats 4 per cent.

In the South Central States also conditions are favorable, being about 8 per cent. better than a year ago, and 2 per cent. better than the average. Corn is 3 per cent. above the average, wheat 6 per cent., sweet potatoes, oats and rice each 4 per cent., and peaches 10 per cent. respectively above their average condition. Apples are 12 per cent. below, and potatoes, sorghum and sugar cane are each slightly below the average condition.

In the far Western States conditions are not so favorable, being about 5 per cent. below a year ago, and nearly 5 per cent. below the ten-year average condition. Nearly all the important crops are below the average. Peaches, however, are about 15 per cent. better, and grapes slightly better. The approximate extent of deficiency in the condition of other crops is hay 8 per cent., wheat 6 per cent., barley 8 per cent., oats 4 per cent., potatoes 5 per cent., and apples 1 per cent.

C. C. CLARK,

Acting Chief of Bureau.
August 10, 1908.

Of Course! You Get Guarantees?

Read the guarantee that H. P. D. Kingsbury, of Redlands, Cal., gives to the trade with his jams, preserves and marmalades. You will find it in this issue and it will prove interesting.

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

Ten Thousand Dollars in Cash Given Away IN OUR GREAT MERIT CONTEST PLAN!



All **Mother's Oats Coupons** that are sent us after being redeemed in cash or premiums are recorded in the name of the sender. These are totalled each year ending September 1st, and according to the number sent. 2630 Cash Prizes from \$1.00 up to \$500.00 are distributed.

**Remember, September 1st, 1908,
Closes Our Second Annual
Contest**

Send in your coupons at once

THE GREAT WESTERN CEREAL CO.
AKRON, OHIO

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FRANK D. WARNER,
Manager "Prices-Current."

Monday, August 17, 1908.

To a recent issue of the "Canner and Dried Fruit Packer" Thomas Martindale, of Philadelphia, than whom no one is more fitted to discuss all phases of the subject, contributes an article on "How Can a Canner Increase the Consumption of Canned Goods?" The pith of the article was as follows:—

Advertise! Advertise! Advertise! How? Let the canners combine and agree to create a fund, say, upon the basis of one-half of 1 per cent. of the total value of the pack of each canner.

Start a campaign under the charge of competent advertising experts through the daily and weekly papers and magazines, taking up, for instance, canned baked beans, with a preachment upon their use as an economical, nutritious and appetizing food, either with or without tomato sauce, a campaign, for instance, on canned peas, showing that the canned article is almost always fresher in taste and more economical to the purchaser than the average quality of fresh peas offered in the markets of the big cities or small towns, and that they are a wholesome, appetizing and nutritious food. Lima beans, string beans, rhubarb, apples and other fruits; okra, spinach, asparagus and corn and tomatoes, all could be treated in the same semi-educational manner. Such publicity, if properly done, would be certain to bring wonderful results.

Some of the larger packers are sufficiently wise business men to follow such a course, but the packing rank and file could probably not be

depended on at all. The average canned goods packer is as far from being a business man as a boy of ten years. So that while the "Grocery World and General Merchant" indorses Mr. Martindale's suggestion, it believes that its carrying out would be very greatly simplified by first getting some business men in the packing business.

In his initial address to the United Mine Workers of America, on Sunday last, President-elect T. L. Lewis made the following re-

mark:—

If a merchant does not favor your organization you should not favor him with your patronage.

This may or may not show a disposition to force merchants into the active maelstrom of union politics. If it does it should be resented; there is no more reason or justice in such a proposition than in one to compel merchants to subscribe to Democratic or Republican doctrines on penalty of losing trade. Business men should demand and receive the right of absolute neutrality in such matters as these.

There is scarcely any danger of union men boycotting many retail grocers; they are too useful during a strike.

The attitude assumed by the National Association of Dairy and Food Departments on two important phases of food law work is of exceeding importance to the trade at large.

The first question is the dating of canned goods, which the National Association strongly favors.

The second is the use of preservatives, which the association condemns.

Upon the first question the "Grocery World and General Merchant" believes the association to be in serious error. Unless there is evidence that tomatoes canned in 1905 or 1906 are inferior to those canned in 1908, manifestly there is no reason for warning consumers by dating the package, because there is nothing to warn against. With such an apparent warning, however, how many consumers would buy 1906 canned goods at the full price?

There is no evidence that years' old canned goods are to the slightest degree inferior to the current pack, and none can be obtained. The dating of the can would fill no need

whatever, while it would place an apparent bar sinister across carry-over canned goods and impair if not destroy the value of hundreds of thousands of cases every year.

If the State Food Commissioners favor this plan, and attempt to carry out their ideas in their own States, the trade is going to be kept in constant hot water, even if no dating bills are passed. If they are passed, the canned goods industry will be given a blow that will almost certainly disorganize it.

In the matter of preservatives, the toils seem slowly closing about the use of these aids to food preservation, and the manufacturers who insist that they are indispensable are sure to have to fight for their views now very soon. The State food authorities have declared themselves opposed to their use, and very largely they hold the key to the situation.

The average trade paper would be much more interesting to its readers if it constantly kept in mind the fact that certain things are fundamental and need no demonstration. By way of example, an esteemed contemporary devoted a page of its last issue to an article headed as follows:—

Importance of Being Courteous to Every
Customer Regardless of Size of Order.

Pillsbury Flour Mills in Receivers' Hands.

As a step to reorganization certain stockholders, and holders of the Pillsbury-Washburn Flour Milling Co's paper last week petitioned the Federal District Court for the appointment of receivers to direct the business. The petition was granted, the court naming C. S. Pillsbury, son of the late Charles A. Pillsbury, A. C. Loring, head of the Northwestern Consolidated Milling Co., and A. C. Cobb, an attorney. The petitioners were the Northwestern National Bank, the First National, the Swedish American National, of Minneapolis, and the Second National Bank, of St. Paul, together with J. S. Pillsbury. There will be no interruption to the business of the company pending reorganization. The company consented to the application. It is a British corporation, all of the directors living in England. The Pillsbury-Washburn Flour Mills Co., Ltd., has operated since its organization in

its present form in 1889, the Pillsbury "A," "B" and "C" mills and elevators, Palisade and Anchor mills and elevators, and the Lincoln mill at Anoka. Its product is distributed through the world by means of 5,000 agencies. The defendant company is practically the owner of the stock of the Minneapolis Mill Co., of Minnesota, and the St. Anthony Water Power Co., of Minnesota, with water rights. The Minneapolis Mill Co., of New Jersey, practically owns the capital stock of the Pillsbury-Washburn Flour Mills Co., and the Minneapolis Mill Co. owns the stock of the Minneapolis and Northern Elevator Co., controlling 100 grain elevators. The indebtedness of the defendant company is set at more than \$5,000,000, without security. The book value of the company's property exceeds \$15,000,000. The total secured indebtedness covered by debenture bonds is \$4,000,000, or at total indebtedness of \$9,000,000. The liquid assets are estimated at \$3,500,000 to pay \$5,000,000 unsecured debts. The company has \$80,000 of its product stored in twenty-five States outside of Minnesota. Its principal flour brand is "Pillsbury's Best." Ancillary receivers have also been appointed in all other States where the company has assets. Speculation in wheat is said to be the main cause of the trouble.

Pennsylvania News Items.

The Business Men's Association of Tyrone will be represented at New Castle convention by President P. G. Wagner, Secretary H. E. McConahy and J. P. Franciscus; the Retail Grocers' Association of Berks County by A. S. Deeter, president, and E. J. Morris; the Pottsville Merchants' Association by Henry J. Rich, Frank Fitch and W. L. Marquardt; the Sheffield Business Men's Exchange by Louis F. Schweitzer, secretary; Dr. James Cass, delegates, and W. C. Wood and C. O. Ryberg, alternates; the Scranton Retail Merchants' Protective Association by Secretary L. R. Clover and C. G. Rosar; the Corry Business Men's Exchange by Secretary James P. Drown and President W. H. Duffy; W. M. Kirkpatrick, secretary, and John Whitesides will represent the Butler Grocers' Association; the Honesdale Business Men's Association will be represented by Secretary N. B. Spencer.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

ABOUT SALADS.

The average woman knows little about the economy and the tastiness and goodness of salads. We will have a three days' salad demonstration next week, showing what can be done with canned goods, with fresh fruits and with fresh vegetables. The points we want to score will be canned goods, of course—chicken, tongue, sardines, lobster, shrimp, herring, Frankfurters, salmon. Certainly "Our Own" brand of vinegar and "Our Own" brand of oil will enter into this demonstration very largely. Look for a successful time. We had it with the "boiled dinner" idea and

will have it with the sample salad scheme, too.

MEAT BAKED TO ORDER.

Those that want their roast beef or chicken or leg of lamb baked to order may have it delivered cold at an advance of 3 cents per pound, or delivered hot at an advance of 5 cents per pound. Be particular to state on your order the time that delivery is to be made, especially that of the hot roasts.

DOMESTIC SWISS CHEESE.

We are now handling the finest domestic Swiss cheese that is made. Only an expert can tell it from the imported. The price is 25 cents per

pound. Imported, 35 cents. Don't hesitate to recommend this to particular people. It isn't the dry characterless cheese that is sold by many stores. It is creamy, full flavored, oily, and has all the characteristics of the genuine imported, although, of course, we cannot sell it for such.

EARS OPEN.

Nothing like having your ears open. "They have ears, but they hear not" may be applied in the business as well as the spiritual world. Catch what people say, both good and bad about the store. Let the manager have it. It may seem trifling to you, but it may at the same time open up a new line of action or a new channel of thought. We are apt to be content to look on the placid side. The public see discord where we recognize, with our partial vision, only harmony. Ears open, boys, for criticism. It's all for the good of the business.

FARMER BUSINESS AGAIN.

We have advertised in four of the different papers representing three counties. These ads. say that we are paying the highest price for fresh eggs, for good butter, poultry and general produce. Inciden-

tally, we quote Pillsbury flour at \$7.20 per barrel, mackerel by the kit \$1.35, whole pieces of dried beef at 25 cents per pound, and sugar in 25-pound sacks at 5½ cents per pound.

Low prices and nothing else will nail the country trade. Introduce your 5-pound bag of coffee for a dollar, and your bushel sacks of salt for 45 cents. It's all cash. It's steady and sure the year round when you get them started. The butter buyer has instructions to hand them over to you. Treat them right.

Sears, Roebuck & Co.'s Bad Year.

Sears, Roebuck & Co., the big \$40,000,000 mail-order concern, according to the annual report, has been hit a body blow in the last year, the report showing that its sales decreased more than \$10,000,000 in that time, or a trifle more than 20 per cent. Not only this, but its financial condition has been weakened to such an extent that the surplus for the year is \$800,000 less than last year.

White potatoes keep up and still average 50 cents per basket. They are all from nearby.



It is Worth More Than Money to You

for people to know that you are selling the **best** goods, the *Veribest*.

Because

that reputation for Quality means increasing business for you in comparison with your competitor.

Because

the housewife who buys *Veribest* will keep on buying, and she will "keep on keeping on," which means profits for you, not only on one sale, but on continued sales.

"Not soon, but now" is the motto that means successful business. Let us have your order now for—

Veribest-Meats

ARMOUR AND COMPANY
CHICAGO

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

SHOW THESE ONCE!

Anker's
Bouillon Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 20 in a box; ready for instant use with hot water.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to

Legal Editor **GROCERY WORLD**,
927 Arch Street.

Question: Sam Jordan, Amsterdam, N. Y.—Will you please tell me through your valuable paper what the law is in regard to getting citizen's papers. I entered this country in August 26, 1905. I got my first papers August 2, 1906. Am I entitled to my second papers now, or shall I have to wait until I have been five years from my first papers? I think there is some new law that came into force some time this year.

Answer.—The law which now governs the naturalization of aliens is the Act of June 29, 1906. It provides that the applicant shall declare his intention to become an American citizen before the Clerk of the United States Court two years at least before he shall be admitted to citizenship and after he has reached the age of 18 years. Not less than two years nor more than seven years after he has made this declaration, the applicant shall file with the court a petition giving certain information about himself (forms can be obtained from the United States Court). This petition cannot be heard for ninety days after it is filed. When the case is set for hearing the applicant declares on oath that he will support the Constitution of the United States and renounces allegiance to foreign Kings. He also produces two witnesses to the fact that he has resided in the United States continuously for five years and within the State and territory for one year, and that during the whole of that period he has been of good moral character. The court will also satisfy itself, by questions, that he knows something of the Government of which he is seeking to become a citizen.

If this correspondent secured his first papers August 2, 1906, but did not enter the country until August 26, 1905, he will not be available for full citizenship until 1910, since five years' continuous residence in this country is necessary.

Question: W. P. Sampson, Easton, Pa.—In the interest of the Retail Grocers' Association of Easton, Pa., would like to have your opinion on the following: Inclosed find letters used by association and its secretary. Are we safe in using the same in collecting our bills? Is it necessary that we be incorporated? If so, what is the necessity? Is the State Association chartered?

Answer.—It is not necessary for an association such as yours to be incorporated, though for some reasons it is quite desirable. The main weakness of an unincorporated association is that each member is responsible for its debts. If action were to be brought for any reason against the association, for instance, and a judgment were obtained, the judgment plaintiff could levy on the assets of any member. If the organization were incorporated, this would not be possible. In the case of an association which does not intend to make debts, and where the chance of litigation is extremely remote, there is practically no need to incorporate. The Pennsylvania Retail Merchants' Association is not incorporated.

Touching the collection plan submitted, the Easton Association seems to use two blanks. The first is a form letter sent by the grocer to the debtor as follows:—

Easton, Pa.....190

I am a member of the Retail Grocers' Protective Association of Easton, which includes among its members all the retail grocers of the city.

Unless the book account of \$.... which I have against you is adjusted in a manner satisfactory to before I will refer it as uncollectible by me to the association.

I would regret being obliged to do this, as the account thereby goes into the hands of the collection department of the association, and every member is informed thereof. It also goes to your employer. You will receive a credit rating according to the way you settle your accounts.

Yours respectfully,

If this fails the claim is given to the association, which sends the following:—

Collection Department
of the
RETAIL GROCERS' PROTECTIVE ASSOCIATION,
of Easton, Pa.

Mr.....

Dear Sir or Madam:—The Retail Grocers' Protective Association of this city has been informed of your failure to pay a claim for..... amounting to \$..... due to who members of this association. You are therefore notified that if this claim is not paid, or satisfactorily settled, by you before.....

Ever Demonstrated Sardines?

Have you ever demonstrated Sardines? Thought that people knew all about them and it would be no use?

They may know enough about ordinary sardines but Norwegian Sardines are apt to be new; it has only been a comparatively short time that they have been pushed in this country.

Our **Vita** brand of Norwegian Sardines, demonstrated or not, will find a ready response among your trade. Tiny, tender, silver fish, cooked by men who know more about fish than anybody else in the world, and packed in pure olive oil.

Quite different from the ordinary.

F. H. PHILLIPS & CO., 444-446 Greenwich Street, NEW YORK

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company

QUINCY

CHICAGO

BUFFALO

this matter will be reported to every member of this association.

You will remember that nearly all grocers of this city are members of this association and are all mutually interested in the collection of the claims due to every other member. The settlement demanded by us is within your power to make, and if you call on the above-named claimant and make a satisfactory arrangement to settle this account in reasonable installments, you will thereby avoid any and all unpleasantness that might otherwise grow out of this transaction.

Respectfully yours,

Secretary.

In my judgment these blanks are decidedly unsafe. They might be used for years without the slightest difficulty, when suddenly a contentious individual would get one and raise all sorts of trouble. It cannot be doubted that these blanks overstep the border line; they are a violation of the fundamental rule that such a threat as this must not be made in order to induce the payment of debts. There are many decisions, however, that a body of merchants may maintain a credit department and for the purposes of that department may give each other information as to who pays and who doesn't. Furthermore, it is quite legal for any merchant, in pursuance of such information, to refuse to sell any consumer who has unpaid debts. These various rights must be exercised within certain lines, however.

Take the paragraph of the second form beginning "Unless, etc." I would suggest revising that as follows:—

Unless the book account of \$..... which I have against you is settled on or before, I shall place it in the hands of the collection department of the Retail Grocers' Protective Association for collection. The credit reports supplied to the association by its members are based wholly upon the manner in which customers pay bills. Placing the account with the association for collection may very seriously affect your credit.

Touching the letter sent by the association to the debtor, I would suggest the following change:—

Dear Sir:—The Retail Grocers' Protective Association, comprising practically all the dealers of the city, have been informed of your failure to pay a claim of..... due to a member of this organization, who has placed same with us for prosecution, in order that the general trade of the city may be protected.

It will be well for you to bear in mind that the credit reports on the consumers of this city, which are furnished by the association to its members for use in their own business, are based wholly upon the promptness with which bills are paid. Your rating in the past has been....., and on that rating any member of the association would have extended you credit. You will find it of the utmost im-

portance that such a rating be preserved.

Question: Coyle & Downs, Philadelphia, Pa.—I inclose in this letter three slips to send to delinquent trade. Will you kindly give me your opinion whether they infringe on the State laws or United States postal laws.

Answer.—This is the well-known plan of every man his own collection agency. There are several concerns who supply merchants with two or three pads of forms, No. 1, No. 2, No. 3 and so on. They purport to be the literature of a collection agency, though the settlement is made with the merchant direct. In this respect the plan is vastly better than that of the average collection agency, which itself collects the money and turns it over when it gets ready. First No. 1 blank is sent, then if that fails, No. 2, a little stronger, and finally No. 3. The blanks which the correspondent sends are as follows:—

No. 1.

Sent Expires 190..
To.....
Town State
Amount \$..... Paid..... 190..
Form No. 1.

An Early Settlement Will Save
Publicity and Legal Costs.

THE NATIONAL COLLECTING ASSOCIATION.

Prompt Attention Given to All
Collections.

Mr.....
An overdue account against you
for \$..... has been
placed in our hands for collection
by
M.....
of.....

Our long service in the collection of accounts and thorough knowledge of the legal protection afforded the party selling goods on credit, enables us to adjust the accounts of our clients, or demand from the debtor a reason why said account should not be collected. As we believe you prefer to settle this account out of court and thus avoid publicity and further costs, we must insist that you arrange a settlement with the above-named party on or before. 190

Respectfully,

THE NATIONAL COLLECTING ASSOCIATION.

Make your settlement with
M..... to whom
you owe the account, and he will
advise us to cease action.

No. 2.

Sent Expires 190..
To.....
Town State
Amount \$..... Paid..... 190..
Form No. 2.

THE NATIONAL COLLECTING ASSOCIATION.

If This Claim Is Not Settled At
Once, Action Will Begin.

..... 190..
M.....

We sent you not long ago a
notice of a claim of \$..... in
favor of M.....
which was placed in our hands for
collection, which is reported, as yet,
unpaid.

THE HIGH-WATER MARK

in Low-water Times

That's the record of

SHREDDED WHEAT

to August, 1908.

While other cereal concerns have cut down advertising and show a decreased business, Shredded Wheat is advertising more extensively than ever and shows an increase in sales of many thousand cases over the sales for corresponding months of 1907.

The reason? You know it if you know Shredded Wheat. No other cereal food can match it for strength-giving, body-building material, for economy, or for wide culinary uses.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Shredded Wheat Company, Niagara Falls, N. Y.

Never Were There

any "deals" on Fels-Naptha soap. One reason, perhaps, why Fels-Naptha is so popular with the grocery trade. The grocer can at all times safely order it with certainty as to actual cost, profit and sale. If you're ordering goods to-day, just say "Fels-Naptha," too.



While we do not wish to put you to unnecessary costs and publicity in the courts yet we must insist upon immediate settlement of this account.

We will grant an extension of time to190... and if not paid by that date we can at once bring legal proceedings to secure a judgment against you, after which a process of attachment may issue against you. Your prompt attention in settling this out of court will save you publicity and costs. THE NATIONAL COLLECTING ASSOCIATION.

Make your settlement with M....., who will advise us at once to cease further action.

No. 3.

FINAL NOTICE.

DEMAND FOR NON-PAYMENT OF DEBT

vs.

Whereas, Failure in payment of a claim held by the above named party against you in the sum of \$.....cents has not been satisfied, you are hereby notified that unless this claim is satisfied within Ten Days, we will institute legal proceedings to collect the above amount and costs. Dated this.....day Original Account \$..... of190..... In't and Postage \$..... Total to pay \$..... The National Collecting Association P. S.—Should you prefer to settle this claim out of court, you may do so by making settlement with M....., who will notify us to cease action.

Amount \$..... Paid.....190.....
To.....Town.....State.....
Sent.....Exp'tes.....190.....

There is nothing illegal about these blanks. The third in form is what could be well called a bluff, since it is printed in rather clumsy and transparent imitation of a legal summons.

Unique in the Match Jobbing Business.

Philadelphia Retail Grocers' Association, Alone of All Jobbers, Now Sells All Good Brands of Matches, Diamond and Independent Brands Alike.

The Philadelphia Retail Grocers' Association is now in a unique position so far as the match business is concerned. Alone of all the jobbers in this section, it constantly keeps in stock and offers for sale not only the brands of the Diamond Match Co., but all good independent matches as well. Since the organization has been able to do this its match business has increased very largely.

With very few exceptions, all the other jobbing houses of this territory, under the Diamond Match Co's exclusive contract, sell Diamond brands alone.

The New York Letter

Italian Olive Oil Given Good Send Off. Rife Discussion Over Dried Fruit Contract. Small Items of Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, August 14, 1908.

A large party comprising the delegates and officers of the New York and Brooklyn Associations of retail grocers left Sunday for the State convention in progress this week at Jamestown. The party will return at the end of the week, paying visits to several of the up-State cities on their way home.

Importers of Italian olive oil are generally pleased with the report as to the purity of the product, given out officially a few days ago by J. E. Dunning, the United States Consul at Milan. He tells of the plans for enforcing the new law, enacted in April, in order to stop all adulterations of oil, but says that such adulteration has been practiced chiefly in preparing oil for consumption in Italy and not for export to this country. The Consul says that practically all Italian export oil is pure in leaving Italy.

Under the new law exporters who so desire may have the purity of the product officially established by applying to the Italian Custom House, which will issue certificates of purity when the tests are satisfactory.

Large imports of cottonseed oil are made annually from the United States, the Consul says, and is mixed with olive oil for Italian consumption. The Government is trying to extend and improve the olive culture, so that eventually the crop may be large enough to supply all the oil that is needed without calling on the United States for what is now known as the adulterating material.

It is pointed out to the importers that according to the American Consul Italy sends the best olive oil to the United States and we return the compliment by shipping cottonseed oil which the Italians consume.

Not all the importers agree with the Consul, however. One of the importers told your correspondent that a large part of the cottonseed oil sent over from this country finds its way back here in various compounds, but not to the same extent as before the Federal food law became effective.

This year's apple crop will be moderately in excess of that of 1907, says the report of the Committee on Crops submitted at the convention held at the close of last week in Niagara Falls by the International Apple Shippers' Association.

In the controversy over the dried fruit contracts, there has been an exchange of statements this week. Henry Dimond, as secretary of the California Dried Fruit Exchange, gave out some correspondence and comments to which there was a reply on the part of William L. Juhring, the president of the New York Dried Fruit Association.

It was made clear this week that the guarantee clause is one of the important points of difference. According to reports, some of the packers have secretly made contracts which yield to the New York jobbers to the extent of allowing the 1½ per cent. discount on arrival and examination, but it is said that the packers are a unit in refusing to give a formal guarantee of apricots and peaches under the pure food law. Sulphur is used, it is said in explanation, in curing these products and there is a doubt as to whether or not the amount of sulphur is greater that will be permitted by the Government authorities who have not yet given a ruling on this subject. It is proposed to submit the packers' and jobbers' contract controversy to an arbitration committee of the National Canned Goods and Dried Fruit Brokers' Association. This movement was started several days ago. It is suggested that the brokers are in a position to settle the dispute because of their close relation to both the seller and buyers. The services of the brokers have been offered.

Exporters here have been notified that delays may be encountered in shipping American prunes to France because of the question raised by the French Government as to the use of sulphur in preparing the fruit. In sort of retaliation a question has been raised by the Americans as to the importations of French wines treated with sulphur.

A truce has been called during which our prunes may be shipped to France, and the French wines are coming, but further trouble as to both products is considered as likely to come.

The Gleason Cold Storage Co's plant at Rochester, N. Y., was destroyed by fire Sunday; loss, \$75,000.

Arrests for using milk cans not properly cleaned are becoming common lately, the Commissioner of Agriculture making a special effort to prevent disease being spread in this way. About three nights every week a staff of fifty men examine the cans throughout the city. Henry Kracke, Assistant Commissioner of Agriculture, who superintends the work personally, says that the conditions in New York are much better than in other cities, but that as there is still room for improvement that they will keep on getting after careless dealers.

The milk supply has been holding out nicely this summer, the only complaint being that many companies furnish a milk that is rather bluish instead of creamy. Experts explain this, saying that the milk is not diluted, but that it comes from an inferior breed of cows and has not the same percentage of fat that the milk yielded by the Jersey cow has. The companies, men who know say, are turning their best milk, that yielded by Jersey cows into condensed milk, thin milk being useless for this purpose.

FRED. A. MCGILL.

Oregon Will Push French Style Prunes.

Has Hitherto Sold Italian Prunes, which Are More Tart than the French Style.

From now on it is said that the Oregon prune producers will pay more attention to the French style of prune. Heretofore the typical Oregon prune has been what has been known as the Oregon Italian, being a tart prune. The State has produced the French style prune, which is sweeter than the Italian, but it has been mostly exported. From now on an effort will be made to sell them in this country.

The price of the two kinds has been the same except that the small sizes of French are about ⅓ cent cheaper than the corresponding grades of Italian.

A PROPOSITION

If you were convinced that we really had something to say; something to offer that would benefit your business, we are quite sure you would instantly concentrate your mind on our proposition.

PERRI WALLA INDIA CEYLON TEA

New crop, 1908, due September 1

50 lb. cases, ½ lb. Dec. Canisters (With Hinge Covers)

50 lb. cases, 1 lb. and ½ lb. Canisters

50 lb. cases, 1 lb. Decorated “

Price, 37c. per lb.

50 lb. cases, ¼ lb. Canisters (With Hinge Covers)

Price, 40c. per lb.

10c. size Canisters, 3 doz. to a carton

Price, 90c. per dozen

OUR OFFER

Perri Walla Tea—New Crop—Due here on steamer September 4

With an order for one fifty lb. case, ½s, at 37c. per lb., ordered before August 30, we will add FREE of charge one decorated counter display carton containing 36 handsome 10c. canisters with hinge covers. We do this with a view that dealers will distribute these 36 free canisters to 36 housewives to acquaint them with the merits of the Tea, regarded by the nobility as the “Aristocrat of India.” To win the individual, hundreds of stores expend hundreds of thousands of dollars in advertising. What advertising is so permanent or so powerful as reliable goods? Perri Walla Tea is unique, it is unmatched. It suits everyone.

FRANCIS H. LEGGETT & COMPANY
IMPORTERS
NEW YORK

WE HAVE INTERESTING PRICES ON

Galvanized Wash Tubs AND Galvanized Water Pails

And will be pleased to have your orders.



JAMES M. VANCE & CO.

Wholesale Hardware

211 and 213 Market St., Philadelphia

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

They Are Worth Having and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES

FORBES BUILDING

COSHOCKTON, OHIO

TRY IT YOURSELF FIVE DAYS FREE

This simple, practical, accurate computer costs only a fraction of the price of key machines and does everything they do except print.

Rapid Computer Adding Machine

does its work perfectly in any position—at any angle. You can rest it on any desk or on book page alongside column of figures you wish to add. It's a wonder as a time saver and result-getter. Capacity, 9 999,999.99. Let us send you one on trial. If it doesn't do all we claim, ship it back at our expense. Write for Free Catalog.

RAPID COMPUTER COMPANY
1842 Tribune Building, Chicago

THE GROCERY MARKETS

Tea.

The tea market is in fairly satisfactory condition to holders of the product, considering the season. The demand is fair, but is confined to absolute wants. This, it might be argued, is the healthiest possible demand, but is not as satisfactory to the jobbers whom it compels to carry the stock as a demand which anticipates future wants. The week shows no change in the price of any grade of tea.

Coffee.

The market for Rio and Santos coffee has been sick during the greater part of this week. Several causes have combined to make the demand exceedingly light and the interest listless. Receipts of Brazil coffee at primal points are still heavy and the general tone of the market is easier. Mild coffees are firm and unchanged. Java and Mocha steady at ruling prices.

Sugar.

The week has brought further declines in raw sugar, and further declines in refined would not be surprising, in spite of the fact that August and September are usually the periods of greatest demand. The demand at present, however, is only fair.

Syrup and Molasses.

Glucose has advanced 10 points further during the week, on account of the strong corn market. Compound syrup moved up 1 cent per gallon, and this time tinned syrup also advanced several cents per dozen. The demand for mixed syrup is light. Sugar syrup is moving moderately at unchanged prices. Molasses for the present is a dead issue; demand very small at unchanged prices.

Fish.

Shore mackerel are somewhat higher, first, because the quality is better and commands better prices; second, because the catch has shown a decided falling off. The spring catch of Irish mackerel is over and the situation there is firm, but without any change in price. Norway mackerel are unchanged. The general demand for mackerel has been light. Cod, hake and haddock are unchanged on spot and very dull. Future goods are being offered at prices about on last year's basis, but interest is very perfunctory as yet. Sardines of all grades are unchanged and in fair demand. Salmon shows no change and a fair de-

mand. Red Alaska is still firm on spot.

Canned Goods.

Tomatoes are nominally unchanged, but some weak spots have developed during the week. The nominal quotation for both spot and future is 77½ cents f. o. b., but both can be obtained for that price delivered. The demand is very light and prospects point to a good pack. Corn is exceedingly dull at ruling prices. The dullest thing on the list is peas, which are moving hardly at all because new peas have been delivered and the trade have no need to buy more. Apples show no change. New peaches are on the market, selling on the basis of the last quotations. The new goods show very fair quality. California canned goods show no change whatever, the market still being unsettled as to price. The demand is fair. Small canned goods are being steadily packed in Baltimore, no change having occurred in any price.

Dried Fruits.

Prunes are firm. The coast basis for future Santa Claras is 4½ cents. Spot old prunes are offered at 3¾ to 4-cent basis, and the market is strong, though there is no demand. The future of the prune market looks strong. Peaches are firm at the last advance. Apricots are likewise stiff and some holders refuse to sell at any price. Raisins maintain the last advance and are stronger than for months. These advances in California fruits, with the exception of prunes, are mainly due to the fact that the packer sold heavily without first buying from the growers. When the latter found this out they put on the screws. Many believe that after the present flurry is over prices will recede again. Currants are unchanged and in light demand. New prices have been named on figs, on about last year's basis. Other dried fruits are dull and unchanged.

Produce.

Potatoes, 50 cents per basket, demand good; Jersey sweets, 40 to 50 cents per basket; seconds, 25 to 30 cents per basket, demand good; cabbage, Savoy, 50 cents per barrel; Pennsylvania, 90 cents to \$1 per barrel; Jersey, 15 to 25 cents per basket, demand fair; Jersey onions, 40 to 50 cents per basket, demand good; pickling, white, 60 to 70 cents per basket; yellow, 50 to 60 cents per basket, demand fair; beets, \$1.50 to \$2 per 100 bunches,

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

demand fair; carrots, \$1.50 to \$2 per 100 bunches, demand fair; white turnips, 50 cents per basket, scarce and good demand; yellow, 25 to 30 cents per basket, demand fair; York State peas, \$1 to \$1.25 per bushel, demand fair; cucumbers, 15 to 40 cents per basket; pickling, 50 to 60 cents per basket, demand fair to good; squash, 5 to 10 cents per basket, demand poor; eggplants, 15 to 25 cents per basket, demand good; York State salad, \$1 per dozen, demand good; lima beans, improved, 50 to 75 cents per basket; flats, 25 to 35 cents per basket, demand fair; corn, Pennsylvania, 75 cents to \$1 per 100; Jersey, 20 to 30 cents per basket, demand fair; string beans, green, 35 cents per basket; wax, 40 cents per basket, demand good; green peppers, 15 cents per basket, demand poor.

Beans and Peas.

The market for domestic pea beans is exceedingly dull and weak. Imported beans, at around \$2.12½ have the call, and as a result the domestic, for which at least 35 cents more per bushel is asked, are languishing. Marrows are unchanged and dull. California limas are fairly active at unchanged prices. Split peas are active at ruling prices; in fact, all grades of dried peas are in fair demand and firm.

Eggs.

There is a very firm market for fancy eggs. Very few are coming in that don't show heat, and all grades meet with a ready sale considering the quality. We are likely to go into cooler weather soon and this will increase both the general supply of eggs and the proportion of fine quality. The increase in the receipts, however, will hardly equal the demand, and if there is any

change in price it is more likely to be an advance than a decline.

Butter.

The butter market is very firm on both solids and prints at an advance of 1 cent per pound throughout. The general butter situation is very healthy. The make has been reduced by the heat all over the country and the demand shows an increase. There will likely be a firm market and further advances within a short time.

Cheese.

There is an active demand for cheese of all grades. The market shows no change, either local or country, and the situation everywhere is very healthy and the supply about normal. The bulk of the cheese arriving are of fine quality and all grades meet with a ready sale. The present outlook is for a firm market at about present prices.

Provisions.

All cuts of smoked meats, including bacon, bellies, regular, picnic and skinback hams are in good consumptive demand at unchanged prices. Pure lard is very firm and if there is any change during the week it will be upward. Compound lard is steady and unchanged. Barrel pork is firm and scarce. Dried beef is very scarce and firm. Canned meats unchanged and in fair demand.

Green Fruit.

Bananas, firsts, \$1.50 to \$1.75 per bunch; 8-hands, \$1 to \$1.25 per bunch; 7-hands, 65 to 90 cents per bunch; 6-hands, 40 to 60 cents per bunch, demand poor; lemons, \$3.25 to \$4.25 per box, demand fair to good; California oranges, \$4 to \$5 per box, demand fair to good; pine-apples, \$2 to \$4 per crate, demand fair.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7¾ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 9½ cents per pound; filberts, 10 cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12 cents per pound; mixed nuts, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Unfavorable weather for the tomato and corn crops has been followed by favorable weather. Up to this date the average of the season's weather conditions is against rather than in favor of those two crops, but they have large recuperative powers, both of them, and three or four weeks of seasonable weather would be of great benefit. The tomato canneries throughout this section will all be in full operation for the season within the next week or so, many of those located at country points having started up this week, while the canneries in Baltimore have been packing more or less of tomatoes during the past two weeks, their output being sold about as fast as made. The quality of the raw material will be at its best from now on, weather permitting, and the efforts of the canners will be directed toward securing enough stock to cover their present contracts and such additional sales as will be made during the canning season, with as many more as possible for the winter and spring trade. A warm, open fall season, with sufficient rain meantime is needed to make a full pack, and that is the object of the tomatoes canners' prayer now. The demand for the canned article this week was not so active as in the last two weeks, but the firm tone in the market continues and the prices remain the same with an upward tendency. The demand here during the week, for both spots and futures, again came from nearly all those markets that do not depend upon the canners in the West for their supplies. Corn continues firm and strong under a smaller demand. String beans were more active and they closed quite strong to-day. The cheap offerings of that article are being taken freely. Peas and the general line of other vegetables are dull and show no changes during the week.

There is an increasing demand for the new pack of peaches—pies, seconds and standards—as the canning season opens up. The

output of them has been smaller than usual up to the same date in previous seasons, notwithstanding the reports of a bumper crop. There will be plenty of peaches, doubtless, but a "bumper crop," comparatively, from the number of trees now in bearing is a fallacy. They are worth attention at this time. In all the other lines of fruits the market was dull and, if anything, showed a little weaker feeling. Cove oysters are firm, though quiet.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

The packing of tomatoes is going on in Baltimore. While the conditions are not entirely satisfactory, yet the quality seems to be improving somewhat. The proportion of good standards obtainable, however, is not very large.

The situation in country tomatoes is without change. The packing in the country districts will not be general in all probability until the latter part of this month. Reports regarding the crop conditions vary considerably, but there does not seem to be any doubt but what the unfavorable weather conditions during the early part of the summer cut down the early crop of tomatoes considerably.

Peaches.—Packing is now in progress. Packers are gradually putting out prices. The demand is fairly good, though it is not likely that there will be any heavy buying until the season is a little further under way.

String Beans.—The market closes stronger on these goods.

Corn.—The market is quiet but strong from the packer's standpoint. Packers in this section are out of the market on future corn. While the improved weather conditions have benefited the crop, they are unwilling to take any chances on future corn.

We are having a better demand for peas. Stocks in Baltimore are pretty well cut up.

THOS. G. CRANWELL & Co.
Baltimore, Md.

Imported Fish Products.

Owing to the extremely hot weather, only very few sales of Holland herring have been effected this week. Opening prices this season are considerably below those of last season. Catch in Holland is only moderate, but prices are influenced by the very large catch of herring in Scotland and the low prices ruling therefore in the primary markets. Of Scotch herring only very limited quantities arrived here this week, which was very fortunate, the arriving parcels being sold at prices slightly below those of last week. Quality this season is very fine.

The first new Iceland herring are now on the way from Norway and

ought to be here by the end of the month. Quality is said to be very fine. Nothing can be said as yet as to catch.

Norway Stockfish.—Prices are following an upward tendency, especially for the Italian round stockfish, and prices are now again almost as high as they were last season.

Imported Oil Sardines.—There is no change in the situation, catch in France continues a failure and the same may be said of Portugal in regard to small fish, they have none.

Sprats are selling very lively. Stocks here are reduced to a minimum and market is very firm.

Mackerel.—Good Irish mackerel are in good demand, but there is very little to be had of them. Norway mackerel, the old stock of fat mackerel, is pretty nearly cleared, just a few small lots remaining unsold. A few Norway summer mackerel have been caught, but the quality of the same is very poor, very thin and color very poor, so they are not selling. There is no sign as yet of Norway new fat mackerel.

STROHMEYER & ARPE Co.
New York, N. Y.

Spices.

The market is quite active and steady. The consuming demand is large. Spot supplies are exceedingly firm, due to scarcity. Our advice is to look ahead and buy at stocks to cover your needs for the next ninety days at prices now in effect.

Pepper.—The market is steady and spot supplies are nearly closed out. Stocks due to arrive during this month are practically sold out. The situation is really critical and we would not be surprised to see advances at any time.

Cayennes.—Supplies are very limited and prices are likely to be firm and higher.

Cloves.—It is reported that the crop will be only a moderate one. Prices are practically stationary and it is hard to forecast the future of this spice.

Pimento (Allspice).—Some large buying has occurred during the week. This spice is a safe purchase at present market value.

Mace of good quality and color is exceedingly scarce. Stocks are smaller than for years. Prices are steady.

Nutmegs steady and very good demand for large grades. We look to see higher prices rule during the fall.

Gingers very steady and large sales have greatly reduced spot supply. We look for a higher market.

Seeds steady. There is considerable activity at present in new crop Caraway for future shipment. Spot Coriander has advanced. Celery is somewhat firmer. Mustard and Poppy is stationary.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Pennsylvania peaches of very fine quality are in market now and average \$2 per crate. Delaware peaches range from 25 to 50 cents per basket and are coming very poor. The weather, while it has not interfered with the size of the peach crop, has grievously impaired its quality. The demand for peaches is only fair.

Tomatoes range from 12 to 20 cents per basket and the supply is large. Cannery are paying from 12 to 15. The jobbing demand is light.

Watermelons are coming mostly from nearby points, New Jersey and Delaware principally. The price ranges from 10 to 25 cents and the demand is fair.

Sweet potatoes range from 50 to 65 cents per basket. There are a few Southern sweets about, the price of which is now \$2 per barrel.

Lima beans have weakened and now range from \$1.50 to \$2 per hamper. Most of the receipts are from nearby points.

Corn is very draggy and ranges from 30 to 40 cents, or about 75 cents per 100. The quality is good.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued April 21, 1908:—
885,037. Percolator. E. S. Glover, Chicago, Ill.
885,173. Baking oven. I. H. Pawlick, San Francisco, Cal.
885,262. Nut cracking machine. F. B. Lantery, Fort Worth, Texas.
885,274. Bread and meat slicer. D. H. Mosteller, Chicago, Ill., assignor to the Mosteller Mfg. Co., same place.
885,332. Retort for processing canned goods. H. L. Forhan, Portland, Me.
885,444. Mixing spoon. A. W. Cram, Haverhill, Mass.
885,504. Coffee mill. Johann Muszar, Cincinnati, Ohio.

Patents issued April 28, 1908:—
886,088. Butter cutting machine. R. F. Stewart, Pocantico Hills, N. Y., assignor to American Butter Cutting Machine Co., New York, N. Y.
886,218. Jar closure. H. E. Jolly, Columbus, Ohio.
886,266. Egg opener. D. P. Stevens, Rio, Wis.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For chocolate and cocoa. Staengel & Ziller, Unterturkheim, Germany. A representation of an edelweiss blossom. The word "Edelweiss."

For canned fish roe. Davis & Johnson, Dido, Va. A representation of a negro cook holding a filled pan upon his raised hand.

For flour. Barber Milling Co., Minneapolis, Minn. The words "White Wonder."

For flour. Wm. Kelly Milling Co., Hutchinson, Kan. A representation of a yellow shield, at the upper edge of which is a blue circle containing a red seal.

For sardines. Stavanger Preserving Co., Stavanger, Norway. A representation of an oblong having round corners and inclosing the words "Sardines Royal."

For pretzels. Pfenninger Pretzel and Baking Co., St. Louis, Mo. A representation of a pretzel showing a face thereon.

For coffee and tea. Commercial Importing Co., Seattle, Wash. A black diamond-shaped figure upon which are the letters "C. I. C." in white, the "C" at the left being reversed.

For vegetable fats to be used as a substitute for butter. Emanuel Khuner & Son, Vienna, Austria. The words "Kun-erol" and "Kunerat."

For teas. J. C. Siegfried & Co., Chicago, Ill. The word "Sorosis."

For cider vinegar, pickles and catsup. Leo Cider and Vinegar Co., Falls City, Neb. The word "Leo" in red, inclosed within a red circular band.

For canned fruits and vegetables and dried fruits. The J. H. Flickinger Co., San Jose, Cal. A monogram "F. A. M."

For bottled, canned, preserved, evaporated and pickled fruits and vegetables. Wayne County Preserving Co., Newark, N. J. The letters "E. & B." within a circle.

For citrus fruits. Edmund Stevens, Vega Alta, Porto Rico. The words "Starlight Brand" within a diamond-shaped border.

For soaps. James Pyle & Sons, Edgewater, N. J. The letters "O. K."

For milk and cream. H. B. Richards, Easton, Pa. The word "Gramana."

For canned vegetables. William Larsen, Green Bay, Wis. The words "Green Bay" and "North Shore." The words "Daybreak Brand" and a conventional representation of the sun. The words "Harvest Queen" and a representation of a young woman. The words "Larsen's Special Brand" and a representation of calla lilies.

For a cereal breakfast food. Pacific Milling Co., San Francisco, Cal. The word "Cera."

For mackerel and herring. Strohmeyer & Arpe Co., New York, N. Y. The letters "J. B."

For cereal breakfast food. Toasted Corn Flake Co., Battle Creek, Mich. The words "The Sweetheart of the Corn."

For canned fruits and vegetables. Herman Kussy, Newark, N. J. The word "Invincible."

For starch. Independent Starch Co., New York, N. Y. The words "Fluffy Ruffles."

For canned and preserved fruits and vegetables. Chilton Canning Co., Chilton, Wis. The letters "C. C. C." within a border of vines and leaves.

For cured meats. The Electric Meat Curing Co., Cleveland, Ohio. The word "Electra" and a representation of a female figure with a light back of the head and a second light at the end of a torch held in the left hand.

For celery. Crutchfield & Woolfolk, Pittsburg, Pa. A circle within which are concentric arcs with an ornamental dash within the upper arc.

For soap. W. K. Freeman, Oscawana, N. Y. The word "Cutalax."

For soaps. The Ericka Mfg. Corporation, Springfield, Mass. A representation of two men supporting a sign upon which is the word "Ericka."

For canned fruits and vegetables. Griffith-Durney Co., San Francisco, Cal. The word "Regina." The word "Rubicon" and a representation of a wreath. The word "Bonita" and a representation of a child wearing a cloak and hood.

For laundry blue. Reckitt & Sons, Ltd., Hull England. The word "Robin" and a representation of a robin.

For cotton-seed oils. The Southern Cotton Oil Co., Jersey City, N. J.; New York, N. Y.; Savannah, Ga., and Gretna, La. The word "Snowdrift."

For corn oil. Corn Products Refining Co., Jersey City, N. J., and New York, N. Y. The word "Argo."

For washing soda. Polk & Calder Drug Co., Troy, N. Y. The words "Save the Rub."

For a mixture having as its essential ingredients a vegetable oil and an animal fat. Wesson Co., Jersey City, N. J. The word "Palmatina." The same word with a representation of a palm tree.

For cotton-seed oils. Wesson Co., Jersey City, N. J. The words "Wesson Cooking Oil" and a representation of a shield surmounted by a helmet, above which is a bar and bird holding a spray in his beak.

For candy. Lane & Schmand, Bridgeport, Conn. The word "Forest."

For coffee and tea. Crocker Grocery Co., Wilkes-Barre, Pa. The word "Winola."

For salted, canned and pickled fish. C. F. Wesson, Gloucester, Mass. The words "Gold Bond."

For soaps. L. T. Piver et Cie, Paris, France. The words "Violette Regis."

For canned salmon. The Yakutat & Southern Railway Co., Seattle, Wash. The word "Zenith" and a representation of a landscape. The word "Hub" and a representation of a hub. The word "Tiffin" and a representation of a hand supporting a plate, upon which is a piece of salmon. The words "Golden Gate" and a representation of a pair of open gates and with a body of water in the background.

For coffee mills, meat choppers, meat slicing machines and bone cutters. Bartz, Wygant & Brown, Inc., Hornell, N. Y. The word "Royal."

For coffee. Meyer Bros. Coffee and Spice Co., St. Louis, Mo. The word "Buckeye."

For flour. C. O. Case, Somerville, Mass. The word "Evangeline" and a representation of a dairymaid and several cows.

For canned fruits and vegetables, coffee, maple and cane syrup, extract of vanilla, cider vinegar and cheese. Howell & Bursk, Philadelphia, Pa. The word "Victoria."

For cake icing and filling. W. F. Childs, Boston, Mass. The word "Ice-fros."

For milk, cream, condensed milk, desiccated milk and milk powders. Union Condensed Milk Co., New York, N. Y. The words "White Cross." A representation of a Greek cross.

For flour. Dodge City Milling and Elevator Co., Dodge City, Kan. The word "Lariat" and a representation of a cowboy in the act of throwing a lasso.

For flour. The C. Hoffman & Son Milling Co., Enterprise, Kan. The word "Fanchon."

For canned salmon. Griffith-Durney Co., San Francisco, Cal. The word "Camellia" and a representation of a camellia blossom. A representation of a banner with the words "Friendship Brand" thereon.

For shelled and unshelled peanuts. Barnhart Mercantile Co., St. Louis, Mo. The words "Lone Star" and a representation of a star.

For canned vegetables. Strasbaugh, Silver & Co., Aberdeen, Md. The words "Blue Bell."

For crackers. New Health Food Co., Bridgeport, Conn. The word "Ribesto."

For flour. Sparks Milling Co., Alton, Ill. The words "Armada" and "Ring-leader."

For flour. Threefoot Bros. & Co., Meridian, Miss. The words "Just Out" and a representation of a chick emerging from a broken shell and having upon his body a part of a barrel. The words "Grandma's Favorites" and a representation of an old woman holding a bag of flour on one arm. The words "Late Discovery" and a representation of a sailing vessel.

For canned vegetables. Asher Brakeley, Bordentown, N. J. The word "Peacock" and a representation of a peacock.

For flour. Sparks Milling Co., Alton, Ill. The word "Taurus."

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, on request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

From the Alexander store, Oxford, Pa., comes a clever little piece of advertising. It consists first of a heavy manila envelope, on the outside of which is printed the following:—

**Value
3 cents**

This is persuasive and pulling to begin with. Hardly anybody who saw this would be proof against the curious impulse to open and read.

On the inside is a tastefully printed, pale green card bearing on its main side the following:—

good points. For example, as a conclusion for the first paragraph, the following: "The sweetest, tastiest, cleanest, richest butter we ever saw."

The reverse side of the card bore the following:—

Swift's Premium Boiled Ham	35c lb
Emmenthaller Swiss Cheese	35c lb
Air Dried Sliced Dried Beef	35c lb
Honey Cured Sliced Shoulder	16c lb
Swift's Premium Sliced Ham	22c lb
Skinned Back Shoulders	12c lb
Pure Lard	12 1-2c lb

Fresh Meats of all Kinds

Alexander's Meat Market

21 S. Third Street
OXFORD, - - - PA.

Alexander's Blue Ribbon Butter Pennsylvania's Best Butter

The maker of Alexander's Blue Ribbon Butter received the Silver Cup of Merit, the highest award, in competition with the butter makers of the State, at State College for 1908. That substantiates our claim as Pennsylvania's Best Butter.

As an inducement for you to try Alexander's Blue Ribbon Butter we will accept this card, when signed below, as three cents in payment of one pound of Blue Ribbon Butter.

THIS CARD AND TWENTY-NINE CENTS.

Good only on Saturday, August 8th, 1908.

MAY WE HAVE YOUR ORDER?

Name.....

Address.....

I see in this what I consider to be a fault. The argument made for this butter is that it is the best butter in Pennsylvania, and that claim in turn is based on the fact that it won a silver cup. In my judgment such an argument is weak. People are much more easily led to buy goods through arguments that tempt the appetite than through arguments about prizes. Of course, a reasonable person can understand that a brand of butter could not take a prize unless it possessed flavor, quality and purity above other brands; nevertheless the application is too indirect and remote. This advertisement is good enough, but I should have added a few words either stating what points the convention's decision was based on, or yourself telling of the butter's

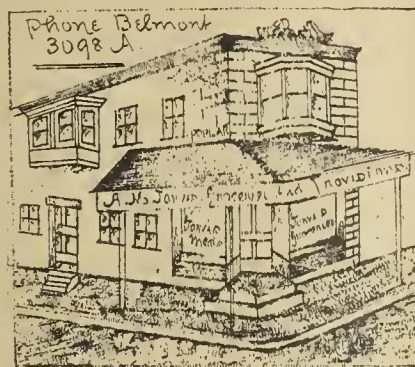
I don't see much in this—it is simply a price-list. I can see that it is simply incidental to the main advertisement, which is the butter advertisement, and that the Alexanders probably thought anything might do for the off-side. I think the space might be used to better advantage. Advertise the same things, or some of them, but not in the bare price-list style.

In the next column is a curious grocery advertisement that came in to this department last week.

In the original this measured 6 x 10 inches, and was printed in dark blue. Obviously, it was done with a pen and then duplicated with a mimeograph or some other duplicating machine. The effect is not

good. To read it you must strain your eyes and usually that one fault is fatal to an advertisement, no matter how good it may be in the abstract. I would not advise Mr.

Jarvis to use this sort of advertising. In my judgment it is poor economy. Even if it saves a little money it greatly reduces the chances of results.



*Specials for
Thursday, Friday,
And Saturday
March 26, 27, 28
Best Grade of
Goods only*

10 Stamps with each lb Fancy Head Rice 10¢ lb.
10 Do Do Do Do of Choice Prunes Extra Large 12¢ lb.

10 Stamps with 2 Cans Jimmy Lima Beans. These are delicious at 15¢ Can. — 10 Stamps with 2 Cans Rhode Reg Corn. Each 10 and 12¢ per Can.
10 Stamps with 1 Can fine Sliced Peaches each Can 16¢

20 Extra Stamps with 1 lb best Tea 15¢
25 Do Do Do 1 lb of H. M. J. Blend Coffee at 30¢ per lb

20 Stamps with 1 lb Swika Blend Coffee 19¢ lb.
Swiss and White Clover Butter, always fresh. Strictly fresh Eggs at right price.
All goods guaranteed.

*H. M. Jarvis
57th and Poplar Dks.*

and Water 1504 N. Robinson

These Plans Have Made Trade

Ideas Worked Out and Operated Successfully by Merchants in Various Places. Easy to Adapt by Grocers or General Storekeepers.

[Following appear several more of the tried-out plans of increasing business which have been successfully used by merchants in various parts of the country and collected by Butler Brothers]

An Iowa grocer used a novel window display which attracted much attention. His window was filled with advertisements cut out from current magazines, together with the advertised articles. In the display were all the articles in the grocery line now being advertised in the magazines and alongside of each was a clipped advertisement of the price. Two signs were displayed in the window reading, "We are up to date, carrying in stock all these articles advertised in current magazines, and we will order for you anything not in stock." There were 10 per cent. advertised articles shown in this display.

An Illinois grocer sends out a circular in the shape of a tag with a card at the top so that it can be hung in plain view in the kitchen.

At the top is the announcement: "An order through the 'phone is music in our ears." Various interesting offers are given on one side, while the other is given up entirely to the description of different grades of coffee.

A California merchant supplements his window display by hanging up articles of tinware, granite-ware, toys, etc., on nails on the walls just outside his entrance. This effective use of space is possible when show windows do not take up all the front space, as they should.

The same merchant has a large lattice work bargain board 9 x 12 feet out on the edge of his sidewalk in front of his store. Each day he hangs a new lot of bargain home goods articles on this board and places horseshoe-shaped price tick-



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

ets around them. A great portion of his selling in good weather is done to people who never enter his store. He practically lives outdoors.

The following quotation from a recent anti-retail mail-order ad. is interesting and hits the nail on the head:—

Six years ago in ——— County, a farmer put his initials on a dollar bill. Next day he came to town and spent it with a merchant. Then six months passed and he got the same dollar back.

Four times in three years the bill came back to him for produce and three times he heard of it in the pockets of his neighbors. The last time he saw the bill was three years ago. He sent it to a retail mail-order house and will never see that bill again. The dollar bill will never pay any more school or county taxes for him, will never build or brighten any more homes in his county. He sent it entirely out of the usefulness of himself and his neighbors when he sent it to the retail mail-order house.

The merchant also adds a moral—but that is obvious.

A Nebraska merchant, changing from credit to the cash basis, hit upon a most effective plan. He first secured an expert assortment of home goods to use as leaders with which to impress the advantages of cash buying and cash selling.

Then after collecting old accounts as closely as possible he took his big ledger in which his credit accounts were kept and nailed it to the wall about 8 feet up from the floor. Two big spikes were driven through

the ledger deep into the wall so the book could not be opened. Then beneath the ledger he posted a notice reading: "We sell for cash only."

After that if a customer wanted goods charged this tactful merchant simply pointed to the ledger on the wall, remarking that he could not open it however much he wanted to make the charge—and the amused purchaser was invariably satisfied and paid cash.

Likewise, when a farmer came in to pay up the merchant said: "I will take your word for the amount you owe me, for the ledger is nailed and I can't get into it."

The fact that this merchant turned his special stock of home goods almost eight times during the year is, we are sure, proof of the success of his novel plan. Nobody ever thought of asking for credit a second time and no customer was offended.

A Connecticut grocery and market recently ordered fifty telephones put into its customers' houses at its expense, the idea being to do away with some of the clerks and teams in taking orders and gradually educate the customer to order direct from the store by 'phone. The telephone company says it is the first experiment of the kind in the country. It is the intention of the firm to increase the number of 'phones if the experiment proves profitable.

Two-Minute Sermons for the Retail Grocer

L.—Quick Judgment.

Judgment is not like an alarm clock, to be set to go off at a certain time.

Everyone acknowledges that judgment is the greatest factor in business success, being even more important than capital, for good judgment can find the capital, while capital cannot always command the good judgment, although it always thinks it can.

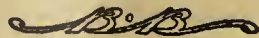
A great many men are inclined to feel that good judgment is the result of mature deliberation, and no matter what question comes up for decision they take a certain length of time to consider it. In other words, they wind up the alarm and set it for a certain hour. This may be good judgment, but it is not the

brand needed by the average business man. What he needs is the ability to take the right side of a proposition on the spot, without a long wait for pondering the question over and over. He needs the clear vision which will give him a thorough understanding of both sides of the question, so he can follow out the natural results of whatever action he takes, and decide whether such results are likely to be good or bad. It is this kind of a judgment which is most valuable in business. The kind which sees the entire proposition clearly and does not need to thresh the matter over and over until a certain set hour before coming to a decision.

F. A. P.



Come in and Make Us Prove It



Our Fall and Winter lines are now ready and include the most extensive line of fast-selling grocers' sundries on the market.

We claim that we can **save you money** on goods you need right now.

This is a big claim and merits active consideration on your part.

Why not come in and make us prove it?

You will find convenient sample displays of **complete lines**.

The price of each item is marked in plain figures.

COMPARISON—your one safe test—is made easy. We invite that test.

Seeing **all** the goods FIRST on our floors **will** save you money.

We are ready to "prove it" in any of the following eight cities.

Our Fall catalogue will be out about August 20th. Ask for No. D 680.



BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE, DALLAS, OMAHA, SAN FRANCISCO





What Would You Do?

Did you read those articles about having principle in business? Where the fellow asked whether he should cut the price of sugar or lose the customer?

That was a hot reply one Philadelphia man sent in—"sure, cut the price and gouge it out of him later—profit's only robbery anyway."

Foolish, ain't it?

All the replies but that one said that the grocer ought to refuse to cut the price and let the customer go if necessary. Follow principle, in other words, no matter where it led to.

Which is undoubtedly right, but listen:—

You know it's a little tender point with me—this keeping up high principles and trying to do business at the same time. I've often said that I didn't believe business could be run along modern lines without some lying and some deceit.

It's all very well to say to a grocer, "be firm. Don't let your customer lead you by the nose. Make as low a price as you can and don't go below it no matter what's at stake." The grocer who is established and whose business will go on whether he does that or not, can do that, and the chance is he won't lose a bit more than he can stand.

But take a grocer who ain't established, or whose business is barely making expenses. Here comes along a big order, with a chance for a permanent customer. "Your prices on the other things are all right, but I can buy sugar way below that." The order and the customer hang in the balance, depending on a cut of maybe 13 cents. How many men in such circumstances would hang on to the 13 cents and let the business go? Is it human nature to do such a thing?

The way I feel about it is that while it's fine to be fair and high-principled and independent, sometimes—well you find you *can't* be as much that way as you'd like. It sounds ridiculous to say "I can't afford to be fair," and in theory it hasn't a leg to stand on, but that's the way it looks sometimes to a practical man nevertheless.

One of the squarest grocers I know said to me the other day:—

"I've given up selling ——— flour."

"Why?" I said, "I thought you believed that was the best flour made."

"So I do," he replied, "but it's a high-priced flour—I have to get \$7.50 a barrel for it."

"Well, you always got it," I observed.

"I know I did," he said, "but lately this fellow down the street has started in to boom ——— flour. He sells it for \$6.90 a barrel and warrants it to be the best flour made. Think it's easy to get \$7.50 for my flour after that?"

"Won't yours actually show up better?" I asked him.

"To some people it will," he said, "but I don't know as the average cook would see much difference. There is a big difference to anybody that knows flour. Mine is fancy from the word go. His is just a good ordinary flour."

"But maybe a good ordinary flour is as good as these people want," I said. "What have you done about it?"

"I'm pushing a cheaper brand," he replied. "And when anybody asks if it's the best I tell 'em yes."

What would you do, gentle reader? Here is a competitor telling the people that his flour at \$6.90 is as good as yours at \$7.50. It isn't, but to the average person it does just or about as well. You find your sales of the high-priced brand falling off—people can't see why they should pay the extra price. Are you going to get out of the flour business, or are you going to put in a poorer brand you can sell in competition? And if you are asked by a customer if the cheaper brand is the best, are you going to say yes and make the sale or are you going to say no and maybe lose the sale?

I know as well as anybody that in honesty there's only one thing to do. I'm not even suggesting anything else. But, nevertheless, what would you do in competition with a lying competitor whose lies are believed by the people?

I talk occasionally with an old canned goods broker—one of the

whitest, fairest men in the business. He goes on like a wild man over some of the competition he has to meet.

"That fellow will go out," he said, speaking of another broker, "with a sample of tomatoes that he offers as standards. As a matter of fact they're not a bit better than off-standards, and I'd call 'em no more than seconds. Yet he offers 'em in competition with my standards at 2½ cents less. What am I to do?"

"That's easy," I said, "open a can of each."

"But a whole lot of buyers don't care for that!" he said, "the price is what they're thinking of. Two-and-a-half cents looks a lot bigger to a lot of 'em than 5 cents' worth of quality."

"Have you ever tried doing as he does?" I asked.

"No," he said, "and I never will! And the result is I do about half the business I ought to do. If I was pushed hard for business I don't know what I'd do."

The man who stands square and firm and says "this is my rule; I won't break it," when if he don't break it he stands to lose business that he sorely needs, is the kind of a fellow I look up to beyond almost anybody else. The fellow who will break any rule, or tell any old lie, or do anything, rather than lose business, nobody has any respect for. And yet you can't help but feel that for some of the things he does there may be a little excuse anyway.

THE STROLLER.



Summer Vacation Season

The month of August is the height of the vacation season for all those who can arrange to enjoy an outing and a rest from the daily routine. Excursions and picnics are the order of the day. They all must live and you are in business to serve to all; can we aid you?



SYRUPS—The market on Syrups is up one cent per gallon. It was not unexpected on our part, and, in fact, we look for it to go still higher. We are in a position to take care of our customers at old quotations provided orders are placed with us promptly; we can delay shipment 30 days where trade desire it. It will pay you to take advantage of this offer.

CANNED SALMON—This is selling well at this time and would quote prices on the following for prompt shipment: Jungle Brand Flat No. 1 Sockeye Salmon, per doz., \$2.10; Red Clover Sockeye No. 1 Tall, per doz., \$1.90; Fancy Red Alaska No. 1 Flat Heather Bell, per doz., \$1.65; Extra Choice Red Alaska No. 1 Tall Basket Brand, per doz., \$1.55; Choice Red Alaska

Courage Brand No. 1 Tall, per doz., \$1.50; Fancy Red Cohoe Salmon D. A. R. No. 1 Tall, per doz., \$1.40; Fancy Pink Salmon Kalawach No. 1 Tall, per doz., \$1.10; Pink No. 1 Tall Fithof, per doz., \$1.05; Pink Talls, No. 1 cans, Guarantee Brand, per doz., \$1.00.

PICKLES, OLIVES, ETC.—We handle Williams Bros.' Bottled Pickles, a nice package to retail at 10c.; Gherkins, Sour, per doz., at 85c.; Gherkins, Sweet, per doz., at 90c.; Nice Small Onion, per doz., at 85c. (this is a very low price on onions); Keg Pickles, 600s, best spiced stock, at \$3.00 per keg; Olives, Queen Eng., pint bottles, at \$2.25 per doz.; Club Queen Olives, per doz., at \$1.25; Queen Olives, pear-shaped bottles, at 90c. per doz.

KIRK, FOSTER & CO.

WHOLESALE
GROCERS

209

**NORTH WATER STREET
PHILADELPHIA - PENNSYLVANIA**



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

The Schepp Company's Defence.

New York, August 11, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Our attention has been called to an article in your paper entitled, "Schepp Company's Curious Blunder," wherein you criticise unfavorably a circular letter which we sent to the trade.

Of course, your criticism speaks for itself, that your intention is good, but pardon us for saying that you have judged us rather hastily and incorrectly if your remarks were intended to insinuate that our letter was for the purpose of making the situation sick, as per the comparison you draw in making the man sick by telling him times are hard, etc.

The object of our circular letter was purely to settle doubtful questions and remarks which has unsettled business materially for the last four or five months.

The trade have responded to our letter, as a rule, promptly, and we are happy to say that the result is better than was anticipated, and on the whole, flattering, and we believe, very hopeful.

The senior member of our firm will have been in business fifty years next April, and feels most kindly to all in the grocery business, for he has done business with them during all that time, and for many years has stood ready to assist the sick, the weak, or the unfortunate, and especially the old, who have served in the grocery business, and hopes to continue to always treat them and help them in a generous spirit.

These last remarks are uncalled for, except as a defense in that our letter was intended to injure or make sick.

Under date of July 22d we addressed a letter to the wholesale grocers, biscuit bakers and confectioners of the United States, asking if they were interested we would like them to fill in the blanks which we sent them, with the business of their section, compared with the corresponding six months of 1907, and that we would give them the result of the canvass.

The returns have come in quite promptly—some few have not yet replied; the results show the following:—

Eastern States.—Pennsylvania, New York, Vermont, Rhode Island,

Massachusetts, Connecticut, New Hampshire and Maine.

GROCERY ARTICLES.

Falling off in staples, 10¾ per cent.

Falling off in luxuries, 16 per cent.

BISCUIT AND BAKERS' ARTICLES.

Falling off in staples, 8½ per cent.

Falling off in luxuries, 16¾ per cent.

CONFECTIONERS' ARTICLES.

Falling off in staples, 7½ per cent.

Falling off in high-priced confectionery, 17½ per cent.

Collections on the above about 8 per cent. slower, with quite a number of extensions required.

Southern States.—All States South of Pennsylvania and Ohio lines.

GROCERY ARTICLES.

Falling off in staples, 11 per cent.

Falling off in luxuries, 18 per cent.

BISCUIT AND BAKERS' ARTICLES.

Falling off in staples, 10 per cent.

Falling off in luxuries, 15½ per cent.

CONFECTIONERS' ARTICLES.

Falling off in staples, 9½ per cent.

Falling off in high-priced confectionery, 18½ per cent.

Collections on the above about 8 per cent. slower, with quite a number of extensions required.

Middle West.—To and including the Mississippi towns is quite spotted, some places showing an actual improvement over last year.

GROCERY ARTICLES.

Falling off in staples, 9 per cent.

Falling off in luxuries, 15 per cent.

BISCUIT AND BAKERS' ARTICLES.

Falling off in staples, 10 per cent.

Falling off in luxuries, 18 per cent.

CONFECTIONERS' ARTICLES.

Falling off in staples, 10½ per cent.

Falling off in high-priced confectionery, 18 per cent.

Collections on the above almost normal, with very few extensions required.

West of the Mississippi to the Coast, excepting Texas, conditions are quite normal and spotted, with quite a number of improvements above last year. Average returns show an improvement of 2½ per cent. in staple grocery articles, and a falling off of about 7 per cent. in luxuries—same applies to biscuit and bakers' and confectioners' articles, but it must be said here that some new territory has been opened in this section which has improved business materially in certain sections, while in others it has fallen off a little.

Collections on the above are normal.

Texas.—Average report shows a falling off in

Staple grocery articles of about 6 per cent.

Luxuries, 8 per cent.

About the same on biscuit and bakers' and confectioners' articles, with collections a little less than normal.

Prospect reports for the Far West are very encouraging, also somewhat so for the Middle States. The Eastern and Southern States do not yet show so much encouragement, but they show improvement, and the business people in the South and East have cause to be very hopeful.

Without animosity, and with best wishes, we remain,

Yours truly,

L. SCHEPP CO.,
D. H. B.

As to Selling Bags.

301 E. King street.

Lancaster, Pa., Aug. 10, 1908.

"Subscriber,"

Care "Grocery World and General Merchant."

Dear Sir:—Noting your inquiry in the current issue of the "Grocery World and General Merchant" as to the disposal of sugar, rice, coffee and other bags, would say that we will furnish you with out price-list upon application.

Yours truly,

FRANKLIN GROCERY CO., No. 7.

In reply to "Subscriber," Correspondence Column, August 10th.

The Wilmington Picnic.

Wilmington, Del., Aug. 12, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—If you can find enough room, would you please to publish the following programme of sports and ox roast to be held by the Retail Grocers' Exchange at Shellpot Park on Thursday, August 20, 1908. We would be pleased to have you publish this:—

Ball game between Parkside and Riverview for a silver loving cup.

Fifteen yards egg race—Prize, box of cigars.

Fat men's race—Prize, smoking set.

Potato race—Prize to be given.

Wheelbarrow race—Prize to be given.

Three-legged race—Prize, two boxes of cigars.

Pie-eating contest—Prize, boy's catching glove.

Barrel boxing contest—Prize, stein.

Boat race—Prize, briar pipe.

Ox roast.

Dancing all afternoon and evening.

Cake walk—Prize, fancy decorated cake.

Committee: E. K. Thompson, Jas. L. McVeigh, Fred. Reilly,

Elmer Geason, A. S. Taylor, Geo. W. Cowgill.

We expect this to be the greatest picnic that has ever been held in this part of the country, as we have invited all our friends from the neighboring cities and have made arrangements to accommodate at least 10,000 people.

This grocers' exchange is increasing both in membership and in our line of business, and before the end of the year we expect to have this organization one of the best in the country.

Yours truly,

JAS. L. McVEIGH, Sec'y.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

On the Streets

at Night

You occasionally get on the street at night, and every now and again you stop before the brilliant windows of the department stores.

What makes them brilliant? The goods displayed? It is the abundant light, under which almost any goods would make a brilliant window. You wouldn't be half so well interested in the window if it wasn't so bright with light.

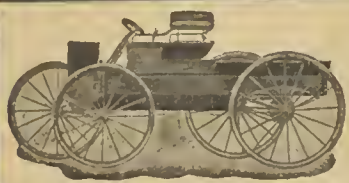
Apply this logic to your own store. Is it so bright with light that it interests people in the streets at night?

If it isn't we can make it so, very inexpensively.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Philadelphia, Pa.



The Lindsley Delivery Car

eats only while it's working; its illnesses can always be cured in a few minutes; it can work all day and

all night and during that time can do the work of three teams.

The ordinary delivery team is so far behind in the comparison that it's hardly a comparison at all. The Lindsley Car will carry 1500 pounds over thirty miles of rough road on one gallon of gasoline. In all sorts of ways we will prove this if you'll give us a chance.

J. V. LINDSLEY & CO.

Suite 1112 Monadnock Building, Chicago

HERE IS THE GUARANTY which covers
KINGSBURY'S goods:

I hereby guarantee to the purchaser of any articles of jams, preserves, marmalades or other fruit products manufactured by me, that the same are not adulterated or misbranded within the meaning of the National Food and Drugs Act of June 30, 1906, that they contain only the fruits named on the label and granulated sugar, and have no preservative, coloring matter or adulterant of any kind whatever in them.

H. P. D. KINGSBURY, Redlands, California
(where the oranges come from)

Original signed copies of this guaranty furnished the trade on request.

*"BE SURE YOU'RE RIGHT
THEN GO AHEAD."*

ZIPP'S Flavoring Extracts Branded "U. S. P."

are absolutely pure by the highest authority—the U. S. Pharmacopoeia. They comply with the National Pure Food Law and are endorsed by all food commissioners.

Your customers will find them **superior** in flavoring qualities. You can depend on them to give satisfaction and hold trade.

The Zipp Manufacturing Company
Cleveland, Ohio

Window Dressing for Grocers

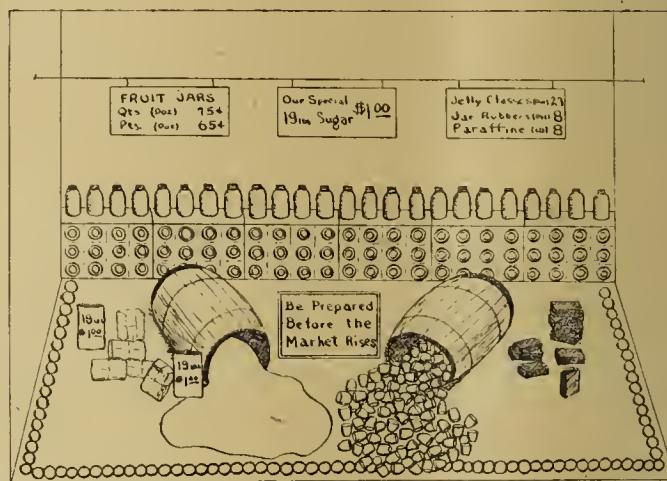
In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Canning Window.

This display will show up better if the floor is covered with blue or some dark paper to make a contrast with the barrel of sugar.

Cakes of paraffine are piled beside the barrel of tumblers to even

the can into a pint jar and pour water on top of corn if necessary until the jar is full. Then seal jar air-tight. See that no liquid is on the outside or bottom of jar, and set jar on the napkin in the centre of the window.



up with the bags of sugar in the opposite end. The border is made of jar rubbers.

The background is made of boxes of jars with the lids removed and placed on their sides with the open part front. A row of jars is placed on top of these boxes.

E. W. ALEXANDER.
Oxford, Pa.

Summer Canned Corn Display.

Take the straw matting covers off of the outside of two or more tea chests, flatten them and lay on the floor of your window. Take care not to allow more than an inch or an inch and a half to turn up on the background. On the other sides cut to fit level with the floor.

On one side of the window lay a quantity of loose ears of corn in a fair-sized pile.

On the other side make one large pile of new canned corn, the two piles leaving a space in the centre the width of the window and at least two feet of its length.

In the centre of this space lay three flowered paper napkins in a row parallel to the street. On the one nearest the fresh corn lay a half dozen nice full ears, and on the napkin on the other side a can from which the corn has been taken. Open the can in such a manner that anybody can see it is empty. Empty

Hang the following sign in a conspicuous place in the window:—

**Better than the Best
Our New Crop
Honey Bee Corn
15c. Can. \$1.65 Dozen.**
.....
**Try half-dozen ears fresh corn
Then
Try a can of our Honey Bee
and
Notice the Difference**

HARRY L. LOOP, JR.
Dauphin and Gratz streets,
Philadelphia, Pa.

AMONG THE TRADE.

The Corn Products Co. advanced all grades of starches 10 cents per 100 pounds during the week.

Perri Walla.

We have received a beautifully decorated sample canister (with hinged cover) of Perri Walla tea from Francis H. Leggett & Co., of New York. If the contents of the canister is as good and attractive as the canister, then Perri Walla tea is destined to be a wonderful trade-getter. See announcement, page 15, this paper.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.



Cleveland, Ohio.

At the last meeting of the Cleveland (Ohio) Retail Grocers' Association Director S. V. Palda called attention to the variation in the size of barrels of potatoes sold to retailers. This is a matter which is causing much annoyance to wholesale as well as retail dealers. Barrels supposed to contain three bushels will measure out nine, ten or eleven pecks and the retailer who buys a barrel for three bushels is sure to be a loser. The board is already upon record as favoring the purchase of potatoes in sacks of the uniform weight of 150 pounds. The subject was discussed at some length, Director J. J. Grimes bringing out the point that a 150-pound sack is rather heavy for convenient handling. In the end the secretary was directed to write all wholesale dealers in vegetables, asking them to adhere to the rule heretofore adopted and requiring that potatoes be delivered to retailers in standard sacks of 150 pounds. The Committee on Weights and Measures was also directed to follow up the secretary's letter in order to secure compliance with the resolution.

Ohio.

The secretaries of the various retail grocers' associations of Ohio have organized an Ohio Secretaries' League, and have adopted a credit rating plan which should make it very difficult for dead beats to go from place to place and victimize grocers. The new plan includes the following blank to be filled out by any consumer who moves into a place and asks credit of the grocer:

OHIO SECRETARIES' LEAGUE.
(Credit Information Bureau.)
....., O.,190..

Mr.
.....
Will you kindly answer the following questions:—
Former post office.....How long did you reside there?.....
Present post office.....How long have you lived at your present address?.....Have you a family?.....Your occupation.....Former occupation.....
For further reference please give below the names of a few of the merchants with whom you have dealt.

We are conducting a system of reports for the retail trade. We believe that a man's credit standing is based—not so much on what he is financially worth, as on the manner in which he pays his bills. Any merchant with whom you have dealt stands ready to give your credit standing when asked, and knowing that the majority of people prefer giving their own references, we come direct to you that you may assist us that we may advise the merchants at any early date. We will thank you if you would answer by return mail.

Yours very truly,
THE OHIO SECRETARIES' LEAGUE.
Per.....

With this information in hand the secretary of the association of the town from which the applicant moved is addressed as follows:—

OHIO SECRETARIES' LEAGUE.
(Credit Information Bureau.)
....., O.,190..
Mr.

Will you kindly give us a little information in regard to:—

Has he a family?.....His age?.....Ever deal with him?.....Was it satisfactory?.....Is he prompt pay?.....His reputation good or bad?.....Would you sell to him on credit?.....What amount?.....What other facts regarding his credit standing?.....

Under no circumstances will your name be known in this connection.
Yours very truly,

THE OHIO SECRETARIES' LEAGUE.
Per.....
....., Ohio.

Detach this stub and at any time you desire similar information inclose it and we will endeavor to obtain same for you.

Little Rock, Ark.

The last weekly bulletin of the Little Rock (Ark.) Retail Merchants' Association contained the following logical paragraph:—

DOES IT PAY?

Does it pay to belong to a merchants' association? Does the money that is paid in as dues yield a satisfactory return? Those are questions that are often asked by merchants on being solicited to become members of an organization. To such we would answer that it does pay, and pay well. There is nothing a retail merchant can invest so small an amount in that will pay him such big returns.

In any town where there are a sufficient number of merchants to for an organization, we believe that we would be safe in saying that it will pay them to belong, even if their monthly dues are as much as \$5. This, to some, no doubt, seems extravagant, but let us figure on it a little. Suppose that you would have use for the credit rating feature only four times the year and two of the four reports confirmed your already formed opinion, and the other two gave you information that you desired and could have gotten from no other source; and one of these reported on was poor pay and the other good. With the first one you were forewarned and enabled to avoid the possible losing of anywhere from \$25 to \$75, or even more. With the other you are in a position to secure the patron-

THOMAS P. LEE & SON'S STORES

2521 Columbia Ave., Philadelphia, Pa.



Here is a store carrying an enormous stock, yet two-thirds of its floor space is empty. It is a science to fix a store like this—you can accommodate twice as many people, work faster, and as everything is in its place and under cover you don't lose by dirt, vermin and tasters. We can fix **your** store this way.

MILLER & ENGLAND

No order too big,
none too small,
to be given our
prompt and best
attention.

7012-14-16-18 Woodland Ave.

PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.



Beautiful Butter

The grocer who sells **Gurnse Butter** will soon get the name of being a good grocer, if butter alone can get it for him. If he will sell only goods which in their own line show the high standard as **Gurnse**, he will surely get the name of being a good grocer.

No matter what the price, no matter what the name or the conditions or the claims, it is totally impossible to make any better butter than **Gurnse**. And almost nobody else makes as good, because they're not willing to take the pains.

A beautiful pound of fancy butter wrapped in brine-dipped parchment and packed in a handsome carton.

Packed in 30 and 50-pound boxes—pounds and half pounds—29 cents. Price subject to market change.

P. F. Brown & Co. 39 South Front Street
Philadelphia, Pa.

age of a good customer on the goods sold him during six months you might reasonably expect to make profits sufficient to pay one year's dues, besides you secure his influence and goodwill—this you cannot very accurately estimate the value of—but you might safely say that you are on the safe side financially.

This estimate, we believe, is the lowest that could be made. It is not at all reasonable to suppose that any member would make so few inquiries during a year, the probabilities are that he would average not less than this number each month or perhaps each week.

Protest Filed Against Higher Coffee and Sugar Freights.

The Indianapolis Freight Bureau last Monday filed with the Interstate Commerce Commission, at Washington, a complaint against the Pennsylvania and eighteen other railroads operating in the Central Freight Association territory of Michigan, Ohio, Indiana and Illinois. It is alleged that prior to August 1st last rates from the Atlantic seaboard to this territory were fixed according to a percentage on the New York to Chicago rate. On that date an advance was made in rates on coffee and sugar from New York to Chicago and Indianapolis amounting to 3 cents a hundred pounds on coffee and 2

cents on sugar, while to many places within the Central Freight Association territory no change was made. The result of this, it is alleged, is that discrimination is made against Indianapolis shippers and receivers of these commodities. Indianapolis being a distributing point and the margin of profit on sugar and coffee being small, it is said that the increase works a marked hardship upon dealers of that city.

Failures Still Exceed 1907.

July Report of Grocery and General Store Failures Show More Disasters than in July, 1907.

The official report of grocery and general store failures for July received from the Dun Commercial Agency during the week still shows an increase in both lines of business disasters as compared with July of 1907.

The figures are as follows:—

General stores—July, 1908, 107; liabilities, \$694,326; July, 1907, 72; liabilities, \$711,014.

Grocery—July, 1908, 201; liabilities, \$676,620; July, 1907, 157; liabilities, \$485,860.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers *free* cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—To buy an interest and manage good, live retail business in a manufacturing town; general merchandise preferred. Have had ten years' experience and will guarantee results. State your proposition fully when answering this advertisement. Address "Retail," care "Grocery World and General Merchant," Philadelphia, Pa.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia.

FOR SALE.

FOR SALE.—Having decided to enter the exclusive wholesale business and devote all my attention to the same, I offer for sale my fancy grocery and meat market. The best established trade in the city and surrounding territory. Stock strictly clean and fresh. Fixtures new and attractive. Will require from five to six thousand dollars to handle the trade. Rent reasonable; location best in the city. For further information call on or address H. W. Pardue, Johnson City, Tenn.

FOR SALE.—A strictly first-class cafe and ice-cream parlor with soda fountain. Everything new and up-to-date. Magnificent location and neat as a pin. Patronized by the very best element. Satisfactory reason for selling. If interested call or address quick. A bargain. H. W. Pardue, Johnson City, Tenn.

FOR SALE.—Grocer's combination refrigerator, 8 ft. high, 6 ft. front and 3 ft. deep. One side for meat and vegetables and sepa-

rate compartment for butter. Will sell for \$50. Good condition. H. H. Heacock, 51 N. Second St., Philadelphia, Pa.

FOR SALE.—Centrally located dry goods and grocery business in Port Deposit, Md., in aristocratic residential section. Two story frame building 17 x 80 feet. Yearly business, \$19,000; two-thirds cash, balance monthly. Stock, \$5,500. Prosperous town, with excellent educational advantages. Reason for selling, closing up the estate. Will sell stock cheap. Sell or rent the building. Apply P. O. Box 316, Port Deposit, Md.

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1112 S. Broad Street, Philadelphia.

FOR SALE.—A first class milk and grocery business. Fine, new property, doing a business of \$10,000 a year. One team. Will sell at a sacrifice. W. B. Thomas, 24th and Nicholas Sts., Philadelphia, Pa.

FOR SALE.—In Lebanon, Pa., a manufacturing town of thirty thousand inhabitants stock and fixtures of grocery and notion store. Has a 25-year established business warehouse and large stable. Also three story dwelling with all conveniences and in good condition. A chance for the right man. Address X, Lebanon, Pa.

FOR SALE.—A building 94 feet wide, 122 feet deep, containing four stores, with two floors over each for residences, including grocery store with stock and fixtures situated at the junction of Chestnut Railroad and Springfield avenues, Summit N. J. For particulars address John Rooney No. 2 Chestnut Ave., Summit, N. J.

A Business Getting Plan for all

RETAIL MERCHANTS

**Better Than Newspaper Advertising
Better Than the Trading Stamp Plan
Better Than Your Own Premium System**

AND

Costs You Less Money Than Any of These

If you would like to turn trade from your competitor's door to your store; if you would like to stimulate the purchase of more goods among present customers; if you would like to get a permanent hold on old and new patrons, and by these means boost your sales and increase the net profits of your business without adding to the expense—

You Can Profitably Use Our Plan

Progressive Retail Merchants in all lines and of good credit standing, are requested to write us for letter, catalog and other printed matter giving full particulars.

Manufacturers' Trade-Mark Ass'n, Dept. W, 253 Broadway, New York City

FOR SALE.—Good paying grocery, well stocked and doing a good business, in a town of 30,000. Cheap rent. Will sell business and horse and wagon for \$1,000. Address J. M., "Grocery World and General Merchant," Philadelphia. 7

FOR SALE.—Very reasonable, a pair of beef stalls in best market in city. Fine chance for practical butcher. Owner cannot attend. F. W., "Grocery World and General Merchant," Philadelphia, Pa. 9

FOR SALE.—A general store of \$1,800 to \$2,000 stock, within one mile of Fairmont, W. Va., in a town of 650 inhabitants. Good coal town and railroad terminal. Sell part cash. Good security for the remainder. Address Fairmont, care "Grocery World and General Merchant, Philadelphia, Pa. 7

FOR SALE.—At a bargain. One Hungerford Coffee Roaster; one stoner and cooler; one steam engine and boiler. This complete coffee roasting outfit will be sold at a great bargain if applied for soon. Write at once for particulars. Charles W. Miller, 308 East King St., Lancaster, Pa. 7

FOR SALE.—Or to let, first-class corner grocery and meat store. Complete fixtures. Price \$450. Stock on hand at wholesale price, ready to start. Rent, \$25 per month. Corner Sixth and Franklin Sts., Elizabeth, N. J. Population, 70,000. Fred. Klopheus, corner Sixth and Franklin Sts., Elizabeth, N. J.

FOR SALE.—National Cash Register. Practically new. Suitable for any business, cash or credit. Cost \$350. Will sell for one-half, \$175. If you think of buying a register, don't do it till you see this one. F. Merriken, N. E. cor. Third and Snyder Ave., Philadelphia, Pa. 8

FOR SALE.—National Cash Register, size 42½. One of the latest models, in use one year. Has "paid out," "rec'd-on-acct," "charge" and "no sale" keys. Total adder, with detail strip and customer counter. Registers from one cent to \$29.99. Can be reset at will. In good condition. Address J. H. Drachbor, Lancaster, Pa. 8

FOR SALE.—Mr. Grocer and General Merchant: If you are looking for a motor car delivery wagon, 900 lbs., to cost \$650, can run summer and winter, address H. F. Granzow, Ashland, Pa. 9

BUSINESS OPPORTUNITIES.

oooooooooooooooooooooooooooo
 DO YOU WANT TO SELL
 YOUR BUSINESS?
 We find buyers for grocery and
 general store businesses—nothing
 else. We are specialists in that and
 we know what we are about.
 In the term "grocery stores" we
 include butter and egg stores, tea
 and coffee stores, green groceries and
 anything else in the same line.
 If you want to sell your business,
 we have a customer. If you want to
 buy one, we know where something is
 that we're sure will suit you.
 Write, call or telephone.
WARNER & CO.,
 927 Arch Street, Philadelphia, Pa.
 Phones, Bell Filbert 2500,
 Keystone, Race 746.
 ooooooooooooooooooooooooooooo

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about \$4,000 per month, 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 345.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about \$11,000, three-fourths cash. Mostly sells meats, so stock only averages \$250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around \$800. Dwelling.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$14,000 yearly, two-thirds cash. Dwelling connected. Stock, \$1,000 to \$1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of \$1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18x36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does \$125 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18x30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clear 10 per cent. above everything. Stock about \$600. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at \$550 and stock at inventory. Will take all told about \$1,100. Full investigation. In order to guarantee a business of \$300 per week, seller will deposit \$100 as a forfeit for the buyer's protection.

No. 366.—In North Philadelphia. Groceries, meats and provisions. Size, 20x50 feet. Does \$400 weekly, all good trade. Stock about \$800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around \$1,500.

No. 367.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 369.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18x25 feet. Does \$250 weekly, two-thirds cash. Stock \$700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 372.—In South Philadelphia. Groceries, meats and provisions. Store, 16x30 feet, with back room 16x12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 374.—In West Philadelphia. Groceries, meats and provisions. Store 18x55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 375.—In North Philadelphia. Groceries, meats and provisions. Size, 17x40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 376.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20x40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years

and wants to retire. Will sell at inventory. Will take around \$1,600.

No. 378.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22x45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 380.—In West Philadelphia. Groceries and provisions. Store 16x30 feet. Does \$400 weekly, two-thirds cash. Stock, \$800 to \$1,000. Net profits, 10 per cent. Good dwelling for sale or rent. Fixed charges low. Owner in ill-health and going to California. Will sell fixtures for \$500 and stock at inventory. Will take around \$1,300.

No. 381.—In North Philadelphia. Good section. Groceries and provisions. Store 16x22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 382.—In Germantown, Philadelphia. Groceries and provisions. Store 16x25 feet. Does \$150 per week on stock of \$750. No team. Expenses very light and net profits 20 per cent. Owner going in larger business. Splendid chance for man and wife. Price, inventory; will take less than \$1,000.

No. 383.—In West Philadelphia. Groceries, meats and provisions. Store 16x40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

SPLENDID LITTLE STORE FOR MAN AND WIFE.

We offer clean, prosperous little store in West Philadelphia. Does \$200 weekly on stock of about \$500. Expenses are low and net profits are 15 per cent. Owner is in other business and his wife objects to running the store alone. Will sell at inventory and rent all fixtures except \$25 worth of loose fixtures. About \$550 takes the whole place. Full investigation courted.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does \$30,000 yearly, two-thirds cash. Located in heart of city. Stock \$3,000 to \$3,500. Uses two teams. Good dwelling attached. Present owner took \$3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

WANTED.—To salesmen selling groceries and grocers' sundries. We have a special proposition of a commission nature which you can carry and sell without inconvenience or in any way interfere with your work. You can make good money and customers are satisfied. Write quick, getting full information. Zane Pottery Co., Zanesville, Ohio. 7

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Mrs. Williams' Brands OF PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS
already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. August 17, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.75 per bunch
Selected, 9 hands, packed 2 in crate.....	1.60 per bunch
Selected, 8 hands, packed 1 in crate.....	1.35 per bunch
Selected, 8 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 3 in crate.....	1.20 per bunch
Selected, 7 hands, packed 1 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.90 per bunch
Selected, 7 hands, packed 3 in crate.....	.85 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.35 per bunch
Selected, 8 hands.....	1.00 per bunch
Selected, 7 hands .....	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller.....	\$2.85 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50
Extra Fancy Messina, 360 size, per box.....	350 to 3.75
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	325 to 3.50
Extra Fancy Large, 150 size, per per half box.....	2.25

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.50
Fancy quality, 126 to box	4.00
Fancy quality, 150-176 to box	4.75
Fancy quality, 200-216 to box	5.25
Fancy quality, 250-288 to box.....	5.00
Extra choice, 96-112 to box	3.25
Extra choice, 126 to box	3.75
Extra choice, 150-176 to box	4.50
Extra choice, 200-216 to box	5.00
Extra choice, 250 to box.....	5.00

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-111 to a box.....	
Fancy quality, 126 to a box.....	
Fancy quality, 150-176 to a box.....	
Fancy quality, 200-216 to a box.....	
Fancy quality, 250 to a box.....	

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box.....	
Fancy Quality, 126 to box.....	
Fancy Quality, 150-176-200 to box.....	
Fancy Quality, 216-250 to box.....	
Fancy Quality, 288-360 to box.....	

CALIFORNIA PLUMS.

Tragedy, Large Blue, 4 baskets to	\$1.75
Burbank, Red, 4 baskets to crate.....	1.35
Clymax, 4 baskets to crate.....	1.65
Peach Plums, Fancy, 4 baskets to crate.....	

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN:::ECONOMICAL:::SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, \$4.80 Per Gross.

Retails at 5 cts. a piece.

SUTTER & HARDING, Distributors for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.		CANNED FISH.		RICE.		MATCHES.	
Packed in paper-lined fancy bags or paper-lined sugar barrels. Per lb.				Per lb.		Per gross	
A" Java.....		Salmon—		Best Head, bbls. or 100 lb. sacks.....		Blue Hen, 200s, 1 gross.....	
B" Java.....		Clover Leaf, 1 lb., flat, 4 doz.....		No. 2 Head, bbls. or 100 lb. sacks.....		Coast, 5 gross.....	
C" Java.....		Clover Leaf, 1 lb., flat, 4 doz.....		No. 3 broken, bbls. or 100 lb. sacks.....		Globe, 100s, 5 gross.....	
Java and Mocha Blend.....		Sockeye, 1 lb., flat, 4 doz.....		Japan, 100 lb. sacks.....		Doric, 1 gross.....	
Java and Mocha Blend.....		Seward, 1 lb., tall, 4 doz.....				Home Safety, 65s, 5 gross.....	
A" Mocha.....		Jockey, 1 lb., tall, 4 doz.....				Vulcan Safety, 50 gross.....	
B" Mocha.....		Stonewall, 1 lb., tall, 4 doz.....				Bird's Eye, 500s, 100 packs.....	
C" Mocha.....		Argo, 1 lb., tall, 4 doz.....				Brass Box, 50s, this is a regular spring top,	
Agayra (Washed Caracas).....		Sockeye, 1 lb., flat, 4 doz.....				vest pocket, durable match box.....	
A" Maracaibo.....		Iceberg, 1 lb. tall, 4 doz.....				Search Light, 100s, 5 gross.....	
B" Maracaibo.....		Lobsters—				Search Light, 500s, 1 gross.....	
A" Santos.....		Gold Label, picnic size, 4 doz.....				Daily, No. 2, blue heads, 5 gross.....	
B" Santos.....		Beaver, 1 lb., flat, 4 doz.....				Fast Mail, 100s, 1 gross.....	
C" Santos.....		Star, 1 lb., 8 doz. in case.....				Bull's Eye, 5 gross.....	
Peaberry Santos.....		Star, 1 lb., flat, 8 doz.....				Daily, No. 3, blue heads, 10 gross.....	
A" Rio.....		Gold Label, 1 lb., flat, 8 doz.....				Little Star, 40s, 5 gross.....	
No. 1 Rio.....		Beaver, 1 lb., flat, 8 doz.....				Pet, 100s, 5 gross.....	
No. 2 Rio.....		Clams—				Chips, 200s, 3 boxes to package and 50	
Lipton Special Mocha and Java, 1 lb. cans		Gold Label Brand, 1 lb., tall, 4 doz.....				packages to case, especially for coast	
Lipton Perfection, 1 lb. cans.....		Mackerel—				trade and damp climate.....	
Lipton's, 1 lb. packages, any quantity.....		Mackerel in sauce, oval.....				Slide Boxes, 60s, 5 gross.....	
Log Cabin, 1 lb. packages, 100 to case.....		Oysters—				Grocers', 200s, 3 gross.....	
Buckley's, 100 lbs. to case.....		Standard, 5 oz., 2 doz.....				Black Diamond, 500s, 100 in case.....	
King Bee, 100 lbs. to case.....		Sardines, in Oil—					
Seven Day, 100 lbs. to case.....		1/2 oil, 100.....					
		Gold Label, 1/2 oil, 100 cans.....					
		Standard, 1/2 oil, 100.....					
		1/2 lb., oil, with key, 100.....					
		Epicurian, 1/2 oil, fancy cartons, 100 cans					
		1/2 Mustard Sardines—					
		Gold Label, 100 cans.....					
		Standard, 100 cans.....					
		Leon D'or Brand, 100 cans.....					
		1/2 Mustard Sardines—					
		Gold Label, 50 cans.....					
		1/2 Mustard, 50 cans.....					
		Harbor Brand, 48 cans.....					
		Imported Sardines—					
		1/2 Oil, Martell Brand, 100 cans.....					
		1/2 Oil, Marie Elizabeth, boneless, 100 cans					
		1/2 Oil Imported—					
		Martell, 100 cans.....					
		North Cape, Smoked, 100 cans.....					
		Grisetta, with key, 100 cans.....					
		King Oscar, 100 cans.....					
TEA.		CANNED FRUITS.		BEANS, PEAS, Etc.		LAUNDRY SOAP.	
Per lb.		Per doz.		Per bush.		Bars. Box.	
No. 25 Gunpowder.....		Apples, 3 lb., 2 doz.....		New York Hand-picked, about 2 1/2 bushel		Acorn.....	
No. 28 Gunpowder.....		Blackberries, 2 lb., 2 doz.....		to bag.....		*Pearl White Floating.....	
Best Gunpowder.....		Blueberries, 2 lb., 2 doz.....		Lady Washington Beans, about 200 lbs. to		Ark.....	
No. 25 English Breakfast.....		Cherries, 2 lb., 2 doz.....		bag.....		Babbitt's.....	
No. 28 English Breakfast.....		Gooseberries, 2 lb., 2 doz.....		Green Peas, dried, about 165 lbs. to sack.....		5 box lots freight paid, with 1 box	
Best English Breakfast.....		Pie Peaches, 3 lb., 2 doz.....		Black-Eyed Peas.....		"1776" or 60 cakes Best Soap free.....	
No. 25 Moyune Gunpowder.....		Pears, 3 lb., 2 doz.....				10 box lots freight paid, with 2 boxes	
No. 28 Moyune Gunpowder.....		Sliced Pineapples, 2 lb., 2 doz.....				"1776" or 120 bars Best Soap free.....	
Best Moyune Gunpowder.....		Singapore Pineapples, 1 1/2 lb., chunks, 4				Buffalo Oleine.....	
No. 25 Imperial.....		doz.....				Washday.....	
No. 28 Imperial.....		Grated Pie Pineapples, James, 3 lb., 2 doz.....				*Bee.....	
Best Imperial.....		Raspberries, 2 lb., 2 doz.....				*Big Schooner.....	
No. 25 Oolong.....		Strawberries, 2 lb., 2 doz.....				Cocoa Floating.....	
No. 28 Oolong.....		Standard Peaches, Sunset 3 lb., 2 doz.....				*Fels-Naptha.....	
Best Oolong.....		California Apricots, 2 doz.....				Hoefner's Tiger Borax.....	
Young Hyson.....		California Cherries, 2 doz.....				*Fairy Oval.....	
apan.....		California Peaches, 2 1/2 lb., 2 doz.....				*S. A. Gambrill, Oleine.....	
Ieno 1/2 and 1/4 lb. packages.....		Wheeler Peaches, 3 lb., 2 doz.....				*Globe Oleine.....	
Silver Moon.....		Sliced California Peaches, 1 lb., 4 doz.....				*Ivory, 6 oz.....	
Silver Bell, 1 lb. packages.....						*Ivory, 10 oz.....	
Malada (Ceylon and India Tea)—						*Kirkman's.....	
Green, Black and Mixed, 1/2 and 1/4 lb.						*Kirk's Oleine.....	
packages, 10 lb. to box.....						*Lenox.....	
Green, Black and Mixed, 10c. packages,						*Lifebuoy.....	
5 doz. to box.....						*Fairbank's Tar.....	
						*Magic Cleaner.....	
						*Octagon.....	
						*Philadelphia Oleine.....	
						*P. & G. Oleine.....	
						Premium.....	
						*Santa Claus.....	
						White Floating.....	
						*Star.....	
						*Sunlight.....	
						*Sunshine.....	
						Star Oleine.....	
						*Sunny Monday.....	
						*White Cloud.....	
						*Wonder Worker.....	
						Wonder Worker Chips.....	
						Lion.....	
						*Snowberry.....	
						Best Blue.....	
						*Hoefner's Ammonia.....	
						*P. & G. Naptha.....	
						Duck.....	
						20 Mule Borax.....	
						Rib.....	
						*5 box lots delivered.	
CANNED VEGETABLES.		DRIED AND EVAPORATED FRUITS.		SUGAR.		TOILET SOAP.	
Per doz.		Per lb.		We do not handle imported sugar.		Bars. Box.	
Baked Beans—		Apples—		Dominoes, 5 lb. packages.....		Flash, for the hands.....	
Pin Money, 3 lb., sauce, 2 doz.....		Evaporated, 50 lb.....		Cut loaf.....		Grand Pa's, small size.....	
Pin Money, 2 lb., sauce, 2 doz.....		Evaporated, 1 lb. packages, 4 doz.....		Powdered.....		Grand Pa's, small size.....	
Pin Money, 1 lb., sauce, 4 doz.....		Dried, 50 lbs.....		XXXX, powdered.....		Grand Pa's, large size.....	
Pin Money, 3 lb., plain, 2 doz.....		Peaches—		Cubes.....		Sweet Maiden.....	
Wagner's, 1 lb., tall, 4 doz.....		Standard, 50 lbs.....		Fine Granulated, American.....		Brown Windsor, Violet, Golf, Turk-	
Wagner's, 3 lb., plain, 2 doz.....		Choice, 50 lbs.....		Fine Granulated, 100 lb. sacks.....		ish Bath, Elder Flower, Dairy	
Wagner's, 3 lb., sauce, 2 doz.....		Extra Fancy, 25 lbs.....		Confectioners' A.....		Queen and Rose.....	
Excursion, 3 lb., sauce, 2 doz.....				No. 1, A.....		Mottled Castile, 36 lb.....	
Sarotoga, 2 lb., 2 doz.....				Light Yellow.....		White Castile, 36 lb.....	
orn—				Fine Granulated, 2 lb. bags.....		Conti, imported Castile, 36 lb.....	
Pin Money, Shoepeg, 2 lb., 2 doz.....				Fine Granulated, 5 lb. bags.....		Oat Meal.....	
Standard Shoepeg, 2 lb., 2 doz.....						Glycerine.....	
Standard, 2 lb., 2 doz.....						Jap Rose.....	
Belmont Cream, 2 lb., 2 doz.....						Sweetheart.....	
Winorr Brand Kernelled Corn, 2 doz.....						Lava.....	
cas—						Pearl.....	
Foote & Co., extra sifted, 2 doz.....							
Belle Brand, 2 doz.....							
Little Fellow, 2 lb., 2 doz.....							
Rob Roy, 2 lb., 2 doz.....							
Pin Money, petits pois, 2 doz.....							
Pin Money, standard early June, 2 doz.....							
French, extra fins, 100 in case, per case,							
in Money Combination—							
2 lb., 2 doz.....							
Idney Beans—							
2 lb., 2 doz.....							
ma Beans—							
Derby, soaked, 2 lb., 2 doz.....							
Standard, 2 lb., 2 doz.....							
Little Darling, 2 doz.....							
umpkins—							
3 lb., 2 doz.....							
Gallons.....							
tring Beans—							
2 lb., 2 doz.....							
in Money Vegetables—							
2 lb., 2 doz., 12 kinds in can.....							
Sweet Potatoes, 3 lb., 2 doz.....							
1 lb. Pulp, for soup.....							
uccotash—							
2 lb., 2 doz.....							
omatoes—							
Pin Money, whole, 3s, 2 doz.....							
Standard, 3s, 2 doz.....							
Gallon, 1/4 doz.....							
Fair Quality, 3s.....							
2s, 2 doz.....							

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1-		-2-		-3-		-4-	
MOLASSES AND SYRUPS.		SPICES.		FRUITS.		NUTS.	
Porto Rico Molasses— Per gal. Fancy, barrels..... .42@.45 Choice, barrels..... .40 Good, barrels..... .26@.30 Fancy, quart jars.....per doz., 1.20 New Orleans Molasses— Fancy Open Kettle..... .41@.43 Prime..... .37 Good..... .35 Ordinary..... .22 Blended, fancy..... .36 Blended, choice..... .38 Blended, good..... .30 2-lb tins, 2 dozen.....per case, 2.90 Quarts, 2 dozen.....per case, 2.90 Sugar Syrup— Pure, extra fancy..... .85@.88 Pure, choice..... .24 Blended, fancy..... .32 Choice..... .29 Vanilla Drips..... .29@.30 Tins, 2-lb., 2 dozen.....per case, 1.95 Tins, 2½-lb., 2 dozen.....per case, 2.80 Tins, 3-lb., 2 dozen.....per case, 2.50 Tins, 5-lb., 1 dozen.....per case, 2.25		Whole, bags or barrels. Per lb. Allspice..... .07 Cassia buds..... .85 Cinnamon, Mats..... .10 Cinnamon, Twaio..... .20 Cinnamon, Ceylon..... .23@.27 Cinnamon, Batavia..... .25@.30 Cinnamon, Saigon..... .75 Cloves, Zanzibar..... .17@.20 Cloves, Amboyna..... .25 Cloves, Penang..... .85@.88 Ginger, African..... .08 Ginger, Jamaica, bleached..... .21@.22 Ginger, Jamaica, unbleached..... .20@.21 Ginger, Calcutta..... .08 Nutmegs, 75-80s..... .22@.25 Nutmegs, 105-110s..... .18@.20 Nutmegs, 130-140s..... .10%@.12 Black Pepper, Singapore..... .10%@.12 Black Pepper, Shot..... .14 White Pepper, Singapore..... .15@.17 White Pepper, fancy..... .25@.30 Red Peppers..... .15 Pure Ground, highest grade, 6-10 lb. bxs. Allspice..... .15% Cinnamon, extra..... .26% Cinnamon, Saigon..... .73% Cloves..... .26% Ginger..... .14 Nutmeg..... .89% Black Pepper..... .18 White Pepper..... .25 Cayenne Pepper..... .22% Paprika..... .41 Mace, Straight Penang..... .87% Mustard..... .24% Pure Ground, ¼-lb. tins, case 2 dozen Per doz. Allspice..... .76 Cinnamon, China..... .1.10 Cinnamon, Saigon..... .2.50 Cloves..... .1.10 Ginger, African..... .76 Ginger, Jamaica..... .1.00 Mace..... .2.92 Mustard..... .1.05 Nutmegs..... .1.50 Paprika..... .1.45 Pepper, black..... .95 Pepper, cayenne..... .98 Pepper, white..... .1.56		Telephone 2s..... 1.25 Sweet Wrinkled 2s..... 1.40@1.60 Standard E. J. 2s..... 1.00@1.10 Soaked 2s..... .75@.80 Succotash— Extra fancy Maine 2s..... 1.40 Fancy Maine 2s..... 1.10@1.25 Extra standard 2s..... .95@1.00 Pumpkin— Fancy, 3s..... 1.10@1.20 Fancy, gallons..... Squash— Fancy 3s..... 1.20 Tomatoes— 5¼-in. cans, fancy New Jersey..... 1.60 5¼-in. cans, ex. stand. N. Jersey..... 1.40 5-in. cans, standard New Jersey..... 1.15 Standard Maryland, No. 3..... .95@1.00 2-lb. cans..... .75@.80 Gallons, standard New Jersey..... 3.75 Gallons, extra standard Maryland..... 2.80@3.00 Quarts, glass jars..... 2.90 Beets— Fancy Strawberry 2s..... 1.40@1.60 Cut 3s..... 1.10@1.15 Sweet Potatoes 3s..... 1.15 Sauer Kraut 3s..... .95@1.10 Spinach— Standard Maryland 3s..... 1.25@1.40 Fancy New Jersey 3s..... 1.40@1.65 Gallons..... 4.75@5.00		Loose Raisins— Per lb. Valencia, 4 cr., 28 lbs..... .08 California, 4 cr., 50 lbs..... .08 California, 3 cr., 50 lbs..... .07 California, 2 cr., 50 lbs..... .06% Figs— Baskets, 1 lb. and 2 lb..... .15 @.18 Layers, 2½-in., 10 lbs..... .08% 2½-in., 12 lbs..... .03 2½-in., 12 lbs..... .03 Currents— Fancy, 1-lb. cartons..... .11 Cleaned, 1-lb. cartons, choice..... .09 Bulk, choice, 50 lbs..... .08% Natural, choice..... .06% Citron— According to quality..... .16%@.18% Lemon Peel— According to quality..... .11%@.13 Orange Peel— According to quality..... .11%@.13 Fard Dates— 60 lbs., bulk..... .10 1-lb. pkgs., 80-lb. case..... .10 Persian Dates— 60 lbs..... .04% Prunes, California, 25-lb. boxes. Epineuse, 20x30..... .12 30x40, choice..... .08% 40x50, choice..... .08 50x60, choice..... .07% 60x70, choice..... .07 70x80, choice..... .06% Choice, 50-lb. box— 60x70, 80x 90..... 70x80, 90x100..... Prunes in 25-lb. boxes. Fancy 40x 50..... .11% 50x 60..... .10% 60x 70..... .10 70x 80..... Prunes, Oregon, 25-lb. boxes. 80x40..... .07% 40x50..... .07 Apples— Fancy, 50 lbs..... .12 Fancy, 1-lb. cartons..... Prime, 50 lbs..... .08 Choice, 1-lb. cartons..... .11 Peaches— Fancy, peeled, 25 lbs..... .10 Unpeeled, fancy, 25 lbs..... .10 Extra Choice Muir..... .03% Apricots— Royal, extra fancy, 25 lbs..... .14 Moorpark, fancy, 25 lbs..... .11% Royal, fancy, 25 lbs..... .11% Royal, choice, 25 lbs..... .09%	
SALT FISH.		CANNED GOODS.		FISH.		IMPORTED GROCERIES.	
Mackerel— Per bbl. Extra Shore Bloaters, count 85@ 95..... 82.00 Georges..... count 110@115..... 25.00 Shore 2s..... count 225@250..... Medium Irish 2s, thin, count 300@400..... Norway, count 400@450..... 21.00 Norway, count 300@350..... 24.00 Norway, count 240@270..... Norway, count 170@185..... Norway, count 125@140..... Codfish— Per lb. Fancy strips, 60-lb. boxes..... .10% Fancy bricks, 40-lb. boxes..... .09 Fancy middles, 40-lb. boxes..... .12 Choice strips, 40-lb. boxes..... .08% Choice middles, 40-lb. boxes..... .08% Hake, bricks, 40-lb. boxes..... .06 Fancy, whole, quintals..... .08 Choice, whole, quintals..... .07% Herring, Smoked— Scaled, per box..... .15 Halibut, fancy ohunks, Iceland, 20 lbs..... Bloaters, Cromarty, 100s.....		VEGETABLES. Per doz. Asparagus— Mam. white 2½s, unpeeled Calif..... 5.75 Medium green 2½s, Calif..... 5.25 Tips, green, 1s..... 4.10 Tips, white, California, 1s..... 4.40 Beans, Baked— Standard, plain 1s..... .55 Standard, plain or sauce, 2s..... .75@.80 Standard, plain or sauce, 3s..... 1.00@1.05 Fancy, plain or sauce, 2s..... 1.15@1.25 Fancy, plain or sauce, 3s..... 1.55@1.65 Beans, Lima— Fancy 1s..... 1.50 Fancy 2s..... 1.15@1.25 Extra standard 2s..... 1.10@1.15 Standard..... 75@.85 Beans, Stringless— Fancy 2s..... 2.00@2.10 Fancy 1s..... 1.10@1.20 Extra 2s..... 1.40@1.75 Extra standard 2s..... 1.10@1.15 Standard 2s..... .90 Standard, not stringless, 2s..... .80 Beans— Yellow Wax 2s, fancy..... 1.20@1.25 Yellow Wax, standard cnt..... 1.00@1.10 Red Kidney 2s..... .85@1.00 Corn— Fancy Maine 2s..... 1.20@1.25 Fancy New York 2s..... 1.00@1.10 Standard New York 2s..... .90@1.00 Maryland 2s, Maine Style..... 75@.80 Other standard grades 2s..... Peas— Smallest Sifted 2s..... 2.10 Extra Sifted 2s..... 1.60@1.75 Sifted 2s..... 1.15@1.85		Seeded Raisins— Per lb. Fancy, 1-lb. cartons..... 8% Smyrna Sult., fancy, 6 cr., 30 lbs..... 14 Smyrna Sult., choice, 4 cr., 30 lbs..... Cleaned Sultanias— Smyrna fancy, 1-lb. cartons..... 15 Smyrna choice, 1-lb. cartons..... California, 1-lb. cartons.....		Imported Sardines, 100 in case. Per case. Reduced quarters, boneless..... 7.00@22.00 Reduced quarters, with bones..... French quarters, boneless..... 17.00@22.00 French quarters, with bones..... 24.50@27.00 High quarters, boneless..... 15.00@40.00 Halves, boneless..... French Vegetables, 100 in case. Peas, according to quality..... 11.00@20.00 Mushrooms, ¼s, accord'g to qual. 19.00@35.00 Mushrooms, ½s, accord'g to qual. 15.00@20.00 String Beans, according to qual. 12.00@17.00 Lima Beans, according to quality 18.00@20.00 Brussels Sprouts..... 12.00@16.00 French Macaroni, cartons, 25 lbs., per b..... 08@.09	
ROASTED COFFEES.		DRIED AND EVAPORATED FRUITS.					
Sumatra—Mandheling—Fancy brown..... .86 Old Government—Best..... .29 Old Government—Choice..... .27 Old Government—Prime..... .25 Old Government—Good..... .23 Mocha— Genuine Arabian..... 28 Maracaibo— Cuanta—Best..... .16% Cuanta—Choice..... .16 Cuanta—Prime..... .15 Cuanta—Good..... .14 Laguayra— Caracas—Finest..... .20 Caracas—Choice..... .17							

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

[illegible]

—5—

GREEN COFFEE.

	Per lb.
Rio, Golden, fancy.....	.09 @.09½
“ prime.....	@.08
“ choice.....	@.07½
Santos, Peaberry, extra fancy.....	@.12½
“ fancy.....	@.10½
“ choice.....	@.09½
Maracaibo, strictly fancy, mild.....	.12 @.12½
“ choice.....	@.11½
Washed Caracas, fancy.....	.14 @.14½
Laguayra, fancy.....	@.10½
Java, extra fancy Old Government.....	.20½ @.21
“ extra fancy.....	@.20
“ fancy.....	@.19½
Mocha, ⅓ and ¼ bales, genuine, finest...	@.19
“ Seed, Santos, fancy.....	@.10½
“ “ choice.....	@.10½

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@ .12
“ Prime.....	@ .10
“ Choice.....	@ .09½
Santos, Peaberry, extra fancy	@ .16
“ extra fancy.....	@ .13
“ fancy.....	@ .12½
“ choice.....	@ .12
Laguayra, fancy	@ .14
Maracaibo, choice.....	@ .14½
“ fancy	@ .15
“ extra fancy.....	@ .15½
Java, extra fancy Old Government.....	@ .25½
“ fancy.....	@ .24½
Mocba, finest.....	@ .23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
“ “ 2.....	.20
“ “ 3.....	.17
“ “ 4.....	.14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa.....	15 $\frac{1}{4}$	15 $\frac{35}{100}$
Arbuckle's Seven Day.....	10 $\frac{1}{4}$	10 $\frac{7}{8}$
Lion.....	13 $\frac{1}{8}$	13 $\frac{1}{4}$

B. Fischer & Co.—	
Hotel Astor Coffee, 1-lb tins.....	.26
Thos. Martindale & Co.—	
Saludo, lbs.....	.20
“ 50-lb. tins.....	.19
“ barrels.....	.18
Viv, lbs.....	.16
“ 50-lb. tins.....	.15
“ barrels.....	.14
Ground or pulverized without extra charge.	

Lipton's—	
Special.....	.26
Perfection.....	.20
Packed in 30 and 60-lb. cases.	
German-American Coffee Co.—	Per lb.
Triunfo, 24 2-lb. cans.....	.29
“ 48 1-lb. cans.....	.29½
Trinidad, 60 or 100 1-lb. cartons.....	.26
“G-A” Blend, 20 3-lb. cans.....	.24
La Cruzada, 60 or 100 1-lb. cartons.....	.21½
Iowa, 60 or 100 1 and 2-lb. cartons.....	.18½
Tumbala, 60 or 100 1-lb. cartons.....	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb.....	.35

**COFFEE ESSENCE AND
CHICORY.**

Pfeiffer & Diller's "Kosyr"—		
50 tins in box.....	per box	3.80
12 in tins box.....	per carton	.95
2-lb. tins.....	per doz.	5.75
George Floto's Sons—		Per gross
Coffee Essence, ½-gross improved cans.....		2.25
“ ½-gross cans, tin ends.....		2.70
“ ½-gross cans, all tin.....		2.85
Vienna Coffee Essence, Manila, ½ gross....		2.25
Package Chicory, 55-lb. cases.....	per lb.	.04½
Hummel's Essence, tin can, ½ gross, per gross.....		2.85
“ “ tin ends, “ “.....		2.70
“ “ improved “ “.....		2.15
Chicory, Selig's 65's.....		.05¾
“ English, ground, bags about 160 lbs....		.05½
“ Franks', stick, 65 lbs.....		.06½
“ Muller's, Columbus brand, 5 sticks to lb., 65 lbs.....		.04½

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

—6—

Duck, kegs, 12½ lbs.....	4.75
“ kegs, 6¼ lbs.....	2.65
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
“ “ kegs, 12½ lbs.....	2.65
“ “ kegs, 6¼ lbs.....	1.50
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85
BB, bags, 25 lbs.....	2.10

BLUING—Dry.

	Per gross
Barlow's, small, 2 doz.....	2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1; 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Ball Blue, 1 oz., 3 doz.....	2.60
" " 2 oz., 3 doz.....	4.80

BLUING—Liquid.

	Per gross
Boyer's Bengal, 8 oz., $\frac{1}{4}$ gross.....	3.90
Cream Indigo, 2 oz., $\frac{1}{4}$ gross.....	3.90
“ 4 oz., $\frac{1}{4}$ gross.....	7.40
“ 8 oz., $\frac{1}{4}$ gross.....	11.40

BUTTER.

Tub Butter—	Per lb.
Creamery, extra, 60-lb. tubs .....	.26
“ first, “ .....	.25
“ second, “ .....	.24
“ third, “ .....	.23
“ imitation, 30-60 lbs.....	.22
“ 5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.27
Ladles, 30-60 lbs., bakers' use.....	.20
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.30
B. B., E. D. brands, 20-50-lb. boxes.....	.29
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.28
Sheaf ("400") Elgin, 20-50-lb. boxes.....	.27
Sheaf.....	.25-.26
Milhen Farm, lbs. and ½ lbs.....	.31
Gurnee, lbs. and ½ lbs.....	.29
Belle Spring.....	.27

CANDLES.

P. & G., 8's, 30 lbs.....	10 3/4
" 16's, 30 lbs.....	11 3/4
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	0.83 1/2
Searchlight, hotel, 16's, 30 lbs.....	0.9 1/4
Pearless, hotel, 16's, 30 lbs.....	1.0 1/4
Bright Light, 16's, 30 lbs.....per box	2.00
Werk's, 8's, 30 lbs.....	.11
" 16's, 30 lbs.....	.12
Carriage, size 6x1 3/8.....	.19
Martha Washington, long 12's.....	.17

JARS AND JAR RUBBERS.

Glass Jars—	Gross
Pints.....	6.75
Quarts.....	7.00
Half-gallons.....	8.70
Jelly Tumblers—	
Barrels, 22 doz.....per doz.	.17
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers...per gro.	2.75
Jar Rubbers—	
Lip, wide.....per gross	.85
Acme, wide, 1 doz. cartons.....per lb.	.45
“ medium, 1 doz. cartons.....“	.40
Reliable, white rubber, wide.....	.26
“ medium.....	.26
Black, medium.....per lb.	.25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....per doz.	.25
" Sage" "	.25
" Thyme....."	.25
" Savory....."	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sag., ½ doz. Thyme, ½ doz. Savory.....per case	1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savory— ⅓-lb. cartons, 1 doz.....per doz.	.40
¼-lb. " "" "	.75
½-lb. " "" "	1.25
¾-lb. screw cap bottles, 2 doz.....	.90
¼-lb. square cans, 2 doz.....	.80

—7—

CANNED GOODS.

Tomatoes—	Per doz.
Mrs. Hancock's, frying.....	1.15
DuBois', frying.....	1.10
Jersey King, No. 3, standard Jersey.....	.92½
Silver Lake, fancy Jersey.....	.97½
Peerless, extra fancy, No. 3.....	.90
Plantation, No. 10, 1 doz.....	2.25
Silver Lake, No. 10, 1 doz.....	2.50
Golden Rule, No. 3, seconds.....	.80
Alta, No. 2.....	.60
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake.....	1.00
Early Autumn.....	.92½
Boyer's, No. 2.....	1.07½
Oxford, Maine packed.....	.87
String Beans—	
Extra fancy.....	1.50
Boyer's, 2s.....	.55
Acorn, 3s.....	.85
“ No. 2.....	.57½
Safe, No. 2.....	.50
White Wax Beans—	
Boyer's, No. 2.....	.60
Acorn, No. 2.....	.57½
Champion.....	
Winsom, N. Y., No. 10, 1 doz.....	3.60
Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
“ No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.90
“ No. 2, sauce.....	.90
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37½
Van Camp's, No. 1, sauce, 4 doz.....	.87½
“ No. 2, sauce, 2 doz.....	1.32½
Moore & Brady, No. 3, plain.....	.85
“ No. 3, sauce.....	.90
“ No. 1, picnic size, plain.....	.42½
“ No. 1, picnic size, sauce.....	.47½
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97½
“ No. 3, tomato sauce.....	1.05
“ Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 1, sauce.....	.65
“ No. 2, sauce.....	.95
“ No. 2, plain.....	.90
Bunker Hill, No. 3, plain.....	.77½
“ No. 3, tomato sauce.....	.80
Snider's, tomato sauce, No. 3, 2 doz.....	1.80
“ “ No. 2, 3 doz.....	1.40
“ “ No. 1, 4 doz.....	.90
“ “ No. 10, ½ doz.....	5.00
Sunnyside, plain or sauce, No. 3, 2 doz.....	.95
“ “ No. 2, 3 doz.....	.70
“ “ No. 1, 4 doz.....	.45
“ “ No. 10, ½ doz.....	3.00
Red Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77½
Corn—	
Paris, fancy Maine.....	1.20
American Beauty, extra fancy, Shoe Peg... ..	.85
Cream of Susquehanna.....	.95
Baker's, G. W., whole grain.....	.82½
Shoe Peg, Susquehanna.....	.80
“ Osborn's.....	.67½
Mark, crushed.....	.70
Rex, No. 2, fancy, whole grain.....	.65
Vanity, No. 2, whole grain.....	.62½
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
“ fine, 100 cans.....	11.75
“ medium, 100 cans.....	10.25
Boyer's, Midgets.....	1.55
“ Extra Sifted.....	1.25
“ Sifted.....	1.10
“ Early June.....	.95
Jumbo June.....	.90
Little Nell's, Baltimore.....	.62½
Hermit brand, No. 2.....	.55
Beets—	
Silver Lake, fancy, No. 3.....	1.00
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.12½
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	1.10
Farren's, No. 3.....	.95
“ No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Pumpkin—	
Silver Lake, No. 3.....	.85
Catawba brand, extra fancy, N. Y. State, No. 3.....	.95
Andrews & Co., No. 2.....	.42½
Silver Lake, No. 10, 1 doz.....	2.35
Asparagus—	
Del Monte Mammoths.....	3.50
Oak, large.....	3.20
Superior, large, No. 2½.....	3.25
Staple, medium, No. 2½.....	3.00
Swan, medium, No. 2½.....	2.90
Del Monte Tips, No. 1½.....	2.60
Extra Tips, No. 1½.....	2.55
El Dorado Tips, No. 1½.....	2.50
El Rio, medium, No. 2½, 2 doz.....	2.85

California Canned Fruit.

Apricots—	Per doz
Extra quality.....	2.40
Extra standard	
Standard.....	
Pears—	
Bartlett, extra quality, 2½s.....	2.25
“ extra standard, 2½s.....	2.20
“ standard, 2½s.....	2.00
Cherries—	
Extra quality, 2½s.....	2.50
Extra standard, 2½s.....	2.50
Standard, 2½s.....	2.25

— 8 —

Peaches—	
Goddess, No. 2½, ex. standard, lemon cling	2.00
Tioga, No. 2½, extra standard, lemon cling	1.95
Valley, No. 2½, standard, lemon cling.....	1.80
Agate, No. 2½, standard, lemon cling.....	1.90
Lake View, No. 2½, yellow, free	1.70
Oak, sliced, lemon cling, No. 1, 4 doz.....	1.35
Columbus, No. 2½, pie, peeled, yellow, free	1.47½
" No. 2½, pie, peeled, lemon, cling	1.40

Domestic Canned Fruit.

Apples—	
Wayne Co., No. 10, 1 doz.....	2.50
Booth's, oval, No. 3.....	.70
Blackberries—	
Farren's, extra preserved, No. 2.....	1.30
Silver Lake, syrup, No. 2.....	1.22
Nigger Head, No. 2.....	1.07
Spring Garden, No. 2.....	.90
Blueberries—	
Loggies, No. 2.....	1.40
“ No. 10.....	6.00
Cherries—	
Silver Lake, pitted, No. 2.....	1.30
Flour City, white, No. 2.....	1.25
Peaches—	
Maryland Leader, yellow, No. 3.....	1.20
“ white.....	1.15
P. & B., yellow, No. 3.....	1.25
Pears—	
Silver Lake, No. 3.....	1.25
Fowling Creek, good, No. 3.....	1.25
Ayres Good, No. 3.....	1.05
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.30
Pride of Rochester, fancy, preserved, No. 2.....	1.90
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	.85
Silver Lake, No. 10, 1 doz.....	2.20
Strawberries—	
Anchor, No. 2.....	.90
Jumbo, No. 1, 4 doz.....	1.00
Silver Lake, No. 2.....	1.45
Defence, No. 2.....	1.80
Pineapple—	
Acorn, E. & C., No. 2.....	1.90
General, E. & C., sliced, No. 2.....	1.80
Indian River, E. & C., No. 2.....	1.65
Terrapin, E. & C., sliced, No. 2.....	1.60
Orange Grove, E. & C., No. 2.....	1.35
Singapore Chunks, No. 1½, 4 doz.....	1.05
Wallace, E. & C., sliced, No. 2.....	1.30
Singapore, cubes, No. 1½, 4 doz.....	1.00
Wagner's, No. 1, cocktail, 2 doz.....	.95
P. & B., grated, No. 3.....	.75
James, No. 3, pie, grated.....	.80
Singapore, cubes, No. 1, 4 doz.....	.67
The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved—	
Chop Tan Hin, ¾ lb., cubes.....	.75
“ ¾ lb., sliced.....	.77
“ 1½ lb., cubes.....	1.02
“ 1½ lb., chunks.....	1.10
“ 1¾ lb., spiral sliced.....	1.15
“ 1¾ lb., smooth sliced.....	1.22

**Canned Crabs, Clams, Lobsters
Shrimps, Mackerel, Kipperd
Herring and Oysters.**

	Per doz.
Crabs—	
Deviled, No. 1, 4 doz.....	2.17
" No. 2, 2 doz.....	3.25
Clams—	
Gold Label, No. 1, 4 doz.....	1.32
Star, No. 1, 4 doz.....	.95
Lobster—	
B. & M., No. 1, flat, 4 doz.....	4.75
" No. ½, flat, 4 doz.....	2.45
" No. 1, tall, 2 doz.....	4.50
" No. ¾, flat, 4 doz.....	3.00
Star brand, No. ¼, flat, 4 doz.....	1.40
" No. 1, tall, 4 doz.....	3.85
" No. ½, flat, 4 doz.....	2.40
Shrimps—	
Peerless brand (Barataria), dry, No. 1, 2 doz.....	1.17
Peerless brand (Barataria), new, pickled, No. 1, 2 doz.....	1.12
Cotton Bale, pickled, No. 1, 2 doz.....	1.10
Mackerel—	
Pickert's, soused, No. 1, 4 doz.....	1.50
" " No. 2, 2 doz.....	2.50
" " No. 3, 2 doz.....	3.15
Underwood, soused, No. 1, 4 doz.....	
" " No. 2, 2 doz.....	2.50
Oysters—	
Boyer's, No. 1, 1 doz.....	.92
" No. 2, 2 doz.....	1.80
M. & B., No. 1, 2 doz.....	.92
Stewart's, No. 2, 2 doz.....	1.65
" No. 1, 2 doz.....	.85
Victory, No. 1, 2 doz.....	.87
Kipped Herring—	
Maonache's, 2 doz., plain.....	1.40
Gold Label, No. 1, spiced, 4 doz.....	.82

Our Ideas Cost You Nothing!

WE have designed and arranged the finest stores in this country and our advice is valuable. But

We Don't Sell Fixtures

Our work is that of the architect. We consider your space and needs and own ideas and then plan a store. We get bids from different makers, and what you save by this competition more than pays our fee.

You save money and get a better arranged, more convenient store with fixtures that make goods sell. What we have done for others we can do for you. Write for our ideas.

J. A. FLESCH & SON

ARCHITECTS AND DESIGNERS
OF STORE FIXTURES FOR MODERN GROCERY STORES

1012 OPERA HOUSE BUILDING
112 CLARK STREET
CHICAGO



We Guarantee

H-O

To be the finest rolled oats on the market—we back it up! If you handle an imitation YOU must back it up because the customer takes it on YOUR say-so and holds *you* responsible. Don't take chances "trying things." Rest your faith in the old reliable standby! **H-O** is as familiar to the housekeeper as her "a b c," and she knows "**H-O** makes little boys grow." (Makes business grow too.)

**The H-O
Company**



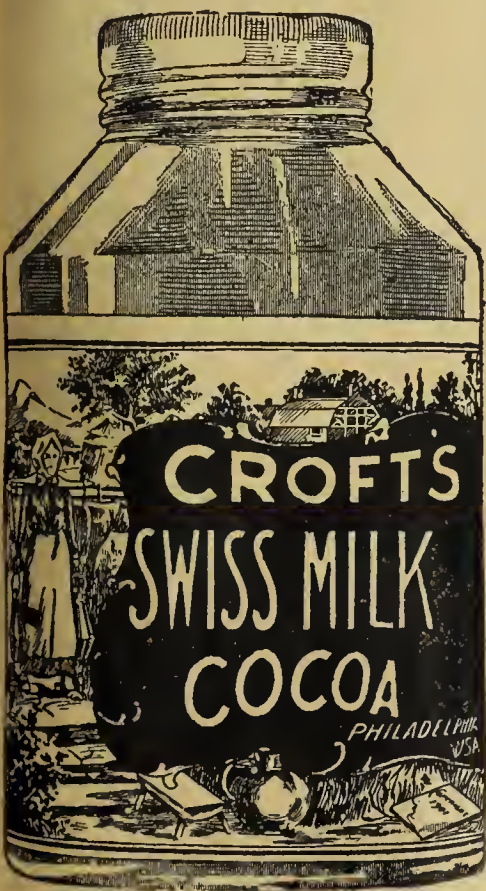
WHERE *the* GLASS JAR COMES IN

The glass jar in which Croft's Swiss Milk Cocoa—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, Croft's Swiss Milk Cocoa will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.



Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the *highest award* at the *Centennial Exposition* and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"



SELLS BECAUSE THEY WANT IT

Karo syrup isn't something that the public don't want. Nine out of every ten people who eat syrup at all prefer corn syrup to sugar syrup. It is smoother and suits the average palate much better.

The best corn syrup packed to-day is unquestionably **Karo**. We have advertised it some; but it has reached—and held—its present enormous sale purely because the people wanted it.

Good for you, because it is packed by us in sealed, sanitary tins; and because we guarantee both the quality and the weight. 10, 25 and 50-cent size.

All jobbers.

CORN PRODUCTS MANUFACTURING CO.
Chicago, Illinois

You Are the One That Gets Hurt

When you sell your customers a low-priced coffee. You are taking chances unless it's **ARIOSA**, because it is very difficult to get a good quality of coffee at a low price and yet have the flavor always the same.

You can't afford to take chances. We buy in larger quantities than any five concerns in the country, and we can afford to give quality and make a price that nobody can duplicate.

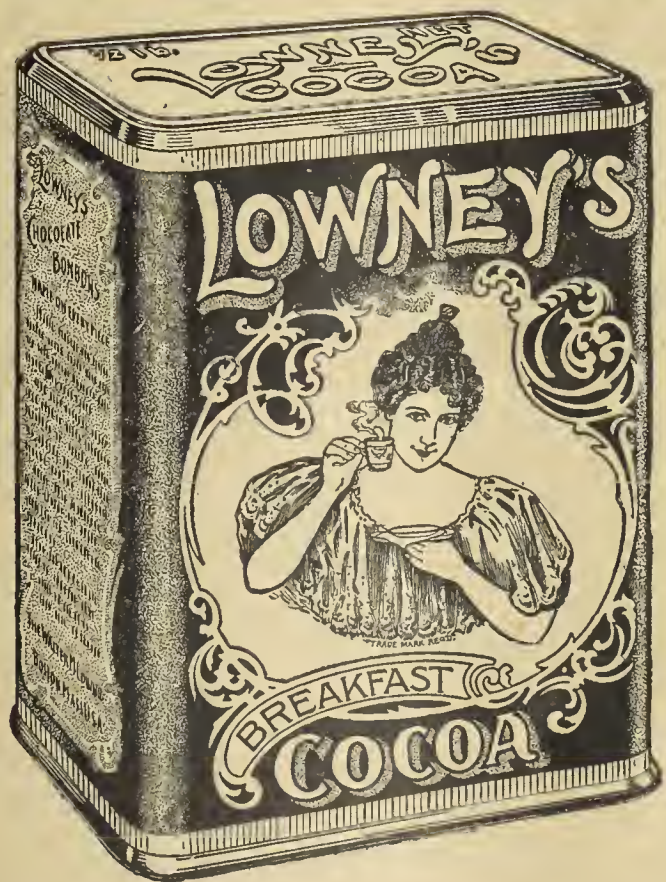
ARBUCKLE BROTHERS
New York

We Want You to Sell This



There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them **ONCE** they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.
76 Wabash Avenue Chicago, Illinois



YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. **LOWNEY'S COCOA** is simply ground to the fineness of flour without treatment and has the natural delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening.

The same is true of **LOWNEY'S PREMIUM CHOCOLATE** for cooking.

The Walter M. Lowney Company
BOSTON, MASS.

-13-

HIRES CONDENSED MILK



Silver.....	4.15
Queen.....	4.00
Premium.....	3.85
Blue Ribbon..	3.85
Gold, tall.....	3.75
Gold, family...	3.15

COCOANUT.

Franklin Baker Co's—

Per case



Brazil, 70 5-cent packages.....	2.50
" 35 10-cent.....	2.50
" 38 5-cent and 16 10-cent packages...	2.50
" 18 20 cent packages.....	2.50
" Shred, in pails, 20 lbs.....	1.10
" " in boxes, 25 lbs.....	0.93 1/4
" " in barrels, 135 lbs.....	0.09
Table Talk, Thread, in pails, 20 lbs.....	1.10
" " in boxes, 25 lbs.....	0.93 1/4
" " in barrels, 135 lbs.....	0.09
Premium, 60 1/2-lb. packages, 15 lbs. to case	2.23
" 30 1/2-lb. " 15 " " "	2.22
" 30 1/2-lb. and 15 1/2-lb. packages,	2.22 1/2
15 lbs. to case.....	2.23 1/2
Schepp's Shredded, 1/2-lb. pkgs., 15 lbs. to case	2.23 1/2
" 1/2-lb. " " " "	2.23 1/2
Dunham's, 5-cent package.....	2.29
" 1/2s.....	2.26
" 1/4s.....	2.28
" 1/2s and 1/4s.....	2.26 1/2

COCOANUTS.

Franklin Baker Co's—

Per bag

Porto Rico, Jumbo, 80s.....	4.00
San Blas, 100s.....	3.50

CRACKERS AND CAKES.

A. Exton & Co.—	Bbls.	Bxs.
Butter Crackers.....	.08	.08 1/2
Oyster.....	.08	.08 1/2
Wine Scroll.....	.10	.10 1/2
Cracker Dust.....	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son—	Bbls.	Bxs.
Assorted Jumbles.....	.07 1/2	.08
Brown Edge Water.....	.10	.10
Butter Thin.....	.12	.12
Clover Mixed.....	.08	.08
Cocoanut Ripple.....	.10	.10
Cookie Mixed.....	.08 1/2	.09
Crystal Bar.....	.09	.09
Fig Bars.....	.10	.10
Frosted Spiced Wafer.....	.09	.09
Fruit Cookies.....	.08 1/2	.09
Fruit Gem.....	.08	.08
Graham Wafer.....	.10	.10
Grandma Cookies.....	.08 1/2	.09
Honey Jumbles, XX.....	.09 1/2	.10
Iced Charter Oak.....	.09	.09
Iced Ginger Tablet.....	.08	.08
Iced Honey Jumbles.....	.09 1/2	.10
Iced Penn Treaty.....	.07	.09 1/2
Iced Vedette Wafer.....	.07 1/2	.08
Lemon Bar.....	.08 1/2	.09
Man-in-the-Moon.....	.08	.08
Milk Lunch.....	.07	.07 1/2
Orange Cookies.....	.07 1/2	.08
Quaker City Mixed.....	.07 1/2	.08
Salted Strips.....	.08 1/2	.09
Saltines.....	.12	.12
Soda Biscuit XX.....	.06	.06 1/2
Soda Biscuit XXX.....	.06 1/2	.07
Spiced Wafers.....	.07 1/2	.08
Sunshine Cookies.....	.07 1/2	.08
Water Crackers Star.....	.06 1/2	.07
Package goods—		Per doz.
Animals.....	.50	
Butter Thin.....	1.00	
Gingerettes.....	1.00	
Gold Medal Soda (small).....	.50	
" (large).....	.90	
Graham Wafers.....	1.00	
Ivynettes.....	.50	
Milk Lunch.....	1.00	
Our Ginger Snaps.....	.50	
Pink Tea.....	1.00	
Sugar Snaps.....	.50	
Saltona Biscuit.....	1.00	
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

-14-

DELIKATESSEN.

Wein Senf, Prepared Mustard.

Stone Pots, small size, 2 doz in case, per doz.	1 15
" " with Horse radish, p.dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
" " with Horse-radish, p.dz.	1.75
Wein Senf, in bbls.....	per gal.
" 1 gallon stone jars.....	per jar .75
" 5 gallon kegs.....	per keg 2.50
Prepared Mustard, in bbls.....	per gal.
" " in 15 gallon kegs...	per gal.
" " in 10 " " " "	per gal.
" " in 5 " " " "	per gal. .25-.40
" " in 2 gallon pails.....	per pail .75
" " in 1 " " " "	per pail .40
Prepared Special, with spoon, 2 doz. in case,	per doz.....
" Sifting top, 2 doz. in case.....	per doz. .95
" with Horse-radish, 2 doz. in case,	per doz. .46
" " " " " " " "	per doz. .95

Imported and American Fancy Cheese.

Emmenthaler Swiss Cheese, Selected tub.....	loaf.....	.23
Sap Sago, 3 to a lb.....	cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case, per lb., .32 1/2	" "	.34
Parmesan, loaves about 30 lbs.....	loaf, .27 cut,	.32
Edam Cheese, 12 in case.....	case, 10.50, single,	.80
"	in tin.....	.26
"	1-lb. tins.....	per case 3.75
Camembert, in wood boxes.....	per doz., 2.75-2.85	
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.....	1.45
Parmesan, grated, ready for use, large bottles,	per doz.....	
Parmesan, grated, ready for use, small bottles,	per doz.....	1.75
Olmutzer Hand Cheese, 100 in box.....		2.25
Edelweiss, Romatour and Bier-Kase.....	per doz.....	4.00
American Swiss, No. 1.....	loaf, .16 cut,	.19
"	Square loaves, No. 1, about	
25 lbs. each.....	per lb.	.16
Limburger Cheese, No. 1.....	box, .14;	
1/2 box, 14; less.....	" "	.16
Muenster Cheese.....	per lb.	.17
Brick Cheese, No. 1.....	" "	.16
English Dairy Cheese.....	" "	.17
Pineapple (Picnic size), 6 in box.....	per box	3.00
"	(Gem size), 6 in box.....	2.25
Royal Luncheon Cheese—		
Dinner size, 1 doz. in case.....	per doz.	4.50
Lunch size, 2 " " " " " "	" "	2.40
Picnic size, 2 " " " " " "	" "	1.35
Trial size.....	" "	1.00
MacLaren Imperial Cheese, Club size, per doz.	" "	1.00
" " " " " " " " " "	No. 1 " "	2.40
" " " " " " " " " "	Roquefort " large " "	2.95
" " " " " " " " " "	" small " "	1.45
Fromage de Brie, M. C. C., 1 in box.....	per box	1.55
" d'Isigny, " " " " " " " "	6 " " "	1.55
Wm. Tell brand, 12 in box.....	" "	1.40
Neufchatel (Cow brand), 25 in box.....	" "	.95
Star Cream, or Phila., 12 " " " "	" "	1.90
Miniature Cream, or Phila., 12 in box.....	" "	.95
Hand Cheese, 8 doz.....	" "	1.35
" 4 " " " " " " " "	" "	.70
" 4 " " " " " " " "	Thuringer.....	.85
Farmer Hand Cheese, 4 doz. in box.....	" "	1.45
Schutzen Cheese, 12 in box.....	" "	1.25
American Mountain Cheese (Alpen Kase), 50	1-lb. packages.....	per lb. .18

Imported and American Meats and Sausages.

Westphalia Ham (marked weight).....	per lb.	.48
Wiener Wurstel, 16 in tin.....	per doz.	4.75
" 8 " " " " " " " "	" "	2.75
Carlsbad Speck (Imported Bacon).....	" "	.32
Imported Cervelat Sausage (Rolf's).....	per lb.	.48
Imported Frankfurters.....	per doz.	3.75
Goose Breast, imported, marked weight, per lb.	per lb.	.65
Pate de fois Gras, small size.....	per doz.	3.00
American Holsteiner...by bbl. 12; less, per lb.	" "	.14
" Landjager, short.....	" "	.24
" " long.....	" "	"
" Mortadella, Dry.....	" "	.25
" Knackwurst, 25 in box, per box,	\$4.75.....	2.40
" Cervelat (E), 50 and 100-lb. boxes,	.21 1/2; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, .20; less.....	" "	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, .17; less.....	" "	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, .14; less.....	" "	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, .23 1/2; less.....	" "	.25
" Salami (E), 50 and 100-lb. boxes, .20; less.....	" "	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, .18 1/2; less.....	" "	.20
" Salami, G. A. P., 50 and 100-lb. boxes, .16 1/2; less.....	" "	.18
" Tongue Sausage.....	per lb.	.18
" Smoked Braunschweiger Liver Sausage.....	per lb.	.15
" Lachs Ham.....	" "	.28
" Petit Delicatess Frankfurters, plain,	per doz.....	1.00
" " " " " " " " " "	" "	"
" Petit Delicatess Frankfurters, with	Sauer Kraut.....	per doz. 1.00
" " " " " " " " " "	" "	"
" Lebanon Beef Bologna.....	per lb.	.15
" Paprika Speck.....	" "	.18
Mettwurst, half-round.....	" "	.16
Liver Sausage (Special), truffle, goose, or	sardellen.....	per lb. .24
Smoked Thuringer Blutwurst.....	" "	.18
" Pfefferwurst.....	" "	.18

-15-

Pickled Meats.

Lamb Tongues (Derby Brand), pint glass jars.	Per doz.	4.75
" " " " quart glass jars.	" "	5.75
" " " " 10-oz. jars.....	" "	2.50
Calves' Head, in round tins.....	per doz.	1.65
Pickled Meats, in glass.....	" "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	" "	"
Beef Salad, in glass.....	" "	1.00
" " pints.....	" "	"
" " quarts.....	" "	"
Lamb Tongues, in glass.....	" "	1.60

Holland and Scotland Herrings.

Holland—	Kegs or Pails.	
Mixed, "Y. M.", 1/2 bbl.....	5.50	.60-.75
Milkers, "Y. M.", 1/2 bbl.....	6.50	.75-.85
Mixed, standard, bbl.....	" "	"
" 1/2 bbl.....	5.50-6.50	"
Milkers, standard, bbl.....	" "	"
" 1/2 bbl.....	" "	"
Scotland—		
Mixed, large, fulls, bbl.....	" "	8.00
" " " " 1/2 bbl.....	" "	"
Milkers, " " " " bbl.....	" "	8.00
" " " " 1/2 bbl.....	" "	"
Marinirte Herring, imported, about 40 in pail.	" "	1.25
Roll Herring, imported, about 25 in pail.....	" "	1.00
Spiced Herring, imported, about 40 in pail.....	" "	1.00
Norway Stockfish, dry.....	per lb.	.15
Matjes Herring.....	per pail	"

Bismarck Herring.

Round tins, with key, pint.....	Per tin.	.20
" " quart.....	" "	.35
" " 2 quart.....	" "	.55
" " 4 quart.....	" "	1.10

Smoked Delicatessen Fish, in Season.

Roll Mops, 4 quart tin.....	1.10
“ 2 quart tin.....	.60
“ quart tin.....	.50
Brat-Haring, 4 quart tin.....	1.10
“ 2 quart tin.....	.60
“ quart tin.....	.40
English Sprats, 36 bunches.....	per box
Kruger's Roll- and Brat-Haring, oval tins,	per doz. 2.50

Russian Sardines.

Imported fish, Walkoff brand.....	per keg .75
“ 5-lb. pails.....	per pail .55
“ 10-lb. pails.....	“ 1.05
Cut Spiced Sardines, 10-lb. pail.....	“ .75
“ 5-gal. keg.....	per keg 2.75
Russian Sardines, in glass jars.....	per doz. 2.25

Russian Sardines.

Imported fish, Walkoff brand.....	per keg	.75
" 5-lb. pails.....	per pail	.55
" 10-lb. pails.....	" "	1.05
Cut Spiced Sardines, 10-lb. pail.....	" "	.75
" 5-gal. keg.....	per keg	2.75
Russian Sardines, in glass jars.....	per doz.	2.25
Norway Anchovies.		
Original package.....	per 1/2 bbl.	5.50
Repacked, in 5-lb. pails.....	per pail	.60
" 10-lb. pails.....	" "	1.10
" 5-gal. kegs.....	per keg	2.75
" 1/2 lb. flat tins.....	per doz.	.95
" 1/2-lb. tall tins.....	" "	1.50
" 1-lb. tall tins.....	" "	2.00
Fancy kegs, keg.....	" "	.80
" 1/2 keg.....	" "	.42
" 1/4 keg.....	" "	.32
" 1/8 keg.....	" "	.20

Salt Sardellen.

Original packages, 1902.....	per anker	16.00
Repacked, kegs, about 8 lbs.....	per keg	3.25
" pint jars.....	per doz.	6.00
" large tumblers.....	" "	2.25
" small tumblers.....	" "	1.25

Russian Caviar.

1-lb. tins.....	Per doz.	19.50
1/2-lb. tins.....	" "	10.50
1/4-lb. tins.....	" "	5.50
1/8-lb. tins.....	" "	2.75

German Dill Pickles—Regular Size.

60-gal. casks, about 2000.....	per cask	"
50-gal. bbls., about 1200.....	per bbl.	"
15-gal. keg, about 500.....	per 100	"
10-gal. keg, about 300.....	" "	1.00
5-gal. keg, about 150.....	" "	"
10-lb. pail, about 50.....	per pail	"

Domestic Sourkrout—Long Cut.

60-gal. casks.....	per cask	"
48-gal. bbls.....	per bbl.	6.50
10-gal. kegs.....	per keg	2.40
5-gal. kegs.....	" "	1.25
10-lb. pails.....	per pail	"

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....	per lb.	.18
Spitzkugeln.....	" "	.25

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.....	per bundle	.30
Basler Lebkuchen, No. 1, 6 " " " "	" "	.50
" " " " " " " " " "	" "	.75
" " " " " " " " " "	" "	1.00
Amandines, 9-lb. tins.....	per tin	5.25
" " " " " " " " " "	" "	.55

-16-

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg.....	2.50
" " " " 10-gal. keg.....	4.50

Sundries.

German Egg Potatoes, original bags, 110 lbs.,	per bag	2.75
Green Kern.....	per lb.	.10
Potato Flour.....	" "	.08
German Dried Pears.....	" "	.14
Dried Mushrooms.....	" .60-1.00	"
Juniper Berries.....	" "	.08
St. John's Bread.....	" "	.01
Bay Leaves.....	" .06-0.10	"

COTTOLINE.

30 2-lb. tins.....	per case	6.50
15 4 lb. tins.....	" "	6.50
6 10-lb. tins.....	" "	6.50
Freight prepaid on two-case lots.		

EGGS.

Nearby, candled and selected, 30-doz. crates.....	Per do.	2.24
Western.....	" "	2.23

CHEESE.

New York, full cream, new, fancy, 40-lb. bxs.	1.13
" " " " 1st's, 40-lb. boxes	1.12
Picnic, full cream, new, fancy, 20-lb. boxes.....	1.13

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans	per lb.	.28
Anchovies, in oil, $\frac{1}{2}$ bottles.....		4.50
“ “ $\frac{1}{4}$ bottles.....		3.25
Anchovy Paste, fancy	per doz.	4.75
“ plain.....		3.75
Bouillon, Burnham, pints, 2 doz.....		3.75
“ “ $\frac{1}{2}$ pints, 2 doz.....		2.00
Capers, Nonpareil, $\frac{1}{2}$ gal. kegs.....		1.50
“ “ quart, glass	per doz.	7.00
“ “ bottled, $\frac{3}{4}$ size	“	2.35
“ “ “ $\frac{1}{2}$ size	“	1.90
“ “ “ $\frac{1}{4}$ size	“	1.15
Canton Ginger, large pots, 6-jar cases.....	per case	4.65
“ “ medium, 12-jar cases..	“	5.00
“ “ small, 24 jar cases	“	4.75
Cherries in Maraschino, glass, 1 doz. case.....		7.00
Clam Chowder, Burnham, 1 lb., 4 doz.....	doz.	.90
“ “ 3 lb., 2 doz.....		2.20
Currie Powder, pints.....	per doz.	3.50
“ “ 4 oz.....		2.25
“ “ 2 oz.....		1.50
French Peas, extra fins	per case	16.00
“ fins.....		14.00
“ Moyer's.....		12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case.....		12.00
Huntley & Palmer's Petit Beurre Biscuit.....	lb.	.25
“ “ Dinner Biscuit.....	“	.31
“ “ Breakfast Biscuit.....	“	.34
“ Packed 7 lbs. and 5 lbs. in a can.		
Red Pepper, ring, pints	per doz.	1.25
“ “ $\frac{1}{2}$ pints.....		.60
Salt, stone jars, 4 doz.....		1.75
Extract of Beef, Morris', 4 oz.....	per doz.	6.50
“ “ 2 oz.....		3.50
“ “ Anker's, 120 vials.....		4.00
“ “ 4 oz.....	per doz.	4.00
“ “ 8 oz.....		7.25
“ “ 16 oz.....		13.50
Theodore Marquet Mushrooms—		
First choice.....		24.00
Choice, 100 tins	per case	22.00
Extra, 100 tins		26.00
Hotel, 100 tins.....		18.00
Truffles, $\frac{1}{8}$	per tin	.50
“ “ $\frac{1}{4}$	“	.75
“ “ $\frac{1}{2}$	“	1.10
“ “ 1.....	“	2.25
Shrimps, pickled, small size		1.10
“ Dunbar's, 2 doz.....	per doz.	2.25
Figs in Cordial, Dunbar's, 1 doz.....	“	5.00
“ “ Bishop's, 1 doz	“	6.50
Crystallized Ginger, 1-lb. tins.....	“	4.00
“ “ $\frac{1}{2}$ -lb. tins.....	“	2.25
Lime Juice, Rose's.....	“	3.60
Victor Rose Water.....	“	2.25
“ Peach Water.....	“	2.25
Pitted Olives	“	5.25
Armour's Solid Extract of Beef—	Per do	
Size 2 jars, 1 dozen in case		4.40
“ 4 “ 1 “		8.20
“ 8 “ 1 “		15.90
“ 16 “ $\frac{1}{2}$ “		29.70
Armour's Fluid Beef Extract—		
Size 4 bottles, 1 dozen in case.....		4.40
“ 8 “ 1 “		8.20
“ 16 “ $\frac{1}{2}$ “		16.00
Armour's Beef Extract and Vegetable Tablets—		
1 dozen small boxes, 12 tablets each.....		2.25
1 “ medium “ 36 “		6.00
1 “ large “ 72 “		10.00
Armour's French Bouillon—		
Size 4 bottles, 1 dozen in case.....		4.00
“ 16 “ 1 “		14.00
Armour's Asparox—		
Size 4 bottles, 1 dozen in case.....		2.50
“ 12 “ 1 “		7.25
“ 5 “	per bottle	3.50
“ 2 fancy jugs	per jug	1.50
Armour Tomato Bouillon—		
Size 4 bottles, 1 dozen in case.....		2.50
“ 12 “ 1 “		7.25
“ 5 “	per bottle	3.50
“ 2 fancy jugs	per jug	1.50



BROWN'S FAMOUS "FLY COIL"

**CATCHES MORE FLIES TO THE SQUARE INCH
THAN ANY OTHER FLY-CATCHER.**

IT ATTRACTS CUSTOMERS

By its NOVELTY! NEATNESS! and CLEANLINESS!

**Hang Up a Couple of Coils
and See How Much They Improve the Appearance
of Your Store and Increase the Comfort of Customers.**

**When People See a Good Thing Like This —
THEY WANT IT!**

AND YOU SELL LOTS OF THEM!

WHY NOT CATCH CUSTOMERS

AS WELL AS FLIES?

**Brown's "FLY COIL" is Easier to Use; Easier
to Sell than Any Fly Paper.**

TO BE OBTAINED FROM

**BUCKNAM & VANDERPOEL CO., Manufacturers' Representatives
198 WEST BROADWAY, NEW YORK**

WE NEED YOU

We know we can *make* the best Macaroni, Spaghetti, Noodles and Pastels in the world, but we know we need your help to *sell* them. We know you can work with us or against us and swing your trade either way.

So we make it to your interest to recommend our goods—not only because they will build you a good trade but also because our terms to you are the best.

Besides the regular profit every case has additional value for you in Universal Coupons. You can exchange them for hundreds of useful articles.

The

Freihofer

**Vienna Baking
Company**

Philadelphia, Penna.

Something New from An Old House



¶ Our **Café des Gourmets Coffee** is our latest effort to please our friends and to give them a highly perfected blend at the popular price of 25 cents a pound.

¶ It is packed in handsomely labeled, air-tight tins so as to protect its freshness and natural aroma.

¶ **Café des Gourmets** is a satisfying drink and will please your most exacting trade, conforming to the usual high standard set by *Wilde's*, and is backed up by their reputation gained through more than 90 years of fair business dealings. A trial will prove its worth.

SAMUEL WILDE'S SONS CO., Importers

Coffees Teas and Spices

11 DUTCH STREET . . . NEW YORK

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.70
Gold Medal	6.75
Millbourne	6.45
On Top	6.50
Ceresota	6.45
Pillsbury's Best	6.45
Taylor's Fancy	5.10
Semper Idem	4.80
Pride of the West	4.75
Sunbeam	4.65
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
Lea's, white, table, 100 lbs.	2.30
" yellow, granulated, 100 lbs.	2.30
" " table, 100 lbs.	2.20
Western, yellow, granulated, 100 lbs.	2.00
Quaker, 36 packages	

Farina—	
Hecker's, 24 is. per case	1.50
Schumacker's, 24 packages	1.25

	Per bushel.
Beans—	
California Lima	per lb. .05%
Marrows, fancy, N. Y. State, grain bags	2.47½
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.55
Pea, fancy, grain bags	2.60
" Michigan, grain bags	2.50
Red Kidneys	2.00

Peas—	
Green	2.40
Scotch	2.60
Split, yellow	2.25
" green	

	Per lb.
Lentils—	
ooooo, 110-lb. bags	
Less quantity	
Shaker Corn—	
Fancy, barrels .....	.05½
Less quantity .....	.06

Hominy—	
Lea's Breakfast, 10 packages	per case 1.50
" Pearl, 100 lbs. per bag	2.45
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100-lb. bags	
" Grits, 100-lb. bags	

Barley—	
OO .....	.05½
No. 3, 100 lb. bags	2.65

	Per case.
Noodles—	
Climax, 24 10-c. packages, assorted	1.15
" 48 5-c. packages	1.25
" assorted, 24 5-c., 12 10-c.	1.20
Smith's, 30 10-c. packages	1.90
assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55

	per bbl.
Oatmeal—	
B.	7.40
B, 100-lb. kegs	per keg 3.85

	Per case.
Oaten Goods—	
Avena, 18 packages	1.42½
Banner Oats, 20 packages	4.35
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62½
" 36 packages	3.95
Quaker, 18 small size	1.50
" 20 large size	4.35

	per bbl.
Rolled Oats—	
Avena, 180 lbs.	6.75
" 90 lbs. per keg	3.60
Standard, 180 lb. bbls.	
90-lb. bags	

Sago—	
Fine, bags about 160 lbs. ....	.03¾
50-lb. lots .....	.04¾
Admiral, pearl, 245 .....	.07¾

Tapioca—	
Instantaneous, 50 is. ....	.08½
Colburn's Hasty, 36 packages .....	.07¾
Minute, ¼ gross	per box 2.85
Flake, about 125 lbs. ....	.04¾
" less quantity	"
Pearl, 150 lbs. ....	.03¾
" less quantity	"

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s.	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s. per case	4.20
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.85
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size	1.80

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57½
" small .....	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small .....	.95
Bromangelon, assorted, 3 doz. ....	.87½
Fruit Pudding, 2 doz., assorted flavors .....	.80
Jell-O, assorted flavors, 2 doz. ....	.87½
Jell-O Ice Cream Powder, 2 doz. ....	.97½
Jellycon, 1 doz. ....	.87½
" assorted flavors, 3½ doz. ....	.87½
Chalmer's, shredded	1.00
" granulated	1.00
" No. 1 packages .....	.45
Peter Cooper .....	.80
Tryphosa .....	.95
Imperial Wine Jelly .....	.95
Gelatine, McKinley's	per gross 11.00
Wetmore's, double refined, 36 10-c. packages,	per case 2.70
Pudding, assorted, 2 doz.	1.60
D-Zerta Jelly, assorted, 2 doz. ....	.90

MACARONI.

	Per lb.
Larosa Alphabets, square 25 lbs. ....	.05¾
" Elbows, square, 25 lbs. ....	.05¾
" Macaroni, long, 25 lbs. ....	.05¾
" " square, 25 lbs. ....	.06½
" Spaghetti, long, 25 lbs. ....	.05¾
" Vermicelli, square, 25 lbs. ....	.05¾
" Macaroni, bulk, 25 lbs. ....	.05¾

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour .....	.30
Scoops, Galvanized, Sugar .....	.25
Scoops, Galvanized, Starch .....	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders .....	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1½ to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

	per doz.
Indestructible, No. 4	9.00
" No. 5	12.00
" No. 6	15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" " No. 4	5.40
" " No. 5	7.20
X Quality, No. 3	2.60
" No. 4	3.00
" No. 5	3.40

Counters.

No.	Length.	No. of Drawers	Each.
6½	3 feet, 8 inches	9	15.00
8½	4 feet, 10 inches	12	20.00
10½	6 feet	15	25.00
12½	7 feet, 3 inches	18	28.00
14½	8 feet, 6 inches	21	31.00
16½	9 feet, 8 inches	24	35.00
18½	10 feet, 10 inches	27	40.00
20½	12 feet	30	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case .....	.95
Large cartons or tins, 2 doz. in case	2.00
Dime Tumblers, 2 doz. in case .....	.90

Thredded Fish.

Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	240-280				
Ex. Norway, No. 3	300-350	23.00	12.10	6.25	1.40
Ex. Norway, No. 4	410-460	20.00	10.60	5.50	1.25
Ex. Bloaters, XXX	90-95	35.00	18.10	9.25	2.10
Ex. Bloaters, XX	100-110	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	190-210	24.00	12.60	6.50	1.45
Med. Shore, No. 1	220-240	22.00	11.60	6.00	1.35
Large Shore, No. 1	110-130	20.00	10.60	5.50	1.25
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.50	8.35	4.58	1.03
Small Irish, No. 2	475-525	15.00	8.10	4.25	1.00
New Medium Shore	160-180	16.00	8.60	4.50	1.05
New Large Shore	110-120	15.00	8.10	4.25	1.00
Large, No. 2	230-250	15.00	8.10	4.25	1.00

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Sp't, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round, Large	7.00	4.10			
Shore Round, Med	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Shad, No. 1, Mess, new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs. ....	.08
Gilt Edge, 40 lbs. ....	.06
Favorite Middies, 60 lbs. ....	.13

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs. ....	.07
Snow White, 1-lb. bricks, 20 lbs. ....	.08
Favorite Cod, 2-lb. bricks, 40 lbs. ....	.08½

Star Brand Boneless Herring.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case .....	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case .....	.90

Loose Codfish.

Extra Large Georges Cod .....	.09
Large Bank .....	.08
Medium Bank .....	.07
Pollock .....	.05
Hake .....	.04½
In original cases, 450 lbs., ¼ c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb.
Smoked Salmon, whole fish .....	.27
Cromarty Bloaters, 50s.	per box
" 100s.	"

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	
Apricots—	
Extra Choice Royals, 25 lbs. ....	.10¾
Standard Choice Royals, 25 lbs. ....	.09¾
Cherries—	
California, unpitted, Black, 25 lbs.	
California, pitted, Black, 25 lbs.	
Currents—	
Gold Medal, recleaned, 36 is. ....	.07¾
Gold Medal, loose, 25 lbs. ....	.07¾
Private Growth, extra, cleaned, 36 lbs. ....	.07½
" cleaned, 30 lbs. bulk .....	.07½
Peaches—	
Fancy Muirs, 50 lbs. ....	.10½
Extra Choice Muirs, 50 lbs. ....	.09½
Choice Muirs, 50 lbs. ....	.08½
Extra Choice, Yellow, 25 lbs. ....	.07¾
Choice Yellow, 25 lbs. ....	.07¾
Pears—	
Choice California, Bartlett, 25 lbs. ....	.10

-20-

Prunes— Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20-30, 25 lbs.				
30-40, 25 " .....	.08¾	.08½	.08	
40-50, 25 " .....	.07¾	.07½	.07½	
40-50, 50 "				
50-60, 25 " .....	.07¾	.07		
50-60, 50 " .....	.07	.06¾		
60-70, 25 " .....	.06¾	.06½	.06½	
60-70, 50 "				
70-80, 25 "				
70-80, 50 "				
80-90, 50 " .....	.05½		.05½	
90-100, 25 "				
90-100, 50 " .....		.04¾	.04	
100-120, 50 "				

Raisins—	
Muscatsels, 4 crown, 50 lb. ....	.05¾
" 3 " 50 lb. ....	.05½
" 50 lb. ....	.05
Cal. Thompson Seedless, 50 lbs. ....	.06½
Cal. Cleaned Sultanas, 50 lbs. ....	.06½
Cal. Sultanas, 50 lbs. ....	.06½
Cal. Seedless Muscatsels, 50 lbs. ....	.06
Gilbert's, Laver, Valencias, 28 lbs. ....	.05½
Raisins, Seeded—	
G. & S. fancy, 36 is. ....	.07½
Gold Ribbon, fancy, 36 is. ....	.07½
Owl, fancy, 36 is. ....	.07¾
Harvest, choice, 36 is. ....	.07
Citron, fancy, boxes, 10 lbs. ....	.15¾
" fancy, 25 lbs.	
Lemon Peel, fancy, boxes, 10 lbs., net. ....	.11
Orange Peel, fancy, boxes, 10 lbs., net. ....	.12

CEREAL COFFEE.

Postum Cereal—	
15-cent size, 2 doz.	2.70
25- " 1 "	2

THE CORN WITHOUT HULLS



The Pressing & Orr Co.
NORWALK, OHIO

Like to Eat Husks?

A meal of corn hulls would be like a meal of husks, and yet every brand of corn but **Winorr** cans the hulls with the kernels. Naturally not as bad as the hulls alone, but it's common sense that it takes away some of the goodness.

A special process we have removes the hulls from the corn we afterward pack under the brand **Winorr**. The result is a brand of unequalled tenderness, succulence and deliciousness. Try this on your trade.

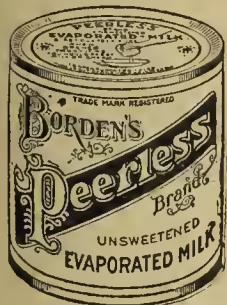
We also pack a full line of finest quality Berries and Vegetables, moist and condensed Mince Meat, Catsup and Salad Dressing.

We are the largest canners of Sauer Kraut in the United States.

THERE IS SATISFACTION

In handling a product which you know to be high grade. Gail Borden was the Pioneer in the condensing of Milk. The Borden Products have been Manufactured for 50 years with scrupulous care for those who demand the Best, and you are safe in recommending the Borden Brands as the

STANDARDS OF QUALITY.



PEERLESS BRAND EVAPORATED MILK

An Unsweetened Condensed Milk.

**ONE OF THE
BORDEN
STANDARDS.**

EST. 1857

BORDEN'S CONDENSED MILK CO.
"LEADERS OF QUALITY"

NEW YORK

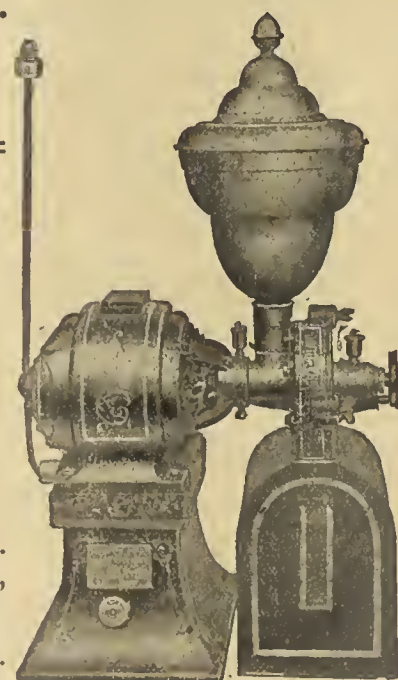
TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters with revolving doors are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES and the "STAR" COFFEE MILLS Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS**. WRITE FOR CATALOGUE.



MORGAN & CORNELL

211 DUANE ST.
NEW YORK

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.30
Lewis'.....	3.25
Red Seal 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
King Bird—	
100s, 3 gross.....	2.85
500s, 1 gross.....	4.00
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulean Parlor—	
65s.....	.41
100s, 5 gross.....	.90
500s.....	3.95
Vulcan Safety—	
65s, No. 37.....	.55
65s, No. 2.....	.45
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 5 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazepa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¼
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.08¾
" 18, 37 and 68-lb. buckets.....	.09
" 6 10-lb. buckets.....	6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....	3.80
" XXX, 18, 37 and 68-lb. buckets, per lb.....	.13
" 6 5-lb. glass jars, per case.....	4.40
Fairmount, bbls. and ½ bbls.....	.07¾
" 18, 37 and 68-lb. buckets.....	.08
Wm. J. Troth—	
Famous, bbls. and ½ bbls.....	.08¾
" 18, 37 and 60-lb. buckets.....	.09
" 6 10-lb. buckets.....	6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....	3.80
" XXX, 18, 37 and 60-lb. buckets, per lb.....	.13
" 6 5-lb. glass jars.....	4.40
Golden, bbls. and ½ bbls.....	.07¾
" 18, 37 and 60-lb. buckets.....	.08
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.50
No. 3, 6 glass jars.....	3.15
Family, Seedless—	
No. 5, 6 wooden pails.....	3.75
No. 10, 6 wooden pails.....	6.40
No. 18, 37 and 68, wooden pails.....	.09¾
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09¾
No. 2, 2 doz.....	2.00
Condensed, 3 doz. cartons in case.....	11.00
Keystone—	
Bbls., ½s and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08¼
Wooden kits, Nos. 20 and 35.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.07½
18 and 37 lb. kanakins.....	.08
10-lb. kanakins, 6 to crate.....	9.80
5-lb. " 6 to crate.....	5.30
5-lb. glass jars, 6 to crate.....	6.25
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., kegs and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.03¾
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.04¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12½

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" ½ pints.....	2.20
" Extra, quarts.....	5.40
" ½ pints.....	4.40
" ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per doz.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" pints, 2 doz.....	7.50
" ½ pints, 2 doz.....	4.75
" 8-oz. flasks, 2 ½ doz.....	7.50
" 12-oz. flasks, 2 ½ doz.....	9.00
" Sublime, 8-oz. flasks, 2 ½ doz.....	6.50
" 12-oz. flasks, 2 ½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscano, J. L. Neff & Co., Agents—	
24 ½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-g l. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints, 2 doz.....	4.75
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	2.10
10 ½-gal. tins.....	2.20
20 ¼-gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
19 x 20, full.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	.03
Roll—	
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¼
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Emboss'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union, Self-opening Square.	Union Bear Automatic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peerless Satchel Bot.
¼.....	.43	.41	.35	.31	.29	
½.....	.52	.50	.43	.37	.32	
1.....	.78	.71	.67	.55	.45	
2.....	.97	.88	.85	.71	.61	
3.....	1.25	1.09	1.04	.89	.75	
4.....	1.39	1.26	1.19	1.05	.87	
5.....	1.65	1.47	1.38	1.21	1.07	
6.....	1.95	1.72	1.64	1.41	1.23	
8.....	2.29	2.08	1.99	1.68	1.49	
10.....	2.55	2.39	2.16	1.83	1.65	
12.....	3.11	2.75	2.56	.....	.....
14.....	3.97	3.56	3.20	.....	.....
16.....	4.41	3.81	3.68	.....	.....
20.....	4.79	4.32	4.17	.....	.....
25.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.

Plain flour sacks, 12 ½-lb.....	per M.	4.00
" 25-lb.....	"	5.75
" 50-lb.....	"	11.00

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....	per doz.	4.75
" quarts.....	"	5.75
" 10-oz. jars.....	"	2.50
" 10-lb. pails.....	per pail	2.50
" 5-gal. kegs.....	per keg	2.00
Pigs' Feet, 10-lb. pails.....	per pail	1.00
" 5-gal. kegs.....	per keg	2.25
Pickled Beef Salad, in glass.....	per doz.	1.10
" Tripe, in glass.....	"	1.10
" Ox Heart, in glass.....	"	1.10
" Pigs' Feet, in glass.....	"	1.10
Russian Sardines.....	per keg	.75
" 5-lb. pails.....	per pail	.50
" 10-lb. pails.....	"	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.10
100 10-oz. ".....	4.00
24 20-oz. ".....	2.05
48 20-oz. ".....	4.00
I-X-L, 40 1s, White Rice.....	2.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½

PICKLES.

45 gal., 1200s.....	per bbl.	9.20
45 gal., 1000s.....	"	8.65
10-gal. kegs, 700s.....	"	3.25
Sweet Pickles, 500s to 600s, 5 gal.....	per keg	3.30
" 700s, 5 gal.....	"	3.60
" 1,000s, 5 gal.....	"	4.15
" 2,000s, 5 gal.....	"	5.00
Chow-Chow, No. 1, 5-gal. kegs.....	1.95	
" No. 2, 5 gal.....	1.75	
Chow and Mixed Pickles, 2 gal.....	per pail	1.00
Williams Bros.—		
Wilco Onions, 5 gals.....	3.25	
No. 8, Sour Gherkins, 2 doz.....	.87½	
No. 8, Sweet Gherkins, 2 doz.....	.90	
No. 8, Sour Mixed, 2 doz.....	.87½	
No. 8, Sour, assorted, 2 doz.....	.87½	
No. 8, Chow-Chow, 2 doz.....	.87½	
No. 8, Onions, 2 doz.....	.90	
Crosse & Blackwell's—		
Whole bbls., 5 doz.....	3.25	
Chow, pints, less quantity.....	3.30	
Mixed, less quantity.....	3.30	
Onions, pints, less quantity.....	3.30	
Plain, pints, less quantity.....	3.30	
Pin-Money Pickles—		
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—		
Glass, per case of—		
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.		
½ pts. pts. qts. ½ gal. gal.		
3.25 5.50 4.70 8.35 7.20		
Wood, each—		
1-gal. 2-gal. 5-gal. 10 to 45 gals.,		
kit kit kit per gal.		
1.20 2.30 5.50 1.00		

-24-

Melon, Cucumber, Bur, Pepper—Mango—

	2 doz.	1 doz.	1 doz.	½ doz.
Glass, per case of—	2 doz.	1 doz.	1 doz.	½ doz.
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.				
½ pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.20				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gals.,				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

	Per gal.
Duffy's—	
Pure Apple, extra old, bbls.....	.16
" 40 grain, bbls.....	.15
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.16
White Wine, 90 degrees.....	.20
Crown brand, pure cider, quarts.....	per doz. .90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" extra strength.....	.15
Crosse & Blackwell's.....	per doz. 2.00

PROVISIONS.

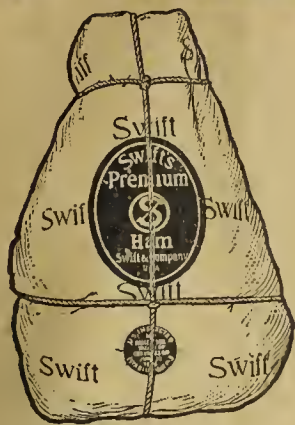
Hams, skinback, 18-20 lbs.....	.14
" 14-16 lbs.....	.13
" 10-12 lbs.....	.13½
Picnics, 6-8 lbs.....	.09
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets, city smoked.....	.18
" tenders and knucks.....	.20
" flats.....	.16
" air dried, sets.....	.24
" " tenders and knucks.....	.24
Jersey Pork, butt.....	per bbl. 17.50
" family.....	19.50
Breakfast Bacon, rib in.....	.12½
" boneless.....	.14½
S. P. Bellies, 14-15 lbs.....	.11
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.22
Beef Tongues, smoked, 5-6 lbs.....	per doz. 9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10½
Covered Hams, ¼-cent extra; Covered Shoulders	
Picnics and Bacon, ½-cent extra.	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	.14½
" " 12 to 14 lbs.....	.14½
" " 14 to 16 lbs.....	.14
" skinbacks.....	.15½
Shield Hams, 10 lb. average.....	.13½
" 12 ".....	.13½
" 14 ".....	.13
" 16 ".....	.12¾
" 18 ".....	.12¾
" skinbacks.....	.14
Picnic Hams, 5 to 6 lbs.....	.09
" 6 to 8 lbs.....	.08¾
Star Smoked Ox Tongues.....	.16
Beef Bologna.....	.08
Shield Parafined Bologna.....	.08
Berliner Ham.....	.09½
New Orleans Luncheon Meat.....	.10
Star Cooked Ox Tongue.....	.27
John Bower & Co.—	
Honey cure brand Hams, skinback.....	.15
" " large.....	.15
" " medium.....	.15
" " small.....	.15
" Breakfast Bacon.....	.14
" " boneless.....	.16
Beef, air-dried, regular sets.....	.20
" insides and knuckles.....	.22
Ham Bologna.....	.12
Beef Bologna.....	.12
Boiled Hams.....	.24
Beef Tongues.....	per doz. 8.00 10.00
Swift & Co.—	
Premium brand Hams, 10 lb. ....	.14¾
" " 12 lb. ....	.14¾
" " 14 lb. ....	.14¾
" " 16 lb. ....	.14¾
" " 18 lb. ....	.14¾
" " skinned, 18-20 lbs..	.15¾
" " boiled, skinned, fat-	
less.....	.26
" Bacon.....	.22
" Dried Beef, insides.....	.26
" Beef Tongues, short cut ..	.20
Winstchester brand Hams, skinned, all aver..	.14¾
" Picnics.....	.09¾

LARD AND COMPOUNDS.

	Pure, per lb.	Compound, per lb.
Tierces, about 340 lbs.....	.10½	.08¾
Plain tubs, 50 and 60-lb. cans.....	.10½	.08¾
10-lb. tin pails, 60 lbs.....	.11½	.09½
5-lb. " 60 lbs.....	.11¾	.09½
3-lb. " 60 lbs.....	.11¾	.09¾
Armour's—		
Shield Pure, 60-lb. tubs.....		.10½
Simon Pure, 3s, 5s and 10s.....		.12¾
White Cloud Compound.....		.08¾
Vegetable.....		.08¾
John Bower & Co.—		
Pure Kettle Rendered, tierces.....		.10½
" " tubs.....		.11
" " 3, 5 and 10 lb. cans..		.11½
Swift & Co.—		
Premium brand, tierces.....		.11¾
Silver Leaf brand, tierces.....		.10¾
Jewel, compound, tierces.....		.08¾
Cotosuet, tierces.....		.09¾

DRESSED MEATS.

	Per lb.
City Dressed Beef—	
Choice, native.....	.09½-.10½
Common.....	.07-.09



How to be Sure of Good Ham

Just see that it is **SWIFT'S PREMIUM HAM**. That is all you need to watch. We guarantee every ham that bears **SWIFT'S PREMIUM** brand.

That is mighty important to you, **BECAUSE** if a woman gets a good ham from you one time, and a poor one next time, she thinks you don't know your business, or you don't care whether you please her or not.

We get good hogs, selecting them carefully, cure our hams, so as to make them uniformly satisfactory, and then advertise them to make people's mouths water for them. You can be sure a **PREMIUM HAM** is tender, delicious and appetizing.

Swift & Company, U. S. A.



"GET SOME"

Why Do We Make Van Camp's Pork and Beans So Delicious?

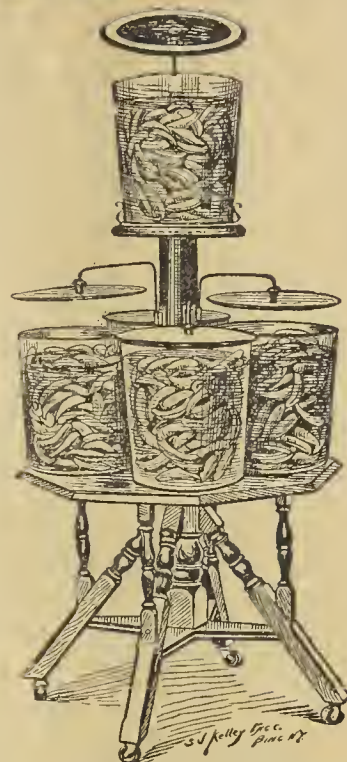
Is it any **Easier** or **Cheaper** to select the finest white beans and take ten times the trouble other packers do to get them just as good as possible? Of course not.

Then, why do we do it? Because we **Know** that the **Better** we make our beans the better they will **Sell**. It's business with us.

Now, if we take the country as a whole and find our beans sell best because they are the best quality, don't you think it will work out the same way in your store? Haven't you got the best chance to make money with the best beans? It's business with you, too.

"Get some" from your jobber.

The Van Camp Packing Company
Indianapolis, Indiana



This Is Not Only a Handsome Ornament, But It Is as Useful as It Is Handsome

This fixture embodies an entirely new idea in the matter of hinge. Instead of covers turning over back you simply lift by the bail and swing to the right when you have the jar exposed for use. The New Idea has four 3-gallon jars made of the best lead flint glass. Composition covers not affected by salt or acids; will not warp. All trimmings are nickel-plated. The woodwork is either solid oak or solid cherry, three-coat finish, no imitation. This fixture is like the others, absolutely fly and dust proof.

You can double your pickle sales by displaying them in this inviting way.

The Welles & Davis Mfg. Co., Wyalusing, Pa.

Oakdale Pretzels Are What You Want

☞ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

☞ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

☞ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. **LARD** a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Look At It and Taste It



The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil**, and you *know* it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

NICELLE OLIVE OIL CO.
105-109 Hudson Street, New York



**81%
Profit**

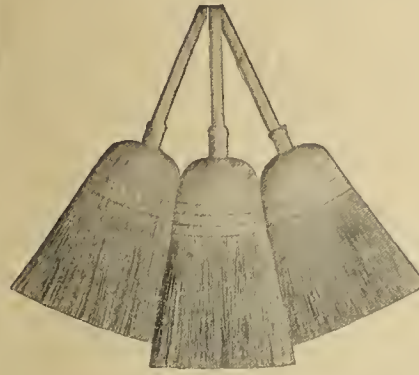
**DOES THIS TEMPT YOU TO HANDLE THE
OHIO BLUE TIP SAFETY MATCHES?**

An independent safety, double tip match, that is just about twice as reliable as the best other match made.

A good profit on a good thing—isn't that the ideal mercantile proposition? All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street

Brooms That Boom Business



CHIPMAN brooms will give your customers the most and best service because they are made right. A really good broom surprises a woman and she comes back for another like it. Sell another **CHIPMAN** broom and you'll get her for all time. "It pays to please." \$2.25 a dozen. Sells for 25c. Send for Price List of 30 different styles.

Chipman & Wills Broom Co., *Manufacturers of High Class Brooms* 5 Granite St., Philadelphia

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

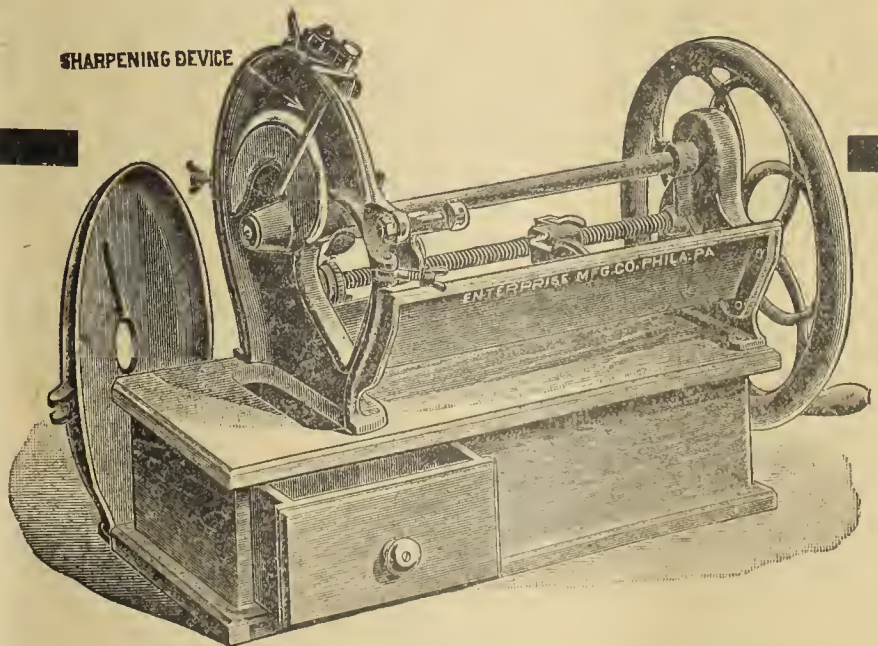
Is your equipment GOOD?

Then make it BETTER.

Don't rest till you have the BEST—

"ENTERPRISE"

SHARPENING DEVICE



The experience of all users proves that the **"Enterprise" Rotary Smoked Beef Shaver** greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to $\frac{1}{8}$ of an inch.

**AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE**

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

No. 125 (with 2 Blades) \$22.50
No. 129 (with 1 Blade) 22.50

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

-29-

SEEDS.

Canary, bush, 60-lb.	1.60	Mustard, Brown...	.06 1/2
Caraway.....	.12	Mustard, Yellow...	.06
Calery.....	.09	Rape, per lb.....	.05 1/2
Coriander, bleached	.05	Poppy, per lb.....	.10
Flax.....	.05	Sundower, per lb...	.04 1/2
Hemp, bush, 40-lb.	1.60		

SODA.

Bl-Carb., 110 lbs., keg	per lb.	.01 1/2
Bl-Carb., bulk, 25-lb. boxes	"	.03
Babbitt's Soda, 1/2 lb. pkgs., 25 lbs.	"	.05 1/2
Arm & Hammer bd., 1/2 lb., 36 lbs.	per lb.	.05 1/2
" " " " " " " "	"	.04 1/2
" " " " " " " "	"	.05 1/2
Saleratus, Babbitt's bd., 1/2 lb., 25-lb. boxes	"	.05 1/2

SOFT DRINKS.

Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87 1/2
Hires' Ginger Ale, Carbonated, 2 doz.	.87 1/2
Welch's Grape Juices, case quarts, 1 doz.	4.50
" " " " " " " "	4.75
" " " " " " " "	4.25
" " " " " " " "	6.00
" " " " " " " "	8.00
" " " " " " " "	7.50

Cliequot Club Co. :-	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birob Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Klensnab, 1/2 gross	2.50
Bon Ami, 10-cent size	1/2 gross 2.50
Electro Silcon, 1 doz.	per doz. .72
Pnts Liquid, large, 3 doz.	per gross, 16.50
Pnts Liquid, large, 3 doz.	per doz. 1.45
Pnts Liquid, small	per gross, 7.00
Pnts Liquid, small	per doz. .60
Pnts Paste, large	per doz. .55

SOAP—Laundry.

Acme.....	100	3.50
Acorn.....	120	2.45
Ark.....	100	1.85
American.....	100	2.80
Bee.....	100	3.90
Best, Babbitt.....	100	3.45
Babbitt's New York City.....	60	2.95
Big Master.....	70	2.90
Brown.....	60	2.40
Borax, Dreydoppel.....	40	2.60
" Pearl, Young & Co.....	40	2.80
" Day & Frick, Novelty.....	40	2.80
" Handsome.....	60	2.60
" Eavenson, large.....	100	4.75
" " small.....	100	3.75
" Kirkman's.....	100	3.75
" Rod Seal.....	100	3.80
" Swift's.....	100	4.00
Circus.....	100	3.50
Cotton Oil.....	100	5.80
Coal Oil Johnny.....	100	3.57 1/2
Cygnat.....	100	4.00
Dobblins' Electric.....	100	4.15
Dewey.....	100	2.15
Fairy.....	100	4.00
Fels-Naptha.....	100	4.00
Five-case lots freight prepaid.....	100	3.95
German Family.....	100	4.30
Good Morning.....	100	3.85
Glycerino Tar.....	100	3.75
Gloss.....	100	3.50
Grand Pa's.....	50	3.15
" " " " " " " "	100	3.80
Ivory.....	100	7.00
" " " " " " " "	100	4.00
Lenox.....	100	3.00
Lifo Boy.....	50	2.00
Lautz's Naptha.....	100	3.80
Magic Cleaner.....	100	3.00
Marseilles, laundry size.....	100	5.80
" " " " " " " "	100	4.00
" " " " " " " "	100	4.00
Mayer's.....	100	3.80
" " " " " " " "	50	1.90
Miller's Naptha.....	100	3.75
Naptha, Swift's.....	100	3.75
Naptha, P. & G.....	100	4.00
Oetagon.....	100	3.90
Old Mill.....	100	3.30
Ozone.....	100	3.75
Olefin, Conway's.....	60	2.45
" " " " " " " "	60	2.55
" " " " " " " "	60	2.95
" " " " " " " "	60	2.07 1/2
" " " " " " " "	60	2.60
" " " " " " " "	60	2.60
" " " " " " " "	60	1.60
" " " " " " " "	60	3.00
" " " " " " " "	60	2.80
Pride, Swift's.....	100	3.75

-30-

Polo.....	100	2.45
Quaker City, boxes.....	100	2.90
" " " " " " " "	150	4.60
Sunlight, oval.....	100	3.85
" " " " " " " "	100	3.95
Santa Claus.....	100	3.10
Saratoga.....	100	2.45
Star.....	100	3.00
Sunny Monday.....	100	4.00
White Cloud.....	100	3.85
Wool Soap, large.....	100	6.75
Wool Soap, small.....	100	4.00

TOILET SOAPS.

Buttermilk Cosmo.....	gross 6.50
Buttermilk Cosmo.....	doz. .60
Buttermilk, Swift's.....	gross 4.05
Castile, Imported, Contl.....	lb. .13 1/2
Castile, Contl, original boxes.....	lb. .11 1/2
Cutaneous, Dr. Ranb's.....	doz. .70
Elderflower, large cake.....	gross 4.40
Flour-de-lis.....	gross 4.50
Flour-de-lis.....	doz. .45
Hearts and Flowers.....	gross 10.25
Maxine Elliot.....	gross 8.10
Oatmeal, 3 cakes in box.....	gross 2.65
Olive Oil Castillo, white, green or mottled, 9	
1/2-lb. bars to box.....	lb. .09
Turkish Bath.....	doz. .40
Sweetheart, 50 cakes.....	box 1.75
Witch Hazel, 3 cakes, 1/2 gross.....	gross 3.25
Witch Hazel, Swift's.....	gross 4.05

SCOURING SOAP.

Day & Frick's Flint, 36 bars.....	1.24
Young's, 48 bars.....	1.80
Brooks' Crystal, 100 bars.....	3.35
Philadelphia Standard, 60 bars.....	.60
Sapallo, 36 bars.....	2.25
" " " " " " " "	2.25
Wrigley's, 100 bars.....	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars.....	2.35

SOAP POWDER.

Pearline, 36 packages.....	Per case 2.70
" " " " " " " "	2.70
" " " " " " " "	2.65
Soapine, No. 7, 100 packs.....	2.37 1/2
Soapine, No. 12, 100 packs.....	3.90
Soapine, No. 17, 36 packs.....	2.42 1/2
Babbitt's 1776 Powder, 100 6-oz.....	2.30
Finola, 100 packages.....	3.25
Gold Dust, Fairbank's, 100 12-oz. packages.....	4.00
" " " " " " " "	4.50
Naptha Borax, 100 packages, large.....	4.75
" " " " " " " "	3.75
Kirkoline, white, 24 4-lb. packs.....	3.57 1/2
Kirkoline, White, 100 5-cent packages.....	3.50
Young's Pearl Borax, 60 1-lb. packages.....	3.55
Snow Boy Washing Powder, 24 4-lb.....	4.00
" " " " " " " "	4.00
" " " " " " " "	4.00
Nine O'clock Tea, 100 packages.....	3.15
I-V Washing Tablets, 2 doz.....	per doz. .43
Swift's Washing Powder, 100 12-oz.....	3.85
Swift's Washing Powder, 24 4-lb.....	3.85
Pennywash, 1 gross and 144 1-cent cakes free.....	10.25
Powderline, 100 packages.....	3.75
Old Dutch Cleanser, 48 packages.....	3.25

SPECIALTIES.

Anker's Bouillon Capsules.....	3.00
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PURE GROUND SPICES.

Pepper—			
Black, High Grade.....	.14	.15	.17
Black, Low Grade.....	.10	.11	.13
White, High Grade.....	.28	.30	.30
White, Low Grade.....	.18	.20	.20
Red, High Grade.....	.21	.23	.23
Red, Low Grade.....	.16	.18	.18
Cinnamon—			
High Grade.....	.22	.23	.25
Low Grade.....	.13	.14	.16
Cloves—			
High Grade.....	.22	.23	.25
Low Grade.....	.16	.17	.19
Allspice—			
High Grade.....	.11 1/2	.12 1/2	.14 1/2
Ginger—			
High Grade.....	.25 1/2	.26 1/2	.28 1/2
Low Grade.....	.10	.11	.13
Mace—			
High Grade.....	.75	.77	.77
Nutmegs—			
High Grade.....	.30	.32	.32
Mustard—			
Yellow, High Grade.....	.19	.20	.22
Yellow, Low Grade.....	.14	.15	.17
Brown, High Grade.....	.14	.15	.17
McCormick & Co., Bee Brand—			
Pepper, Cinnamon, Mustard, Cloves, Glu-			
ger, Allspice.....	1/2 lb. .40		
" " " " " " " "	1/2 lb. .75		
Banquet Brand—			
Mustard, Cinnamon, Pepper, Cloves, Gin-			
ger, Allspice.....	1/2 lb. .40		
" " " " " " " "	1/2 lb. .75		

-31-

Colburn's Philadelphia Mustard, D. S. F. :-	
5 cent tins, 2 and 4 doz.....	per doz. .45
Dime size, 2 and 4 doz.....	" .85
1/2 lb. net, tins, 2 and 4 doz.....	" 1.00
" " " " " " " "	" 1.90
" " " " " " " "	" 3.70
6 lb. cans, full weight.....	per lb. .23
" " " " " " " "	" .22
Colman's Mustard, D. S. F. :-	
1-lb. tins.....	per doz. 5.40
1/2-lb. tins.....	" 2.70
1/4-lb. tins.....	" 1.45
1/2-lb. tins.....	" .90
18-lb. kegs.....	.43

MUSTARD—Prepared.

Campbell's, jar, 2 doz.....	Per doz. .87 1/2
Gulden's, No. 6, with spoon, 2 doz.....	.95
Gulden's, No. 20, with spoon, 2 doz.....	.88
Beer Mug, fancy, large size, 2 doz.....	.65
Lemonade Glass, tall, 2 doz.....	.75
Horseradish and Mustard, No. 8, with spoon,	
2 doz.....	.90
Milk Jar, glass top, 2 doz.....	.85
Water Tumblers, glass, No. 10, 4 doz.....	.42 1/2

WHOLE SPICES.

Pepper, Black.....	Per lb. .07 1/2
Allspice.....	.06
Cloves.....	.11 1/2
Mace.....	.48
Nutmegs, large.....	.16
" " " " " " " "	.13
" " " " " " " "	.13
" " " " " " " "	.12
" " " " " " " "	.30
" " " " " " " "	.79
Whole Mixed Spices, bulk, 6-lb. boxes.....	10
Green Ginger Root.....	.05

CORN STARCH.

Davis, 48 5-cent packages.....	per case 1.80
Davis, 36 10-cent packages.....	per case 2.70
Duryea's, 40-lb., 1-lb. packages.....	.06 1/2
Niagara, 40-lb., 1-lb. " " " "	.04 1/2
Cream, 48-lb., 1-lb. " " " "	3.45
Kingsford's, 40-lb., 1-lb. " " " "	.06 1/2
Murdoch's Oswego—	
1 lb. packages, 40 lb. boxes.....	.07 1/2
1 lb. packages, 20 lb. boxes.....	.07 1/2
Bbls, about 200 lbs.....	.06 1/2

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes.....	.03 1/2
" Patent Gloss, crates, 12 6-lb. wd. bxs.	.05 1/2
" Linon Gloss, 3-lb. cartons.....	.04 1/2
Kingsford's, Pure, 3-lb. cartons.....	.06 1/2
" Pure Gloss, lb. packages.....	.06 1/2
" Silver Gloss, 12 6-lb. wd. bxs.....	.07 1/2
Duryea's, Superior, 3-lb. cartons.....	.06 1/2
" Satin Gloss, lb. packages.....	.07 1/2
" Superior B, bulk.....	.03 1/2
boxes.....	.07 1/2
Niagara, laundry, 50-lb. bulk.....	.03 1/2
" 1 lb. packages, 48 lbs.....	.04 1/2
" 3-lb. cartons, 48 lbs.....	.04 1/2
" 6-lb. boxes.....	.05 1/2
Celluloid, 64 10-cent packages.....	4.30
" " " " " " " "	2.20
Elastic, 64 10-cent packages.....	5.00
" " " " " " " "	2.50
Dreydoppel's Moulding Starch for black	
goods, 36 packages.....	per package .08
Starch Polish, 20 cakes.....	per box .50
Murdoch's Starch—	
Velvet Gloss, 1 lb. packages, 40 lb. boxes...	.07 1/2
Velvet Gloss, 6 lb. boxes, sliding covers, 12	
boxes in crate.....	.08 1/2
Velvet Gloss, about 200 lbs.....	.07 1/2
Snow Gloss, 3 lb. cartons, 48 lb. boxes.....	.06 1/2
Sterling Gloss, 50 lb. boxes per 100 lbs.....	3.85

STOVE POLISH.

Enameline Paste, small, 1/2 gross.....	Per gro 4.00
Enameline Paste, large, 1/2 gross.....	7.00
Enameline, Liquid, large, 1/2 gross.....	6.65
Enameline, Liquid, small, 1/2 gross.....	4.90
Electric Paste, 1/2 gross boxes.....	4.20
Magic Paste, 1/2 gross boxes.....	4.75
Parlor Prido, large also.....	per doz. .87 1/2
" " " " " " " "	per gross 10.25
" " " " " " " "	per doz. .70
Climax Enamel 1/2 gro.....	per gross 9.40
Black Jack, 1/2 gross, per gross.....	6.60
Rising Sun.....	per gro. 5.75
Sun Paste, 5-cent size.....	" 4.50
" " " " " " " "	" 7.80
X-Ray Stove Polish—	
5-cent also, No. 5, per box of 1/2 gross.....	1.25
Per box of 1/2 gross.....	2.50
14 dozen to gross.....	5.00
10-cent also, No. 10, per box of 1/2 gross.....	2.25
Per box of 1/2 gross.....	4.50
Per gross.....	9.00

-32-

F. F. Dalley Co.—	
2-in-1, smaller size.....	per doz. .75
2-in-1, large size.....	" 1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round.....	per pkg. .04 1/2
Excelsior, 24 packs.....	" .05 1/2
McAllister, 36 packs.....	" .05 1/2
Rosensteins, 1 lb. pkgs., 2 doz.....	per lb. .05 1/2
Bird Gravel—	
Bird Food Co., Rod, pints, 3 doz.....	per doz. .35
Red, quarts, 3 doz.....	" .70
Silver, pints, 3 doz.....	" .35
" " " " " " " "	" .70
Bath Brick, 25 bricks.....	per box .60
Toothpicks, Eureka, 100 boxes.....	case 1.85
Toothpicks, Perfection, 2 doz.....	per doz. .42 1/2
Royal Glue, 1 doz.....	per doz. .80
Paist's " " " " " " " "	" .40
Carpet Tacks, Wooden Keg, 1/2 gross case,	
assorted, 6, 8, 10's.....	per case .90
Carpet Tacks, Silver Steel, 4 oz.....	per doz. .06
6 oz.....	.06 1/2
8 oz.....	.07 1/2
10 oz.....	.08 1/2
12 oz.....	.09 1/2
Matting Tacks—	
No. 10, steel.....	per doz. .12
No. 11, steel.....	per doz. .10 1/2
No. 12, steel.....	per doz. .13
G. B. Weiss & Son—	
Sole Leather, No. 1, .25; No. 2, .23; No. 3, .21	
Cut Sole Leather, out into taps, 6 inches high	1.52
5 1/2 inches high.....	1.48
5 inches high.....	1.42
4 1/2 inches high.....	1.25
4 inches high.....	1.18
3 1/2 inches high.....	1.05
3 inches high.....	.98



SEIBERT'S

Poison Fly Paper

Pays 150% Profit

A very attractive package and a good seller.

Put up 50 envelopes in a display box like cut \$1.00

Retail at 5 cents an envelope

Fly Ribbon.....	per gross 4.80
Fly Paper, Tanglefoot.....	per case 2.20
Fly Paper, Sticky, 10 cartons.....	per case 3.00
Stickite Fly Paper, 100.....	per case 2.35
Stickite Fly Paper, 10 cartons.....	per case 2.35
Wax, White and Yellow.....	per lb. .30

ROPE, TIE YARN

No Friends Among the Wheelwrights



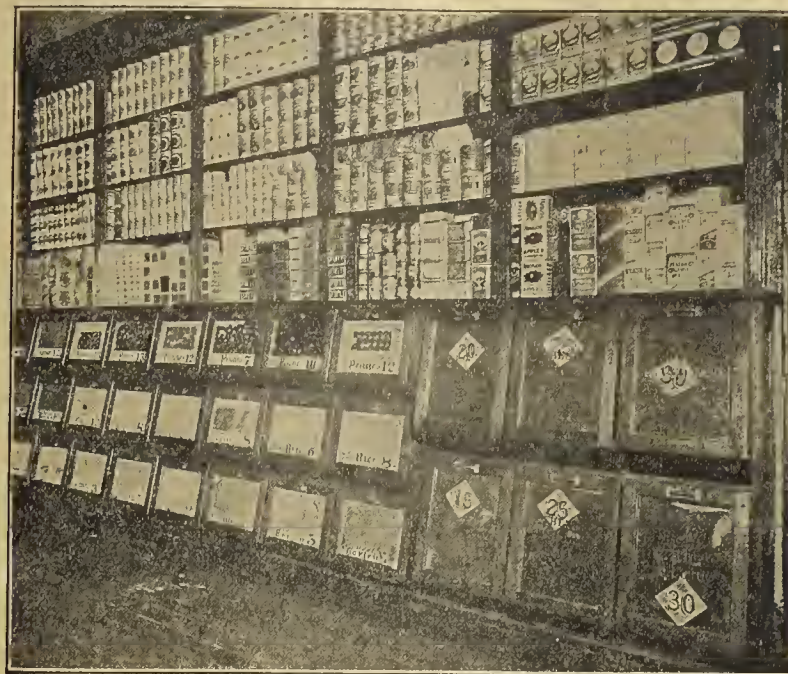
Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

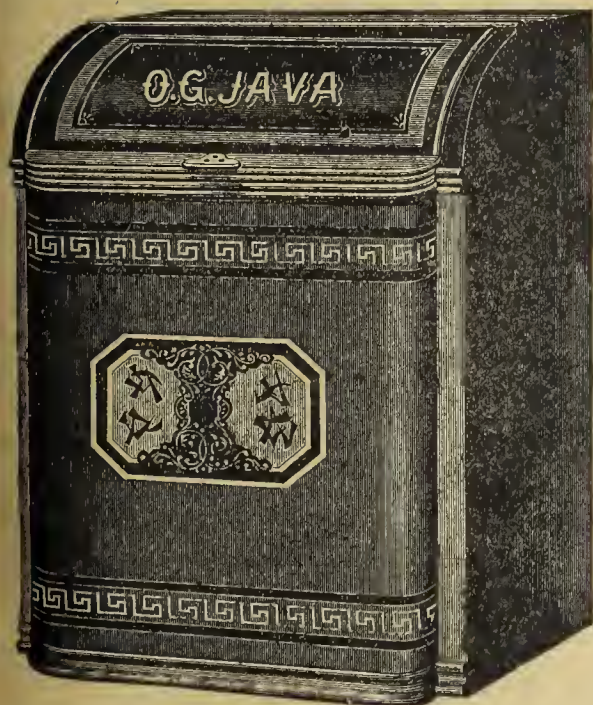
FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.
18 to 24 S. Seventh St., Philadelphia, Pa.



COFFEE AND TEA BINS THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace

them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street
PHILADELPHIA, PA., U. S. A.



-33-		-34-		-35-		-36-	
Banner, in jars, compound.....per doz. 1.00		No. WASHBOARDS. Per doz.		BRUSHES.		TOBACCOS—PLUG.	
White Clover, in jars, compound..... 1.00		69, Good Enough, double, spring protector... 3.65		No. SCRUB BRUSHES. Per doz.		Battle Ax..... 37	
Purina Pancake Syrup, 36 pts..... 2.25		57, Peerless, double..... 3.75		22, White corner..... 70		Deer Skin..... 37	
" " 24 qts..... 4.00		80, Seal Globe, double, swing protector..... 3.30		23, Medium size..... 80		Gold Rope..... 56	
" " 12 1/2 gals..... 7.00		61, Peerless, double, spring protector..... 4.45		27, Large..... 1.00		Jolly Tar..... 39	
" " 6 gals..... 12.00		110, Peerless, single, spring protector..... 3.55		13, Marble, medium size..... 90		Newsboy..... 39	
MAPLE SYRUP.		100, Northern Queen, single, protector..... 3.10		00, White..... 45		Old Honesty..... 43	
Golden Tree Maple Syrup, dos..... 2.25		101, Tidal Wave, single, protector..... 2.75		Handy House..... 42		Piper Hellsick..... 64	
" " medium, dos..... 1.45		118, Good Enough, single, protector..... 3.15		No. STOVE BRUSHES. Per doz.		Spear Head..... 44	
" " small, dos..... 92 1/2		175, Glass..... 3.50		20, Black bristle, curved end, wood handle.... 90		Standard Navy..... 37	
Vermont Maple Syrup, gal. tins.....per gal. 1.25		Murdoch..... 2.75		21, X, crescent shape..... 1.75		Toddy..... 35	
" " 1/2 gal. tins.....per doz. 7.75		Celery City..... 3.00		1, strap handle, grey fibre..... 1.20		Vinco..... 38	
Hazen's Maple Syrup, qt. bottles..... 4.00		126, Single Ruby..... 2.60		2, strap handle, grey fibre..... 1.65		Town Talk..... 28	
" " pt. bottles..... 2.40		128, Anchor, single head..... 2.25		6, all hair, extra quality..... 2.75			
Towle's Log Cabin "Camp" Syrup— Per doz.		130, Little Gem, pail beard..... 1.35		No. SHOE BRUSHES. Per doz.		SMOKING TOBACCO. Per lb.	
Gallon cans, 6 in case..... 13.50		BUCKETS. Per doz.		0, Mexican fibre..... 90		Briar Pipe..... 38	
Half-gallon cans, 12 in case..... 7.25		O. G., 2 electric hoops..... 1.75		1, Mexican fibre, large..... 1.30		Duke's Mixture..... 39	
Quart cans, 24 in case..... 4.12 1/2		Clear, 2 hoop..... 1.65		4, Bristle outside..... 1.65		Greenback..... 38	
Flat cans, 24 in case..... 2.50		Clear, 3 hoop..... 1.75		5, All bristle..... 1.75		Green Turtle..... 28	
Quart bottles, 12 in case..... 4.50		Electric Cedar, 2 hoop..... 2.40		16X, All bristle, extra value..... 2.15		G. & A. Navy, 3 1/2 oz..... 34	
Flat bottles, 24 in case..... 2.75		Electric Cedar, 3 hoop..... 2.60		18, All bristle, spotted white..... 2.80		Honest..... 39	
Jacket cans.....per gallon 1.00		Pine, 3 galvanized hoops..... 2.20		No. WHITEWASH BRUSHES. Per doz.		Polar Bear..... 39	
CRESCENT MAPLEINE. Per doz.		Galvanized, 12 quart..... 1.85		6, 6 in., White tampono..... 40		Ripple..... 39	
2-oz..... 3.00		Galvanized, 14 quart..... 2.00		7, 7 in., White tampono..... 48		Sensation..... 39	
4-oz..... 5.25		No. BUTTER DISHES. Per M		8, 8 in., White tampono..... 55		Wild Rose..... 39	
8-oz..... 9.50		1, Solid oval..... 90		10, 7 in., Family, extra heavy..... 1.70			
16-oz..... 18.00		2, Solid oval..... 1.25		12, 8 in., Family, extra heavy..... 1.25			
32-oz..... 35.00		3, Solid oval..... 1.50		6, 5 in., A., hair bristle..... 1.40			
Gallons.....each 11.00		5, Solid oval..... 2.00		8, 6 in., A., hair bristle..... 1.65			
OIL OF MAPLEINE. Per doz.		1, Wire ends..... 1.20		10, 7 in., A., hair bristle..... 2.00			
1-oz..... 2.70		2, Wire ends..... 1.40		12, 8 in., A., hair bristle..... 2.35			
2-oz..... 4.50		3, Wire ends..... 1.80		6, 5 in., Ideal, all bristle, 3 row..... 1.90			
4-oz..... 8.25		5, Wire ends..... 2.10		8, 6 in., Ideal, all bristle, 3 row..... 2.25			
8-oz..... 15.00		Picnic Plates, 8 inch..... 2.35		No. DUST BRUSHES. Per doz.			
16-oz..... 27.00		Picnic Plates, 9 inch..... 2.35		7X, Fibre, wire drawn..... 90			
32-oz..... 48.00		Crates contain 50 each.		21, All hair, wire drawn..... 2.25			
Gallons.....each 15.00		CLOTHES PINE. Per box.		28, White, wire drawn..... 2.90			
WOOD AND WILLOW WARE.		5 gross..... 44		1, 7 in., All hair, flat end..... 2.05			
BROOMS. Per doz.		EGG CRATES.		22, 7 in., Mixed, round end..... 2.10			
Little Gem, parlor, 2 string..... 2.40		Perfection..... 1.00		11X, 7 in., All hair, round end..... 2.25			
N U, No. 6, split handles..... 2.45		Perfection, 10 sets fillers..... 2.35					
Leader, No. 6, 3 string, red handles..... 2.40							
Princess, No. 4, fancy handles..... 2.75							
Parlor, No. 3, 2 tie..... 1.85							
Tey Brooms..... 90							
Whisks, 2 sewed..... 90							
Stable, 2 tie, rattan centre..... 3.50							
Stable, 3 tie, rattan centre..... 4.00							
Factory, heavy..... 2.90							
Handy Wall Broom Rack, for 12 brooms..... 90							

D X N D X N D X N D X N D X N D X N D X N D X N

A new product from an old house

DIXON'S

POWDERED

STOVE POLISH

The Dixon reputation, the Dixon value, the large Dixon size of package and the Dixon premium plan are all individual features of the new product—these features will make sales and earn profits for you. 80 years' experience has gone into the making of Dixon's Powdered Stove Polish.

Write to our Stove Polish Department for all the particulars.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

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PEANUTS—FIVE A BAG

Everywhere you go you hear that cry. Don't you think you should have some of the trade that the peddler has? If you knew that with an

Acme Peanut Roaster

you could clear 300 per cent., would you not put one in when you learn that any boy can run it, and that there's nothing to get out of order, and that it will pay for itself in one month's time? We think you will, and we will be pleased to furnish further particulars and prices on request.

ATSATT BROS.

24 Pearl St., Mattapoisett, Mass

Want a \$10 Morris Chair for Nothing?



You can easily obtain a handsome chair for nothing if you will save the certificates given with

Zahm's Independent (Scrap) Tobaccos

"Blue Hen," "High Card," "Rex" and "Z"

These tobaccos are the finest of their kind, and are made in an independent factory by Union help.

Write for prices and particulars.

The J. F. Zahm Tobacco Co.

TOLEDO, OHIO

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

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PHILADELPHIA AND NEW YORK, AUGUST 24, 1908

No. 8.

Contents.

	PAGE
Pennsylvania Food Act of 1907 Held Unconstitutional.....	6
Norwegian Sardine Packers Already Considering Cheapening of Their Product.....	6
Help Wanted on Two Practical Subjects.....	7
Look Out for This Soap Fake.....	8
Meat Packers' Association Instigates Local Sausage Suits.....	8
Who Gluten Flour Firms Pay Food Fines.....	8
"Globe Association" Working East.....	9
Correspondence.....	9
Editorial.....	10
Making Up Cuts.	
The Swindler's Smooth Road.	
Ignorance from an Eminent Source.	
Winding Some Things Close.....	10
Can Canned Tomato Pulp for Catsup and Preservatives Not Necessary.....	12
Northwestern Jobbers' New Code of Trade Ethics.....	13
Along the Trade.....	13
On the Grocery Markets.....	14
Individual Market Reports.....	14
Window Dressing Articles Wanted.....	17
General Stores Selling Any of These Medicines Must Pay \$25 Tax.....	17
The New York Letter.....	18
More Delegates to Pennsylvania State Convention.....	18
Lives Look Strong.....	19
The Science of Advertising.....	19
Legal Department.....	20
Two-Minute Sermons for the Retail Grocer.....	20
The Stroller's Column (Contributed).....	22
Selling Goods After You Don't Need To.	
Window Dressing for Grocers.....	27
Sociation News.....	28
Telling Talks With Grocery Clerks.....	29
More Specific Food Crop Data.....	30
Failures Still Exceed 1907.....	30
Want Department.....	30
Altmore Prices-Current.....	33
New York Price-List.....	34
Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	30
Anker's Bouillon Capsules.....	39
American Can Co.....	9
Arbuckle Bros.....	Cover 3
Armour & Co.....	11
Babbitt, B. T.....	50
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	31
Barber & Perkins.....	8
Bell & Sons, Samuel.....	41
Bishop, R. W.....	31
Blooker's Cocoa.....	39
Bower & Co., John.....	45
Brown & Co., P. F.....	16
Brown Manufacturing Co., Ltd., The.....	47
Buckley, Elton J.....	6
Bucknam & Vanderpoel Co.....	47
Burk, Louis.....	39
Butler Brothers.....	21
Cauchois & Co., F. A.....	Cover 2
Ceylon Tea.....	7
Chilpman & Wills Broom Co.....	47
Croft & Allen Co.....	41
Daetwyler & Co., R.....	32
Eby Co., The Frank C.....	39
Egg-O-See Cereal Co.....	47

	PAGE		PAGE
Enterprise Mfg. Co. of Pa., The.....	Cover 1	Millbourne Mills.....	22
Esterbrook Steel Pen Co., The.....	Cover 4	Moore & Co., E. B.....	Cover 3
Fell Manufacturing Co., E. C.....	Cover 2	National Cash Register Co.....	3
Fels & Co.....	13	Nicelle Olive Oil Co.....	45
Flischer & Co., B.....	37	Oakdale Baking Co.....	31
Fleischmann's Yeast.....	31	Ohio Match Sales Company.....	47
Fly Ribbon Mfg. Co., The.....	32	Philadelphia Electric Co., The.....	12
Forbes, J. P.....	13	Pressing & Orr Co., The.....	Cover 2
Franklin Sugar Refining Co.....	43	Quaker City Preserve Co.....	31
Freihofer Vienna Baking Company.....	41	Ritter Conserve Co., Philip J.....	37
Frye & Co., Jed.....	31	Royal Specialty Co.....	39
Fulton & Walker Co.....	49	Sauer Co., C. F.....	Cover 4
Goff & Sons Co., S. B.....	22	Shinn & Kirk.....	45
Gold Medal Flour.....	41	Swift & Co.....	45
Great Western Cereal Co., The.....	9	Swift & Co., Gloucester, Mass.....	22
Grocers' Printing Co.....	11	Troemner, Henry.....	49
Heacock, H. F.....	16	United Store Service and Tube Co.....	50
Hires Condensed Milk Co.....	Cover 4	Van Camp Packing Co.....	45
Indexed Coupon Books.....	13	Vance & Co., James M.....	16
Iroquois Canning Co.....	43	Walker Patent Pivoted Bin Co.....	49
Ivins' Son, J. S.....	4	Washburn-Crosby Co.....	41
Kingsbury, H. P. D.....	39	Welles & Davis Mfg. Co., The.....	45
Knight Cooking Extract Co.....	43	Wells & Richardson Co.....	31
Lamson Consolidated Store Service Co.,	37	Wilde's Sons Co., Samuel.....	41
Lautz Bros. & Co.....	Cover 2	Williams Bros. Co., The.....	47
Leggett & Co., Francis H.....	15	Young & Co., Chas. W.....	13
Lindsley J. V., & Company.....	12	Zahm Tobacco Company, J. F.....	50
McCahan Sugar Refining Co., The W. J.,	Cover 3	Zipp Manufacturing Co.....	13

Pennsylvania Food Act of 1907 Held Unconstitutional

In the Sulphured Peach Case, Blair County Court Holds Law Defective in Several Points. Not Yet Clearly Understood which Parts are Good and which Bad. Grounds on which Decision was Based.

In the case of Commonwealth vs. Kephart, tried several months ago before the Blair County Court, and based on the sale of California dried peaches alleged to have contained sulphurous acid, the court on Thursday last rendered a decision that the food act of 1907 was at least in part unconstitutional. The decision was based almost wholly on technicalities. Precisely the same sort of a case is pending in Clearfield County.

The Blair County Court holds the law unconstitutional mainly on two grounds:—

First—Because it is an amendment of prior laws and violates a constitutional provision that no law shall amend another simply by referring to that other's title. The act or part amended must be reproduced verbatim in the amending act.

Second—Because of the section which provides that no action shall be brought in this State for the adulteration of food where the product under suspicion is legal under the Federal food law or the rules and regulations promulgated from time to time under that law. This, the court says, attempts to read into the Pennsylvania law a shifting standard, and a standard which may change every time the Federal Government issues a new rule.

An extract from the court's decision is as follows:—

The evident legislative intention was to give the retailer a defense if he had a proper guarantee. To emasculate the proviso heretofore referred to would defeat such legislative intent, because the act provides that a guarantee sufficient under the Federal laws shall be a protection under our State laws.

Said act deals unfairly with wholesalers or jobbers in Pennsylvania. If such parties give a guarantee to a retailer and the goods are adulterated they can be prosecuted forthwith in the State of Pennsylvania. But suppose the retailer buys from a wholesaler in New York? The goods are found to be adulterated. All the remedy the Pure Food Department of Pennsylvania has is to notify the Pure Food Department of the United States of such adulteration, and it is very conceivable that in the crush of business in the United States Court in New York no prosecution would ever be tried against the New York wholesaler.

Consequently he could afford to sell goods at a much lower rate than our own Pennsylvania wholesaler.

The decision was handed down so late in the week that its complete text could not be obtained in time for this issue. It will be presented if possible next week.

In the course of the decision the court reiterates the well-known rule that a part of a statute may be declared unconstitutional without affecting the remainder. So far as can be learned at this writing, however, the court does not give any opinion as to which portions of the

Act of 1907 its decision strikes down.

Naturally the opinion merely constitutes a foundation for appeal to the higher court. If it is affirmed there, either of several results may ensue:—

The entire act may be declared unconstitutional. In that case the old law of 1895, which is satisfactory to nobody, will be re-enacted, though by that time the Legislature will probably be in session and will be able to enact another law.

Or—

The act may simply be held unconstitutional as to part. In that event the balance remains undisturbed, but will be largely ineffective by reason of its emasculation. This too can be cured by the next Legislature.

The decision will generally be deplored by the trade at large, particularly the retail trade, which it protected as no previous food law ever did.

Norwegian Sardine Packers Already Considering Cheapening of Their Product

Special Agent for United States State Department Writes that They Would Like to Use Cottonseed Oil and Will as Soon as They Consider it Feasible. Reports from Two Sardine Centres.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

August 20, 1908.

Some information obtained during the week through the State Department indicates that the packers of Norwegian sardines, which are just beginning to obtain a foothold in this country, are already discussing ways and means for cheapening the product. Practically all Norwegian brands of sardines are now packed in olive oil, and this is one reason why they are liked in this country. The packers, according to my information, are strongly considering changing this to cottonseed oil.

The information referred to was sent to the State Department by Special Agent A. G. Perkins, who writes as follows:—

Among the sardine packers I found only one who is using cottonseed oil at present. This packer stated that he had found cottonseed oil very satisfactory, and would con-

tinue to use it; he also stated that he would like to get even a lower grade than the choice butter oil he is now using, and while a lower grade may be suitable, it is perhaps doubtful if the use of inferior oil should be encouraged until it is proven beyond a doubt that it will not injure the trade as a whole. Talking with other packers, I learned that several of them had tried cottonseed oil, and not one, even the experts, could tell any difference between the sardines packed in cottonseed oil and those in olive oil, except by chemical analysis. All those who had tried cottonseed oil pronounced it as good as olive oil for that purpose.

While in Christiania I was informed that the Association of Sardine Packers at Stavanger had bound themselves under some kind of penalty not to use cottonseed oil, so immediately on arrival in Stavanger I called on different members of this association, including the president and vice-president, and learned that, while such a resolution had been offered and was then under consideration it had not yet been adopted. Asked if cottonseed oil was inferior to olive or any other oil for this purpose, they all said, "only in name," and "especially in the United States, where nearly half of our sardines go." It is claimed that the resolution was intended more to protect the good name of Norwegian sardines in foreign markets, especially

the United States, than to prevent the use of cottonseed oil. The main cause of the resolution being offered is said to be that dealers in the United States will not buy sardines marked "packed in cottonseed oil," except at a difference of 3 shillings (73 cents) per case, as compared with sardines marked "packed in olive oil," whereas the difference in the cost of the oils is about 1 shilling (24 cents) per case. Also that the American authorities will not admit goods marked "packed in oil" requiring the name of the oil used on every tin. It was suggested to these gentlemen that such a resolution, if adopted, would be more a slur on American cottonseed oil than praise for their sardines, and in view of the United States admitting their Brisling under the name of "Norwegian sardines," it would appear like returning evil for good to condemn such a wholesome American product, which they all admit is equally as good as any other oil for this purpose. Before leaving Stavanger I felt reasonably assured that the resolution would not be adopted, and Consul Rasmussen, who was present at most of the interviews and participated in the arguments is of the same opinion.

The special agent also went to Bergen, another important Norwegian sardine centre. From his report sent from there it would seem as if he was deliberately helping the Norwegian packers on to their own destruction, as it appears reasonably clear that Norwegian sardines will not sell as well in this country packed in cottonseed oil as in olive oil. Mr. Perkins' report from Bergen is in part as follows:—

Bergen is another promising market for cottonseed oil, with the sardine packers, the latter, however, depending on the American manufacturers educating the people up to buying sardines packed in cottonseed oil. The writer secured two small tins of sardines, one packed in cottonseed oil and the other in olive oil, and opened them in the presence of three gentlemen, one being an expert sardine buyer for an American house. After sampling the two boxes, much to my delight they all pronounced the flavor of the sardines packed in cottonseed oil superior to those packed in olive oil. I understand that an American company has ordered several hundred cases of these sardines to be packed in cottonseed oil, and so marked, for shipment to the United States, which is certainly commendable, and if a demand can be created for these sardines the increased consumption of American cottonseed oil will naturally follow.

HOLT.

ELTON J. BUCKLEY

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**COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

Help Wanted on Two Practical Subjects

Pennsylvania Subscriber Asks for Advice on Hiring a Traveling Solicitor on Commission. New Jersey Grocer Thinks of Building and Wants Data Regarding Relative Merits of Brick and Frame.

The following letter brings forward a comparatively new idea regarding the employment of solicitors by retail grocers:—

Philadelphia, August 16, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—I have a grocery and general store in a small way. I am trying to do a cash business because I cannot afford to run any risk. The business is not what it should be, so I would like to engage a man with horse and wagon, to go out, take orders and deliver the goods on commission I furnish the goods and stable room for horse and wagon. He is to keep his horse and wagon at his own expense. Would 10 per cent. commission enable a man to make a living wage? How much business should such a man do in a day or week in the grocery business under such a plan? Could you advise me of a better plan? I cannot afford to engage a man on salary. Thanking you for past favors I remain
Yours truly J. K.

It might be possible for a solicitor engaged on this plan to succeed if he were connected with a good-sized store, but there is one question whether he could do so with a small store. The fact that the lines of stock and the stock itself would be limited is one important reason for this. Unless he succeeded rather largely it seems clear that he could not make much of a living.

For instance, we will suppose that the solicitor has \$200 invested in his team. Naturally he must get interest on this, also enough to cover depreciation, which if the horse is beyond a certain age, is quite rapid. Possibly it would be well to allow 20 per cent. for those items, or \$40 a year. It will cost to feed the horse around \$2.50 per week, or \$130 per year. There is then a fixed charge of \$170 per year to be met by the solicitor under these conditions.

The correspondent says this is a small store, but not how small. Let us suppose it is now doing \$150 per week, and that the solicitor could add \$100 in the orders he would take, though this is very doubtful unless the opportunities are especially favorable. His commission on the \$100 he added would only be \$10, or \$520 per year, out of which would have

to come the \$170 fixed charges, leaving only \$350, or less than \$7 per week. This would not be enough; with a good team he could make much more in other directions.

If the business is small, it seems clear that it could not afford to pay a sufficiently large commission to make it profitable for the solicitor.

The "Grocery World and General Merchant" would very much like to have the views of subscribers on this subject, as they are apt to be much more valuable than any obtained from other sources.

Here is another letter on a practical subject:—

Milltown, N. J., July 30, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—I am thinking of building a store for myself as I am badly cramped for room where I now rent.

If you can, will you kindly give me a few points as to which would profitably be the more economical in the long run, brick or frame?

I think of building, about 30 x 60, two stories and of keeping a pretty general line of groceries, hardware, notions, etc.; also fruits and vegetables.

Any information or advice other than that mentioned above, as to plan, probable cost of building, style of furnishings, lighting, heating, etc., will be greatly appreciated.

If any grocer sees this and feels so inclined, I should like to hear from him on the subject.

Yours truly,
CHRIS. CRABIEL.

This is one of those subjects on which the "Grocery World and General Merchant" always likes to consult its subscribers. It is one of those practical points on which an ounce of actual experience is worth a ton of theory.

On general principles it would seem as if a brick building was sure to be more durable than one of frame. The other details will be found to vary greatly on account of local conditions.

The "Grocery World and General Merchant" earnestly requests subscribers who have views and experience on the above subject to send them in for publication. The "Grocery World and General Merchant" can thus become

To the Trade:

It Cannot Be Too Often
Repeated That, in Selling

CEYLON TEA

You Should

TEACH THE CUSTOMER

How to Prepare It.

The Superabundant Life
and Vigor of the Ceylon
Plant Give Its Leaves

All Tea Properties In High Degree.

3 to 5 Minutes' Drawing
With Furiously Boiling
Water Suffices to Obtain
the

Delicious Aroma, the Delicate Flavor and the Invigorating Tonic.

a most valuable medium for the interchange of views on any subject that puzzles a given subscriber.

Two Gluten Flour Firms Pay Food Fines.

Health Food Co. and Farwell & Rhines Admit Gluten Flour was Adulterated and Settle their Cases. General Investigation into Purity of Flour Now on in Pennsylvania.

Pennsylvania Dairy and Food Commissioner Foust has given it out during the week that he is about to institute an investigation into the purity of flour sold throughout the State. There is reason to believe that some of it is bleached or improperly labeled.

The investigation was inspired by the results of the prosecution against the Health Food Co., of New York, which sells an alleged gluten flour. On examination the flour was found to be adulterated, and the manufacturers paid fine and costs of \$60. Farwell & Rhines, who also make a gluten flour under the name of "Cresco," were prosecuted on the same ground and also paid a fine.

Look Out For This Soap Fake

The "Goldine Soap Co." is Working Retail Grocers on the Watered Soap Fake in a New Guise. Offer a Cup and Saucer with Every Cake. Collect in Advance for Soap that Proves to be Worthless. Cup and Saucer Never Heard of Again.

The latest soap fake is being perpetrated on the retail grocers of Pennsylvania and other States by a concern calling itself the "Goldine Soap Co.," Brooklyn, N. Y. So far as can be learned, there is no such concern. The commercial agency rating books mention no such firm.

Salesmen purporting to represent this concern have recently worked Alexandria, Va.; Allentown, Bethlehem and Easton, Pa. They show the grocer an especially fine sample of laundry soap and offer to sell him boxes of 100 bars at \$3.60, cash in advance. The salesmen promise to pack in every cake a coupon good for a fine cup and saucer, sample of which they also show. They further agree to rent a local room for the display of their premiums,

also redeeming all the coupons there.

A great many retailers have bought 5, 10 and 15 boxes from the salesmen, paying strictly in advance. The soap is always delivered. It is grossly inferior to the sample and is loaded with water—simply the old watered soap fake in another form. There are no coupons and no local display.

A few cents spent on a telegram to the "Grocery World and General Merchant," before paying out any money, would unquestionably have saved the most of these losses.

It Only Costs a Cent and a Moment to send for samples and prices of H. P. D. Kingsbury's marmalades, jams and preserves. He is at Redlands, California, and it is interesting to know that the nearest orange tree is only 200 yards

from his plant. Read his advertisements; they are instructive.

Pork Packers' Association Instigates Local Sausage Suits.

Accuse Two Concerns of Selling Sausage Containing Excessive Amount of Cornmeal, thus Underselling Manufacturers of Meat Sausages.

Prosecutions have been begun by the Pennsylvania Dairy and Food Department against the Northwest Provision Co., 30th and Dauphin streets, and the Hammond Co., 218 North Delaware avenue, on the ground of selling sausage containing an excessive percentage of cornmeal. The cases were instigated by the Pork Packers' Association, which claims that the use of cereals adds to the weight of the sausage by absorbing and holding moisture, thus enabling the packers to sell it for 1 to 2 cents cheaper than sausage containing no cereal whatever.

Both companies take the stand that their sausage, containing the cereal had been passed by the Government inspector under the Federal meat act.

DON'T WAIT for something to turn up— START DIGGING

FARREN'S SHIELD BRAND STRING BEANS, No. 2 cans, in 5 or 10-case lots or over at **50 Cts. per doz.**
F. O. B. Factory, Baltimore, Maryland.

SPRING GARDEN BRAND STRING BEANS, No. 2 cans, in 5 or 10-case lots, at 55c. per doz.; in 25-case lots, 52½c. per doz. F. O. B. cars Philadelphia. String Beans are cheap, and many of them are selling.

Boyer's Medallion Brand Baked Beans, No. 3 cans
plain, 2 doz. in case per doz., .67½
In Tomato Sauce, 2 doz. in case per doz., .70
In 5 or 10-case lots or over, either kind or assorted, direct shipment from factory, F. O. B. Baltimore, Maryland.

These beans are packed by W. W. Boyer & Co., Baltimore, and are very excellent quality goods for the very low price we here name on them. Above prices for factory shipment only.

HIRES' GOLD MILK (EVAPORATED) per case, 3.60
Tall cans, 4 dozen per case.

NEW BAKER'S CORN, pack of 1908
75 CENTS PER DOZEN.

For LOW PRICES ON GROCERIES DIG AROUND Among OUR CASH QUOTATIONS

Pine Tree Brand New ¼s Mustard Sardines, 100 cans per case, \$3.22½
5 or 10-case lots per case, 3.20
Pioneer Brand Chipped Beef, No. 1 glass jars, 2 doz. per doz., 1.85
5 or 10-case lots per doz., 1.80
There is no such Chipped Beef bargain on the market as this, the quality is good, the price is low and we guarantee satisfaction.
Canary C Sugar, a very free, dry, bright, yellow sugar, 100-lb. bags per bag, 4.35
Cap Sheaf Brand Fancy Red Alaska Sockeye Salmon, No. 1 tall cans, 4 dozen per doz., 1.40
5 or 10-case lots per doz., 1.37½
Klawack Brand Pink Alaska Salmon, 1-lb. tall cans, 4 dozen per doz., .92½
5 or 10-case lots per doz., .90
Williams' Bros.' 10-gallon Kegs 600s Pickles . . . per keg, 2.90
Fresh packed goods just in. They are full count, very fine quality and very uniform in size.
Epicure Egg Biscuit, bbls. about 33 lbs. each . . . per lb., .10
5 or 10-bbl. lots per lb., .09½
No. 10 Stuffed Manzanilla Olives, cylinder bottle, 2 dozen per doz., 1.45
New California Honey, White Strained, cans about 60 lbs. each per lb., .08¼
This is very fine quality honey.
Uvas Brand Standard California Apricots, very fine fruit, full cans and good syrup, No. 2½ cans, 2 dozen per doz., 1.40
Magic Cleaner Soap, 100 cakes per box, 2.75

These Prices for This Week Only—August 24th to August 29th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

"Globe Association" Working East

Sends Philadelphia People Offers to Work as Agents. Chicago Manager Confesses Cut Prices are Only a Bait.

The "Globe Association," of Chicago, a mail-order grocery concern whose scheme was thoroughly exposed in a recent issue of the "Grocery World and General Merchant," is pushing its way East. During the past week various persons in Philadelphia have received requests by the concern to act as its agents. The association's scheme will be remembered from the statement that it comprehends the sale of "memberships" at \$2.50. The concern lays great stress in its advertising literature on the offer of 100 pounds of granulated sugar for \$1.75. Naturally, however, only as part of an assortment.

The Globe Association has been attacked throughout the trade so bitterly on account of its scheme that during the past week the Chicago manager has issued the following statement:—

This association is a union of customers and large manufacturers supplying merchandise direct from the factories to the consumer. We are a mail order house, but the members pay us for doing business with us.

We make the offer to sell 100 pounds of sugar at \$1.75 only in connection with an assortment order and unless the customer buys the entire assortment he cannot get the sugar.

We could not afford to sell sugar at that price by itself, so we make up an assortment of goods that gives us a good profit even after we have lost money on the sugar, and we make the consumer buy the whole assortment.

Our catalogue and literature makes very positive statements about this assortment proposition. We cannot afford to have the assortment broken and we have a great many customers who pick out the cheapest items from the various orders and send in their money to buy them. We do not fill such orders.

We have a form letter that we send out to such people explaining the matter to them and asking them to substitute something else, telling them that we shall hold the money until we hear from them, when we return the money, if they want it.

In almost every case these people pick out sugar and rice. We sell five pounds of rice at 10 cents. Of course, it is not the very best quality of rice, but it is good rice. We have to take some well-known article like sugar or Royal baking powder that the customer knows the price of in order to get the trade. We refuse to sell these articles separate, because we would lose money. The profit comes in on the other articles in the assortment.

This frank confession proves that the sugar offer is really no offer at all, since the sale is not made at \$1.75, but at \$1.75 plus various other amounts obtained through overcharges on other goods. This makes the scheme a plain deceit.

The H. Hughes Store Co., Montgomery, Pa., will please consider this article an answer to their letter.

CORRESPONDENCE.

To Buy Bottles.

Richland Centre, Pa.,

Aug. 19, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you kindly give me names of firms making bottles and jars for the pickling and preserving trade?

Will mention your publication when writing.

Yours truly,

E. G. MILLET.

Cumberland Glass Co., Bridge-ton, N. J.; Star Glass Co., 226 N. 4th street, Philadelphia; Whitall-Tatum Co., 4th and Race streets, Philadelphia.

To Get Huntley & Palmer's Biscuits.

Sunbury, Pa., Aug. 20, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Can you give me the address of any firms that sell Huntley & Palmer's biscuits, of Reading and London, England?

Kindly let me know, and oblige,

Yours truly,

D. R. ZARTMAN.

H. Kellogg & Sons, 26 S. Front street, and Githens & Rexasmer Co., 40 S. Front street, both Philadelphia.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

Ten Thousand Dollars in Cash Given Away IN OUR GREAT MERIT CONTEST PLAN!



All **Mother's Oats Coupons** that are sent us after being redeemed in cash or premiums are recorded in the name of the sender. These are totalled each year ending September 1st, and according to the number sent. 2630 Cash Prizes from \$1.00 up to \$500.00 are distributed.

**Remember, September 1st, 1908,
Closes Our Second Annual
Contest**

Send in your coupons at once

THE GREAT WESTERN CEREAL CO.
AKRON, OHIO

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FRANK D. WARNER,
Manager "Prices-Current."

Monday, August 24, 1908.

Apropos of the discussion which has recently been carried on in the "Grocery World and General Merchant" as to whether a retailer should cut a price or lose a customer, comes a paragraph in the current week's installment of the excellent "Selling Talks" which this journal publishes weekly for the benefit of whom they may concern. The following paragraph is meant:—

"OUR OWN" BRANDS.

When a woman asks for a pound of Royal Baking Powder or a can of Baker's Cocoa and you know that every dealer is cutting the life out of it, let her have it at the cut price. Do it again and again without a murmur. Wait your opportunity. Get her good will; make her feel perfectly at home before you spring "our own" brand of cream of tartar powder on her. Retail salesmen too often disgust people. They don't use tact. They don't wait 'till the customer gets her breath. Confidence begets confidence. Go at the thing slowly. We know it isn't the method used by the Rap Bang Grocer, but it's the method that pays in the end. Sell "our own" brand of goods surely, but land them solid when you do make a sale.

This course glides between the two evils. It involves neither an aimless cut with no end in view, nor a cut made with the deliberate purpose to "get it out of the cus-

tomers" at the first opportunity. In a nutshell, sell the goods at the cut price prevailing elsewhere, but do so simply to engage the customer's confidence and hold her trade, with the definite end in view of switching her to your own brand as soon as the way opens.

For the dealers who have private brands usable in this way, this advice is good. Obviously it does not solve the problem where no private brand is available. Incidentally let it be said that such a course serves good and right a manufacturer who allows the price of his product to become demoralized.

When a strange salesman for an unknown house offers to sell soap at the wholesale price of 3 6-10 cents per cake, and with every cake to give a cup and saucer, it would seem to be a reasonable assumption that any merchant would at once inquire "how can such a thing be done?" and in the absence of a convincing explanation to refuse to buy.

Yet the Goldine Soap Co., whose scheme is exposed in this issue, sold hundreds of cases of soap to responsible retail grocers of Pennsylvania and Virginia on precisely that offer. "The salesman was plausible," the victims say. Doubtless he was—he would have to be to operate such a scheme—but even a plausible salesman cannot perform miracles. In this case the profit on even the cheapest and poorest soap, sold at \$3.60 wholesale, could hardly be over 2 cents a cake. Say for the argument's sake it was all profit—could a cup and saucer of even the commonest kind be included? The scheme is impossible on its face—the projectors simply cannot carry it out—yet, we repeat, hundreds of cases were sold on the agreement to carry out this obvious impossibility!

One of the most eminent scientists in his line in all America is Dr. John D. Quackenbos, of New York City, who has carried

the scientific application of hypnotism further in the cure of disease than any one else in the United States. Dr. Quackenbos

has this year issued a book on "Hypnotic Therapeutics," in which, as part of his chapter on Neurasthenia (nerve exhaustion) he makes some astounding misstatements regarding food adulteration. On page 127 he states as follows:—

Some adulterants, however, are positively prejudicial to health, as * * * the salicylic acid employed as a preservative in catsups, fruit syrups and more than 75 per cent. of all the canned goods manufactured in the United States.

The facts are that salicylic acid is used as a preservative practically nowhere in the United States, and has not been for at least two years. More, it has never been used to any extent in canned goods. The serious effect which such gross ignorance may have upon a product which it thus unjustly condemns is seen on page 140 of the same work. The author prescribes a diet for neurasthenic patients and under the head of "Forbidden," he puts "canned goods"; obviously not because all fruits and vegetables put in tins could possibly be prejudicial to even an invalid's health, but because he believes them to contain salicylic acid.

Dr. Quackenbos is under a still grosser misapprehension regarding the adulteration of coffee.

On page 130 he makes the following remarkable assertion:—

That true food, coffee, is subject to sophistications (adulterations) whose name is legion—chicory, caramel and roasted grains of all kinds, dandelion, turnip seeds, peas, pea hulls, beans, venetian red, brick dust, straw, sticks, clay and bake house sweepings.

There is not one word of truth in this. Some of it was true once, much of it was never true, none of it is true under existent food laws. To-day there is no purer product sold on earth than the coffee sold throughout the United States.

The "Grocery World and General Merchant" has never been able to present a more striking illustration of the result of fake food publications. It is certain that Dr. Quackenbos has never made any personal investigations into the adulteration of food; if he had he would never have perpetuated the delusions that appear in his book. Very probably he has simply clipped some of the sensational rot that Dr. Wiley and others have published, and extracted from it for his own purposes. Result, his book is in this part ridiculous to those who know the truth, and dangerously misleading—to the detriment of the food industry—to those who do not.

Selling Some Things Close

I am reproducing below a letter which was written by a California grocer to the Los Angeles (Cal.) "Commercial Bulletin." It seems to have been written in answer to the complaint of some California fruit growers and shippers that retailers curtailed the sale of fruit by charging too high prices:—

Los Angeles, Cal., July 31, 1908.

Dear Sir:—In your columns of recent date, I noticed an article criticising the retailer for holding the price of fruits too high.

I think he should at least double his money on fruits and vegetables. To one who has never sold fruit at retail this may seem a long profit, but it must be understood that fruits cannot be handled on the same margin as staple groceries. The merchant who attempts it will soon learn to his sorrow if he does any volume in this line, for there is bound to be some loss no matter how carefully he may buy.

We all know how hard it has been to make a profit this last year

and with the large cutters and department stores slaughtering price, it does seem to me that if the retailer is able to recoup himself to some extent in this line he is certainly entitled to do so. I do not mean by this to ask so much for fruit that the consumption will be curtailed, but if the merchant is wide awake he will soon know whether the price he is asking for goods is higher than it should be as his customers will not buy. My policy has always been to give good goods and good service and ask a fair profit.

Sincerely,
N. E. WILSON.

Every once in a while some manufacturer who thinks his goods aren't selling fast enough attacks the retailer's profit. In some cases he shows that the retailer is making 75 or 100 per cent. on his particular product, and argues from this that he is an extortionist. If I remember rightly, some California prune packer made a very bitter charge

against retail grocers on this score some time ago.

All these men forget that no article of a retailer's stock stands alone. If it did, 75 or 100 per cent. profit would undoubtedly be by far too much on the average article. Some articles bear less than their share of the store's living profits, others for that very reason bear more.

Take sugar, for example, and soap. If the retail grocer were confined to his profits on such things as sugar and soap, he could starve to death. The custom of the business has decreed that these and other articles shall "sold close."

In some cases the manufacturer himself is responsible for this custom. Soap is an illustration. The market is already overfull of laundry soaps, but manufacturers continue to push more brands in, at low prices and small profits as the result.

How else can the grocer make good these starvation profits except by charging a better profit on other things? Shall he starve? It might be well to ask how the consumer suffers. The fact that

she pays 7 cents for one thing, instead of 5, is due to the fact that she gets something else for 3 instead of 5. Adding them all together it means precisely the same aggregate expenditure in the end.

Naturally the fruit people and the prune people and the tea people whose goods have to bear the burden of cut prices on other goods don't like it. I don't blame them, but there are two other sides to the case besides theirs—the grocer's and his customer's.

The grocer must get a living out of his business as a whole. Some things contribute more to that, others less.

As to the consumer, if she pays high for some things, she gets others cheap, so in the end she's just about where she would be if she paid an even price for all.

E. J. B.

Switzerland Starts World-wide Movement Against Food Adulteration.

According to press reports quoted by Consul-General Richard Guenther, of Frankfort, a movement has recently been started in Switzerland to fight

and suppress the adulteration of foodstuffs and pharmaceutical productions throughout the world. For this purpose a General Society of the White Cross has been organized at Geneva, which aims to consolidate the isolated efforts hitherto made in different countries against food adulteration. By united action it is confidently believed practical results can be obtained. In pursuance of this object a general congress is to be held next September at Geneva, to which public authorities, associations, manufacturers, and other interested parties will be invited. The Swiss Government has already manifested its sympathy with this movement by the grant of a considerable subvention, and it will send three delegates to the Congress. For further information address Robert Fazy, secretary of the congress, Rue du Rhone 42, Geneva, Switzerland.

Groceries Cost Money in the South Seas.

Owing to freight rates and customs duties, almost all imported articles of food, including flour,

bacon, lard and canned meats, salmon, butter, vegetables and fruits, cost from 50 to 75 per cent. more in Tahiti, in the South Seas, than in the United States. In the market prices are as follows: Beef, from 20 to 28 cents a pound; mutton, 20 to 30 cents; pork, 15 to 18 cents; chickens (small), 30 to 50 cents each; turkeys, \$2 to \$5 each; eggs, 35 to 55 cents a dozen (eggs are imported at times from San Francisco); milk, 10 cents a quart; canned butter in stores, 39 cents a pound (no fresh butter in market); potatoes, 50 cents a peck. Fish, though plentiful in the sea, are dear in market. Vegetables, grown by Chinamen, are cheap, and so are fruits, which grow almost without cultivation. Living, on the whole, costs about 50 per cent. more there than in the United States.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY

108 North Front Street, Philadelphia.



It is Worth MORE Than Money to You

for people to know that you are selling the **best** goods.

Because

that reputation for **Quality** means increasing business for you in comparison with your competitor.

Because

the housewife who buys **Veribest** will keep on buying, and she will "keep on keeping on," which means profits for you, not only on one sale, but on continued sales.

"Not soon, but now" is the motto that means successful business. Let us have your order now for—

Veribest-Meats

ARMOUR AND COMPANY





You've Never Seen It Work

Doubtless some of you think now you could never prefer automobile delivery to the team, but that's because you've never tried the **Lindsley Delivery Car**. You've never seen it go and come in a third the time the team took; you've never seen it reduce your feed and veterinary and driver bills. You've never seen it carry 1500 pounds over rough roads thirty miles on a gallon of gasoline.

If you had you'd never touch the team again.

J.V. Lindsley & Co.
Suite 1112 Monadnock Bldg.
— CHICAGO —

On the Streets at Night

You occasionally get on the street at night, and every now and again you stop before the brilliant windows of the department stores.

What makes them brilliant? The goods displayed? It is the abundant light, under which almost any goods would make a brilliant window. You wouldn't be half so well interested in the window if it wasn't so bright with light.

Apply this logic to your own store. Is it so bright with light that it interests people in the streets at night?

If it isn't we can make it so, very inexpensively.

The Philadelphia Electric Co.
Tenth and Chestnut Streets
Philadelphia, Pa.

Use Canned Tomato Pulp for Catsup and Preservatives Not Necessary

So Says Sebastian Mueller, of the H. J. Heinz Company, in Contending to State Food Officials that Benzoate of Soda Should be Prohibited.

[The following is a portion of an address delivered by the second vice president of the H. J. Heinz Company before the Association of State and Federal Dairy and Food Commissioners last week. It purports to embody suggestions enabling any catsup manufacturer to avoid the use of preservatives. In the next issue will appear a similar statement from W. P. Hapgood, of the Columbia Conserve Co., which concern also claims to get along without preservatives.]

Before the passage of the National Food and Drugs Act, when the bill was under consideration in the hands of Congressional committees and manufacturers were being heard upon the subject of artificial preservatives, the general claim was advanced that tomato ketchup made in the usual way could be preserved against fermentation with one-tenth of 1 per cent. benzoate of soda.

That such a position is untenable and incapable of support may, I think, be very easily demonstrated by an investigation of the ordinary practices in vogue to-day among ketchup makers who depend upon other than so-called natural preserving agents for the protection of their products. In fact, it has been demonstrated through various court proceedings in the State of Pennsylvania that certain leading brands of ketchup, labeled as containing one-tenth of 1 per cent. benzoate of soda, contained two and sometimes three times the quantity stated on the label.

Now, all men of practical experience in the preserving industry know, or should know by this time, that ketchup made with the usual thin body and low solids will not keep after being opened if only one-tenth of 1 per cent. of benzoate of soda has been added, regardless of whether the ketchup has been made from canner's pulp or from ripe tomatoes fresh from the field. It will not even keep while sealed in its container unless it has undergone a process of thorough sterilization. The quantity of benzoate of soda necessary to preserve such ketchup is nearer three-tenths than one-tenth of 1 per cent., a statement which I believe will be agreed to by any manufacturer of

ketchup in the country if he will admit the actual facts based upon his practical experience.

The fact that some ketchups can be found to-day—notably on restaurant and hotel tables—that bear benzoate labels and are still in a state of fermentation may be taken as an evidence of the correctness of this contention. If the ordinary, artificially preserved ketchup found in restaurants and hotels keeps sound and sweet for several weeks under the conditions usually prevailing in such places, it will be safe to conclude that the quantity of benzoate used in it is greater than the prescribed regulations governing its use.

Another point that I wish to touch upon is the question of increased cost through the elimination of preservatives, which it is claimed must result. To make tomato ketchup from whole, ripe fruit direct into bottles from the cooking kettles and other products in similar manner admittedly costs more than certain other materials and methods; but aside from this there has been no material advance in the cost of our own finished product other than is attributable to the scarcity and high cost of country labor, some crop shortage and the higher cost of factory labor, ingredients and packing materials.

Admitting that pulp made from canners' waste can be purchased for less than pulp made from sound, ripe, whole tomatoes there is little advantage in carrying whole tomato pulp in barrels. Practically every ketchup manufacturer of consequence has his glass bottles into which the finished product is to be put all made and in readiness before the arrival of the tomato season, and it is neither an impossibility nor a

great difficulty with ordinary facilities to bottle all the finished product while the season is on. The only additional investment necessary in advance is for labor and the cost of other constituent elements of the finished product; but even if it is desired to pulp the tomatoes and manufacture the ketchup later this can be done successfully without the aid of an artificial preservative. The pulp can be placed in lacquered cans of about five gallons' capacity and sterilized, and by this method of handling it will keep in its natural state in excellent condition for a year or more, if it need be. In fact, it will keep just as well and remain as sweet as the regular canned tomatoes of commerce.

To meet in advance any contention regarding the increased cost of this method, I wish to point out that through the continued rise in the price of cooperage during the past five years spirit barrels, which are the only suitable wood containers for pulp, cannot be purchased and delivered to the factory for less than \$1.75 each, on the average. Such a package, after having been used for pulp one season, is really not fit for the same use a second time, and therefore deteriorates in value to about 75 cents, leaving the sum of \$1 to represent the net cost of the wood package. The purchase price of a five-gallon can is 25 cents each delivered, making the necessary receptacles for forty-five gallons of pulp cost, at the outset, \$2.25; but these, if properly cared for, will last from two to three years. To deal with the matter broadly, we will assume that they will last only two years, making the actual cost per year \$1.12½ against the cost of \$1 for the wood packages, and the saving in freight on pulp shipped in tins as against wood and the saving of the cost of preservatives will ordinarily fully make up for this difference and even more than make up when the distance is at all great.

Besides this, the quality of the finished product is far superior in color and flavor when put up from canned pulp than when made from barreled pulp—not to mention the important advantage that canned pulp does not require an artificial preservative.

SEBASTIAN MUELLER.
Pittsburg, Pa.

Northwestern Jobbers' New Code of Trade Ethics

Will Try to Establish Rules of Conduct for Granting Credit, Free Deals, Permitting Overbuying by Retailers, Selling Itinerants, etc. Will Organize in Washington Separate from Retailers.

Special Correspondence of "Grocery World and General Merchant."

Spokane, Wash.,

August 17, 1908.

Wholesale grocers in Spokane probably will organize the coming fall as an association distinct from the retailers, but co-operating with them in every way. At a conference of representatives of wholesale and retail lines a committee composed of Byron Dieffenbach, of Sandpoint, Ida., representing the Inland Empire Retail Dealers' Association; C. Anderson, of Spokane, representing the Spokane Retail Grocers' Association, and O. E. Barr, representing the Coeur d'Alene Grocers' Association, submitted a report on the code of ethics idea, in part as follows:—

We respectfully submit that some action should be taken looking to a suppression of the prevailing practice of wholesalers selling direct to consumers, and in order to do this a combined friendly effort should be made to arrive at a satisfactory definition of the word "retailer" as distinguished from "consumer."

Other practices which we conceive to be inconsistent with the best interests of either of the parties to this meeting are as follows:

Selling opening stocks to prospective merchants who have neither moral or financial standing.

Encouraging the opening of new stores in communities already badly overdone.

The practice of giving free deals.

The overstocking of retailers, a practice which invariably encourages the subsequent cutting of prices.

Failure on the part of the wholesaler to investigate the causes of slow pay on the part of the retailer.

There should be more cooperation between the wholesaler and the associations. I say the associations because it is through these bodies that all improvement in our lines are carried out. The more friendly the wholesalers are with their trade, the less liable will they be to cater to peddlers, the so-called brokers and similar concerns. It would also prevent the practice, now too common, of wholesalers having actual financial connection with retail stores. There should be more of the spirit of Sam Glasgow, who has refused to sell his goods to a new concern here, giving the excellent reason that he will not lend assistance in the building up of a business antagonistic to his friends, the retailers, who had been the principal factors in the success of his own concern.

We question the justice of the wholesaler entering into competition with and often underselling the retailer whose patronage he expects.

Readjustment of the system governing the payment of dues by members of the Spokane Grocers' Association may soon be made. The matter was discussed at length at the last meeting of the association. The system that has prevailed heretofore has called for dues of \$2 a month from each member. It is expected that when a readjustment is made the dues of some of the members of the better established places of business will be advanced. Out of the amounts realized from the collection of dues credit agents and counsel must be paid, and though the total has been no more than sufficient to defray expenses in the past, the collection of \$2 from each of the members is thought to be hardly fair.

N. J. Pratt, vice-president of Goble, Pratt & Robbins, wholesale and retail furniture dealers, who has just returned from Grand Rapids, Chicago, St. Paul and other cities, says: "I believe within sixty days every factory hand in the United States will be able to find employment, and in less time every wheel that the railroads can put in requisition will be working; and it would not be at all surprising if we had one of the worst car shortages the country has ever experienced. The outlook for fall trade is the best.

AUGUST WOLF.

AMONG THE TRADE.

The local rice market has broken during the week, from $\frac{1}{8}$ to $\frac{1}{2}$ cent, according to quality, high grades dropping the most. As recently reported, the market recently soared as high as $7\frac{1}{8}$ cents for fancy heads on account of weather conditions in the South. The decline is the reaction.

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. FORBES INDEXED COUPON BOOKS



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES

FORBES BUILDING

COSHOCKTON, OHIO

Don't Let Your Customers Go to the DRUGGIST for Extracts!

Sell ZIPP'S Flavoring Extracts

Branded "U. S. P."

They are as pure as any the druggist can sell because they are made by the highest standards—the U. S. Pharmacopoeia. Your customers can't get better flavoring qualities than Zipp's, which means you can hold trade with them. It will pay you to have them and let people know it.

Vanilla
Almond
Lemon

Wintergreen
Peppermint

Orange
Ginger
Rose

THE ZIPP MANUFACTURING COMPANY
CLEVELAND, OHIO

THE GROCERY MARKETS

Tea.

The tea market has been very dull during the past week. The demand has been greatly interfered with by the vacation period, and all holders report very dull business. The market is fairly steady, however, most sellers refusing to make concessions, preferring to take their chances with the fall trade.

Coffee.

The market for Rio and Santos coffee has shown little change for the week. Options have fluctuated somewhat, and on the whole have ruled fairly steady. Actual Rio and Santos are dull and unchanged. Mild coffees are steady but dull. Mocha and Java unchanged and in light demand.

Sugar.

At this writing the raw sugar market is weaker, though a day or two before that it advanced somewhat. The fluctuation has not been sufficient to affect the refined market, which remains unchanged. No change in refined seems likely for the moment. The demand at present is very large.

Syrup and Molasses.

Glucose is unchanged for the week, but the manufacturers are talking higher prices on glucose and all other corn products. Compound syrup is unchanged and in light demand. Sugar syrup is selling moderately at ruling prices. Molasses is dull and unchanged.

Fish.

The mackerel market remains unchanged as to Shores, Norways and Irish. The New England fish people seem confident that Shore mackerel will be higher. Cod, hake and haddock are being sold for future delivery, but the demand up to date has been only fair. Spot cod, hake and haddock are all dull and unchanged. Sardines of all grades, domestic, French, Norwegian, etc., are unchanged and in light demand. Spot salmon is selling fairly at unchanged prices, prices being steady to firm. Prices have been named on new Alaska salmon during the week, the red grade being priced at \$1.15 coast the same as last year. This figure seems to be an effective answer to all rumors of short pack, as it certainly would have

been higher were there any likelihood of short supply. Sales of future salmon have been fair.

Canned Goods.

Tomatoes for future delivery are unchanged on a 77½-cent basis, f. o. b. The situation is firm. Spot goods are still obtainable around 75 cents f. o. b., and the demand is light. Corn is extremely dull, but fairly strong as to price. Peas are dull also, but not weak at all. Apples have advanced and the lowest quotation for New York State gallons is now \$2. New pack peaches are on the market in a small way at prices that show no change from last quotations. Old goods are hawking about for whatever they will bring. California canned goods are unchanged and in light demand. The small Baltimore line shows no change and is in fair demand.

Dried Fruits.

Prunes are unchanged from the last quotations. The demand is slow from first hands, but very fair from retailer to jobber. The market is firm. Peaches show no change from the last reported advance, and the demand is fair. Apricots are very firm, and some packers refuse to name any price for future delivery. Although this year's crop bids fair to be heavy, sales have been extremely large, and it is said that the entire production of the San Joaquin district has passed out of first hands. Currants are selling very fairly for future delivery, on a basis about ¼ cent below last year's opening and slightly above spot prices. Raisins are unchanged at the last advance and in fair demand.

Beans and Peas.

Pea beans show no change, but the market is dull. Domestic pea beans are quoted from \$2.50 to \$2.60, and in spite of the lack of demand holders seem now unwilling to shade. Imported pea beans average \$2.10 and are in better demand than domestic. Marrows are selling moderately at a slight decline, the market now averaging \$2.30. California limas are unchanged and in moderate demand. Split peas are active at unchanged prices. Green and Scotch are nearly out of the market.

Butter.

The butter market has advanced again during the week, 1

cent per pound on all grades. The supply is about normal for the season, but there is some increase in the demand. Conditions are likely to remain as they are for a week or two, after which further advances may ensue.

Eggs.

The egg market is about unchanged from a week ago. The percentage of fresh eggs is larger now, but the demand is fully equal to the receipts. There have been some withdrawals from cold storage, and present conditions will probably continue for a few days yet.

Cheese.

The cheese market is unchanged for the week in all the principal markets. There is a very active consumptive demand for everything in the cheese line, and the market is very healthy on the present basis. The make is about the same as a year ago, and present weather is very favorable for the making of fancy cheese. No change seems likely within the next few days.

Provisions.

Everything in smoked meats is stationary and unchanged. There is a seasonable demand for smoked hams and bacon, and we will probably get through the balance of the season without higher prices. After that the usual seasonable decline will come. Pure lard is firm at ¼ cent advance over last week, due to better demand and short supply. Compound lard is barely steady and if there is any change it will likely be a slight decline. Barrel pork is very scarce and prices have advanced 25 cents per barrel. Dried beef is also scarce and firm, though unchanged. Canned meats show a seasonable demand at unchanged prices.

Produce.

Potatoes, 50 cents per basket, 80 to 85 cents per bushel, demand fair; Jersey sweets, firsts, 50 to 55 cents per basket; seconds, 30 cents per basket, demand fair; cabbage, Pennsylvania, \$1 per barrel; Jersey, 25 to 30 cents per basket; Savoy, 75 cents per barrel, demand fair; beets, \$1.50 to \$2.50 per 100 bunches, demand fair; Jersey onions, 35 to 40 cents per basket, demand fair to good; white pickling, 75 cents per basket; yellow pickling, 40 to 45 cents per basket, demand fair to good; carrots, 1½ to 2 cents per

bunch, demand slow; white and yellow turnips, 25 to 30 cents per basket, demand fair to good; cucumbers, 50 to 60 cents per basket; pickling, 75 to 80 cents per basket, demand good; squash, 10 cents per basket, demand fair; eggplants, 20 to 30 cents per basket, demand good; York State salad, \$4 per box, 4 dozen in box, demand good; lima beans, improved, 90 cents to \$1 per basket; flats, 75 cents per basket, demand good; peppers, 15 to 20 cents per basket, demand fair; Pennsylvania corn, \$1 per 100; Jersey, 30 to 50 cents per basket, demand good; string beans, green, 30 to 40 cents per basket; yellow, 30 to 40 cents per basket, demand fair.

Green Fruit.

Bananas, firsts, \$1.25 to \$1.50 per bunch; 8-hands, 85 cents to \$1.10 per bunch; 7-hands, 65 to 85 cents per bunch; 6-hands, 45 to 60 cents per bunch, demand poor; lemons, \$2.75 to \$4.25 per box, demand fair; California oranges, \$3.75 to \$5 per box, demand fair; limes, 80 cents per 100, demand fair; pineapples, \$3 to \$4.50 per box, demand good.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7¾ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, 9½ cents per pound; filberts, 10 cents per pound; pecans, 10 cents per pound; walnuts, 11½ to 12 cents per pound; mixed nuts, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Coffee.

The receipts at Santos since the beginning of the new crop movement were unusually large, especially so, if we consider the reports received here earlier in the season, that the crop would be a late one. The heavy receipts created the impression that we have to deal with a very large crop, but such a conclusion may prove to be erroneous. The receipts at Rio were small.

It is but natural for the trade to continue to pursue a hand-to-mouth policy, and absolutely refuse to stock up. We have not only the uncertainty with regard to the size of the present crop, but we have, in addition, the Sao Paulo Government loaded up with 8 million bags of coffee, which must sooner or later come on the market. Efforts were

A MAN OF JUDGMENT

There is an old saying that no man ever made himself famous by his own efforts. A man is therefore fortunate who possesses the judgment and disposition to act quickly when he sees an opportunity that will promote and advance his business interests by handling goods that please customers, build up sales and insure repeat orders.



PERRI WALLA



INDIA CEYLON TEA

New crop, 1908, due September 1

50 lb. cases, ½ lb. Dec. Canisters (With Hinge Covers)

50 lb. cases, 1 lb. and ½ lb. Canisters

50 lb. cases, 1 lb. Decorated “

Price, 37c. per lb.

50 lb. cases, ¼ lb. Canisters (With Hinge Covers)

Price, 40c. per lb.

10c. size Canisters, 3 doz. to a carton

Price, 90c. per dozen

Our Proposition

Perri Walla Tea—New Crop—Due here on steamer September 4

With an order for one fifty lb. case, ½s, at 37c. per lb., ordered before August 30, we will add FREE of charge one decorated counter display carton containing 36 handsome 10c. canisters with hinge covers. We do this with a view that dealers will distribute these 36 free canisters to 36 housewives to acquaint them with the merits of the Tea, regarded by the nobility as the “Aristocrat of India.” What advertising is so permanent or so powerful as reliable goods? Perri Walla Tea is unique, it is unmatched. It suits everyone.

FRANCIS H. LEGGETT & COMPANY

IMPORTING AND MANUFACTURING GROCERS

West Broadway, Franklin and Varick Streets

FRANCIS H. LEGGETT, President.

JOHN C. JUHRING, Vice-President.

THEODORE F. WHITMARSH,
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Manufactory: 132 to 138 King Street.

Telephone: 2230 Franklin,

Private Branch Exchange to all Departments.

Cable Address: Leggett, New York,

Bordeaux Office: 18 Rue Victoire Americaine.

Cartage Department: 2-3 Congress Street.

made during the last few months to place some of this coffee, which, while successful in a very moderate degree, proved detrimental to values.

The price equilibrium aimed at by the Sao Paulo Government would, in order to succeed, necessitate additional purchases of millions of bags, especially during the heavy crop movement of the current year—but there is no sign of such action. Lacking support from this source the price at Santos suffered a considerable decline within a short period.

The consuming trade got along last year with a Rio and Santos crop of only 10¼ million bags by reducing its own holdings of Brazils from 6¾ to about 4½ million bags. This latter quantity is more than enough to make up for any possible deficiency, even if the current crop should not be any larger than last year's, and no one, including the friends of valorization, expects to see this crop turn out as small as that.

We will soon be in the midst of the flowering season, and if no detrimental climatic conditions are encountered before and during that period, an abundant flowering and a healthy fructification should be experienced.

The trees had ample rest since they bore the bumper crop of two years ago, and the rain-fall was quite sufficient to impart to them

new strength and vigor. A severe frost, such as was encountered six years ago would, no doubt, change the above outlined prospects very materially, but there will be ample opportunity to obtain fresh supplies, even though some advance in price would have to be granted.

Cables reporting frost are received every year, and this year will probably prove no exception. In this connection we reiterate what we stated in our market report of the same date a year ago—"Frost reports such as were received and usually are received at this time of the year, have no influence on the prospects for the 1908-9 crop. A temperature above the freezing point, no matter how little above, can do no harm to the trees so early in the season, and may even prove to be of benefit." And again—"The prospects for the next crop will be based primarily on the climatic condition during the next four weeks, on the extent and character of the September flowering, and on the weather conditions during and after the flowering period. A conservative course would seem advisable during that time, and until the critical period has been passed, always bearing in mind that stock supplies are under strong control, and it stands to reason that anything of a strongly detrimental nature to

the future prospects would be availed of by the holders of the actual stuff to force prices materially higher."

After giving due weight to the detrimental features enumerated above, it strikes us forcibly that they have been largely discounted in the sharp decline which has taken place since the opening of the current crop year. We must not lose sight of the fact that the Sao Paulo Government is well able financially, with its present resources, to carry the coffee acquired for a very long period. These resources may be strengthened further by additional loans, as well as by additional export taxes. Should we, however, again encounter a crop largely in excess of the requirements for consumption, and the Government then not be in a position, or not willing, to take care of the surplus production, the law of supply and demand, suspended during the last year and a half by artificial means, would again assume supreme command and regulate values.

HENRY NORDLINGER & Co.
New York, N. Y.

Baltimore Canned Goods.
No. 1.

Favorable growing weather, especially for the tomato and corn crops, has been the chief feature

of interest in this market. There is the usual difference of opinion, according to the point of view, among the growers in regard to the extent of the actual damage done to those two crops by the long drouth and the excessively hot weather during July. The early crops were, undoubtedly, badly damaged and that is proven by the fact that the receipts of fresh tomatoes for canning purposes, at the wholesale market here, have not increased day by day, as they always do after the canning season opens up. In consequence, the price of fresh tomatoes has steadily advanced during the last six or eight days from 40 cents up to 52½ cents per bushel in the last two days. If that high price for the raw tomatoes is going to prevail during the month of August it does not mean lower prices for the canned article this season. It remains to be seen whether or not the yield of fresh tomatoes will be larger during the remainder of this month. The tomato canners in this section are now congratulating themselves because of the fact that they have sold such a small percentage of their usual output, otherwise they would feel nervous over the outlook based on the present prospects for the raw material. It may be too early yet to get scared about the tomato situation but, all the same, it is well worth the

WE HAVE INTERESTING PRICES ON

Galvanized Wash Tubs AND Galvanized Water Pails

And will be pleased to have your orders.



JAMES M. VANCE & CO.

Wholesale Hardware

211 and 213 Market St., Philadelphia

BARGAINS WHICH MAKE QUICK SALES

	Price New	Price
Cash Register (Hallwood), equal to new,	\$125.00	\$65.00
Howe Counter Platform, 300-lb. capacity, equal to new,	15.00	10.00
Enterprise Floor Coffee Mill, No. 218, equal to new,	41.00	25.00
Coffee Canisters, capacity 50 lbs., equal to new,	2.25	1.50
Combination Grocery Refrigerator, small size,	75.00	40.00

*Send for Illustrated Catalogue of Grocers' and Butchers' Fixtures
of all kinds and styles*

H. F. HEACOCK, 51 N. 2nd St., Philadelphia, Pa.

BOTH PHONES

HE CAN'T HELP IT



The ordinary butter jobber buys his butter wherever he can get it; simply because he can't help it the butter that he sends out **must** vary. The best grocer alive can't build up a big butter trade on that sort of butter.

Our carton **GURNSEY** butter is the same yesterday, to-day and to-morrow. It is a fancy dairy butter that the most fastidious grocer will gladly sell, and the most fastidious consumer will gladly eat.

We offer it to you, first, because its quality is incomparable; second, because it is that way all the time.

Packed in 30 and 50-pound boxes—pounds and half pounds—29 cents. Price subject to market change.

P. F. BROWN & CO.
39 South Front Street PHILADELPHIA, PA.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

jobbers' closest attention. Meantime, the new pack is being shipped out almost as fast as made. The corn situation is pretty much the same as in the case of tomatoes, and the extent of the damage may not be fully known until the canning season is well advanced. During the week the demand for corn was light, both for spot goods and later shipment. String beans were active and the price has stiffened up materially. They look as though they may advance. The general line of vegetables was quiet, comparatively, the demand being sufficient only to assure one that the goods have not gone out of fashion.

The new pack of peaches is getting active and Maryland peaches are favorites with those who prefer the natural full-flavor of the fruit canned here to the lead-sweet taste of the California pack. The early fruit goes chiefly into unpeeled pies, and seconds and the fine, large fruit goes into standards and extras. The quality is excellent, and any requirements as to the size of the fruit, color, light or heavy syrup, open or cling fruit, etc., can be readily complied with. The other lines of fruits were in somewhat better demand this week, but nothing out of the ordinary occurred. Unfavorable reports about the apple crop continue. Dove oysters are unchanged.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

A few scattering lots of old packed goods somewhat out of condition on account of not being properly wintered and a few scattering small lots of new packed tomatoes comprise the actual offerings of the moment. Retailers continue to buy as wanted; as a result, it is necessary for jobbers to place a few orders so that the banked fires may not go out entirely. Although business has been solicited in some quarters on

the basis of 75 cents, investigation has oftentimes proved that to buy strictly standard tomatoes for immediate shipment, it is necessary to pay 77½ cents and while one or two cars of 1907 packed 2s might be obtained at 52½ cents, new packed 2s are firmly held at 57½ to 60 cents, with few sellers.

Future tomatoes are obtainable, providing the packer has sufficient spare time to give orders attention, on the basis of 77½ to 80 cents, depending upon quality, brand and time of shipments, with 2s on the basis of 57½ to 60 cents for shipment as soon as packed. Packers continue to report considerable damage to tomatoes caused by the late drouth, some scalded vines in other localities and a number report the absence of green tomatoes on the vine. Some packers are even so much alarmed that they are inquiring into the advisability of purchasing a proportionate percentage of their future orders, feeling that they might not obtain sufficient raw stock that would allow them to have a surplus after their future orders are filled.

Spot corn remains unchanged with packers about ready to make their initial run and the possibility of the corn season beginning next week, which is about two weeks earlier than the year previous, which was a late season. Prices are unchanged.

Future corn continues to receive little attention from jobber with like indifference from the packer. The situation will likely remain unchanged at least until the middle of packing season, when developments may affect the situation thereafter, considerably. Corn ripening so far is particularly shy of regular grains and the ears have more the appearance of a broken, worn-out comb with only sufficient well-formed grains to indicate that it was intended to be the succulent article of diet, for which it was grown. Should the late crop develop the

same sparseness of fill, there will be another story to tell.

STRASBAUGH, SILVER & Co.
Aberdeen, Md.

Spices.

The market shows little change during the week. Buying has been quite active throughout the list. The demand is very fair. Spot stocks continue small and we look for a steady and higher market during the fall months.

Pepper.—The market is very steady for spot goods. Supplies are fast decreasing, inasmuch as far off deliveries are quoted about present market value. We do not expect to see another change in market price of pepper during the fall.

Cayennes.—Stocks are small and higher prices are likely to rule.

Cloves are very scarce and spot futures are somewhat easier.

Pimento (Allspice).—In good demand at steady prices. New crop advices are of value as yet.

Mace.—Demand very good, prices firm and good quality exceedingly scarce.

Nutmegs.—In very good demand at present low prices. There has been some large trading in futures. Cassias, Saigon, is tending upward. Batavia is also scarce and will advance. China is steady, but unchanged. The demand is better for all grades.

Ginger.—In better demand and the market is much stronger. We expect to see higher prices rule.

Seeds.—Caraway is slightly easier on account of new crop seed. Coriander is higher and will, no doubt, advance during the fall. Mustard, celery seed, as well as poppy seed, are all steady, but unchanged.

McCORMICK & Co., Inc.
Baltimore, Md.

General Stores Selling Any of These Medicines Must Pay \$25 Tax

Internal Revenue Department Issues Instructions to Inspectors to Round Up Dealers Found Selling Any of Long List of Patent Medicines and Compel Payment of Special Revenue Tax.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

August 21, 1908.

The Internal Revenue Department has just taken a decisive step toward making all retail dealers in patent medicines which contain an excess of alcohol pay the special tax of \$25 per year. Instructions have been issued during the week to inspectors to round up any dealer found selling medicines that are under the ban.

Any general store or grocery selling any of the following medicines is liable for the \$25 tax. Every article on the list has been analyzed and found to contain so much alcohol as to warrant it in being designated an alcoholic preparation:—

American Alimentary Elixir, Aromatic Bitters, Bismarck Laxative Bitters, Bismarck Royal Nerve Tonic, Blackberry (Karle's Medicine Company), Blackberry Cordial (International Extract Company); Blackberry Cordial (Irondequoit Wine Company); Blackberry Cordial (Strother Drug Company); Blackberry Ginger Cordial (Standard Chemical Company); Black Tonic, Bradenberger's Colocynthis, Brown's Utryne Tonic, Celery Pepsin Bitters, Clifford's Peruvian Elixir, Crescent Star Jamaica Ginger, Coca Wine, Colasaya, Dr. Brown's Blackberry Cordial, Dr. Brown's Tonic Bitters, Dr. Hop-

lin's Union Stomach Bitters, Dr. Hoffman's Golden Bitters, Dr. Sterki's Ohio Bitters, Dubonnet, Dubonnet Wine, Elixir of Bitter Wine (Pleasant Tonic Bitters Company); Elixir Calaisaya, Eucalyptus Cordial, Ferro China Biscal, Ferro China Bissler, Ferro Quino Bitters, Fine Old Bitter Wine, Gastrophan, Gentian Bitters, Genuine Bohemian Malted Wine Tonic, Glycerine Tonic, (Elixir Pepsin), Greiner's Blackberry Cordial, Health Bitters, Herbtan, Herbs Bitters, Jack Pot Laxative Bitter Tonic, Jarvis Blackberry Brandy, Juniper Kidney Cure, Karlsbader, Stomach Bitters, Kola and Celery Bitters, Kola Wine, Krauxberger's Stomach Bitters, Lee's Celebrated Stomach Bitters, Bikado Wine Tonic, Milburn's Kila and Celery Bitters, Miod Honey Wine, Neuropin, Newton's Nutritive Elixir, O'Hare's Bitters, Old Doctor Jacques Stomach Bitters, Our Ginger Brandy, Ozark Stomach Bitters, Pepsin Stomach Bitters, Peptonic Stomach Bitters, Pioneer Ginger Bitters, Quinquina Dubonnet, Rimsova Malta, Sova Vino Chino, Severa's Stomach Bitters, Sidenia Tonic, Smart Weed, Steinkonig's Stomach Bitters, St. Raphael Quinquina, Strauss Elixir, Tatra, Tolu Rock and Rue, True's Magnetic Cordial, White's Dyspepsia Remedy, Zeman's Medical Bitter Wine.

HOLT.

S. B. Goff & Sons Co., of Camden, N. J., are offering a 25-cent bottle of their cough syrup free to any dealer sending for it. They have a special offer that will interest you; better write to-day. You get in good company when you stock Goff's remedies, as more than 14,000 grocers are handling them.

The New York Letter

The State Retailers' Convention Unprecedentedly Successful. Canned Goods Dating Considered and Opposed by National Secretary Green. Jobbers Blamed for Price Cutting. Endorse Minimum Price Plan. Apple Buyers Busy Up State.

Special Correspondence of "Grocery World and General Merchant."

New York, August 21, 1908.

Delegates who attended the convention of the New York State Association of Retail Grocers at Jamestown last week says that it was the best meeting yet held by the organization and that much was accomplished that will be for the benefit of the trade.

The most important of the subjects considered were Sunday closing, the dating of canned food, cutting of prices, minimum prices and the carrying on of retail stores through the secret backing or on the credit of wholesale houses.

The delegates say that sentiment was unanimously in favor of the closing of stores on Sundays for religious and economical reasons, although it was admitted that in most of the cities it is difficult to enforce the law on the subject.

The remarks of National Secretary Green against the plan of dating canned food seemed to have the general approval of his hearers.

The point was emphasized by several of the speakers that wholesalers are largely or entirely responsible for price-cutting. The resolutions which were adopted against the price-cutters called upon the retailers not to buy from manufacturers who sell to price-cutters and to patronize manufacturers who are trying to maintain reasonable minimum price-lists.

Although the resolutions went through with a rush, it is said that some of those present did not understand that they were really an indorsement of the minimum price plan. A Syracuse delegate obtained the floor and said that he had not understood the full purport of the resolutions at the time that the question was put, and he spoke vigorously against the idea of having minimum prices, saying that such a system would make the grocers mere agents or employees of the wholesalers instead of independent business men.

A mystery to the delegates from the up-State cities was the situ-

ation as to the systematic stealing of grocers' horses and wagons in the various boroughs of this city. The delegates of New York City explained that although their local associations and the police had been working to break up the practice the thefts, which have been going on for several years, continue. The up-Staters could not tell whether or not any of the stolen horses and wagons are sold in their cities and they are ready to do everything that is possible to find out and to aid in catching any thief that travels in their cities. They were positive, however, that in no other city than New York could such a practice exist without being quickly broken up by the police and they could not understand how it flourishes here.

The New Yorkers were inclined to believe that the stolen horses and wagons are sent out of the State and are probably taken to considerable distances, although it was admitted that the rigs may not even leave this city. One supposition is that a gang of thieves have sheltered resorts in the city to which the wagons are quickly taken and repainted, where wagons may be taken apart and the parts interchanged to some extent to prevent recognition. The shipment of horses to distant points is easily accomplished.

The failure of the police to catch the thieves has caused much unpleasant comment among the losers and others. In several instances, within a recent period, policemen have been exposed as the confederates of burglars and thieves, and business men think that a good many more would be exposed if the truth were known. Whether or not this condition explains the reason why it is unsafe for a grocer to leave his horse and wagon unguarded cannot be known, but some think that here is the explanation. It is significant that the conservative old Brooklyn "Eagle" has been conducting a fierce campaign against the police department, claiming that the force is in a condition of demoralization and corruption beyond

anything known before and that many policemen and officers are in league with thieves and criminals of various kinds.

The re-election by the State Association of President C. S. Tuttle, of Hornell, and of Secretary Charles Thorpe, of New York, showed the satisfaction of the members with the work of these officers in the last year.

Apple buyers have agents going through the State making contracts for the crop which, it is estimated, will be fully 15 per cent. larger than last year and will average much higher in quality. In some places the buyers are offering \$2.00 a barrel and growers are holding out for \$2.25. The growers say that they are not dependent on the buyers from New York as, if the prices are not satisfactory, the apples may be hauled to the local cider mill and evaporators.

Many of the city grocers have awakened to the fact that this is an unusual year for fruit of many kinds in fine quality and plentiful supplies, so that dealers who in other years have not paid much attention to this department are now doing so. Fruit stands have been established outside groceries that never before had any. Some grocers are finding that an attractive fruit department is not only profitable in itself, but it brings trade for the other departments.

FRED. A. MCGILL.

More Delegates to Pennsylvania State Convention.

Various Local Associations Elect Representatives to State Convention at New Castle Next Week.

Special Correspondence of "Grocery World and General Merchant."

Erie, Pa., August 21, 1908.

Mr. S. Keith Evans, vice-president of the Woman's Home Companion Co., and manager of its advertising department, as the representative of the Quoin Club, will address the New Castle convention Friday morning, September 3d, on "How the Retailer and the Manufacturer Can Work Together to Increase the Retailer's Business." The letter of acceptance came too late for printing in the regular programme.

The Brownsville Association will be represented at New Castle convention by H. C. Hombake and

Homer Walford, delegates; A. A. Cannack and F. J. Chalford, alternates. We have received the following additional names of delegates to New Castle convention: York, W. E. Gipe, president; C. A. Geesy, secretary; Samuel F. Gregory. Warren Business Men's Association, J. W. Kendall, president and J. F. Emerson. Williamsport Secretary Dan M. Larrabee. McKeesport Merchants' Association, Jos. E. Edmundson and Secretary J. D. O'Neil. Philadelphia, Secretary Wm. Smedley, H. W. Fischer, O. A. Patterson, W. S. Brown, C. K. Dewees. Pittsburg Grocers' Association, George Hohmeyer, Secretary E. F. Eckert, D. B. Sawtell and Charles Wachter. Hanover Association, J. L. Emlet and E. A. Michael. Lewistown Merchants' Protective Association, W. H. Meyers, secretary. Lancaster Grocers' Association, D. C. Long and E. C. Hertzler; alternates, S. J. Rowe and W. E. Menner. Lykens Retail Merchants' Association, Secretary Jacob M. Miller and Charls A. Hoff. New Kensington Business Men's Association, J. S. McKean and Joseph Bullers. Sharon Merchants' Exchange, Irvine J. Hyde and John Reyer. Beaver Valley Retail Merchants' Association, Ora Powell, Rochester; J. C. Kemple, Beaver; alternates, Simon Heidt, Rochester. Jas. M. Heidenik, Monaca. Pittston Mercantile Protective Association, Wm. Drury and Secretary D. M. Evans. Waynesboro, Danie Rinehart and Thos. West. Wilkes-Barre, Percy A. Brown, Wm. Giles Jr. Tamaqua, B. J. Duffy, secretary. Tower City, J. R. Reinhardt, alternate, Geo. Evans. Chester Wm. H. Nelson and Frank Schmidt. E. E. Pittsburg Merchants Association, R. B. McKelvey.

A. M. HOWES,
State Secretary

Milwaukee, Wis.

At the last meeting of the Milwaukee (Wis.) Retail Grocers Association it was declared that a movement should be put on foot by the association to secure a law requiring that the date of packing be stamped plainly on all canned goods, in the interests of the retailer and consumer. With such a law in force it is contended by the officers of the association that it would be next to impossible for concerns to palm off old stuff on the unsuspecting dealer.

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Dear Sir:—Enclosed I send you a few back numbers of our little store paper, "Snap Shots," thinking that in them you might find something of interest to you, as editor of one of the most important departments of your valuable trade journal.

The writer is an interested reader of the "Grocery World and General Merchant," and gets many valuable pointers from each issue. Some years ago, while clerking in a store in Minnesota, and later, while living in Salt Lake City, Utah, he contributed several articles to the columns of the "Grocery World and General Merchant," but since getting into business for himself, he has been too busy to mind anybody's business but his own.

Yours truly,
OTTO P. K. HJERMSTAD.

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Spanish Valencia Raisin Crop.

grapes is not yet past, no heat waves, 'so prejudicial to the fruit at this season, have been reported up to the present. Stocks in the hands of farmers and speculators in Spain are now totally cleared, while latest advices from London, where the most important stocks of old raisins are always held, report 6,700 hundredweights Denias and 180 hundredweights Malagas on hand, against 3,380 of the former and 100 of the latter at same period last year. Freights, as far as can be ascertained at present, are likely to rule at usual rates of 25 shillings a ton for principal United States Atlantic ports, both by direct steamers and via Liverpool in transshipment. The price obtained by growers last season for raisins in bulk delivered in packing stores of speculators and export merchants averaged about \$2.55 per hundredweight of 112 pounds. The exports of raisins from Valencia were \$1,500,000 in 1906, of which \$50,668 worth were declared shipments to the United States; the latter increased in 1907 to \$205,-

Bulk Fruit has Already Advanced About Thirty-five Per Cent. Bottled Olives Have or Will Advance Also. Very Short Crop the Cause.

The following figures show the prices on the various sizes of bulk olives on June 22, 1908, and to-day :—

	June 22.	To-day.
70-80	\$1.00	\$1.35
80-90 .....	.85	1.25
90-100 .....	.75	1.10
100-110 .....	.70	1.00
110-120 .....	.65	.90
120-130 .....	.62½	.85

The cause of the advance is very poor crop prospects. Advances from the other side put this year's crop at about one-fifth of normal, and the holders there express the opinion that olives will be higher this year than ever before. There is no special surplus of old goods, as the low prices ruling early this year created an enormous demand.

VOLUME I CHIPPewa FALLS, OCTOBER, 1906 NUMBER 12

COLD WEATHER CAME BEFORE
EXPECTED
RUSHING BUSINESS

We believe we are entitled to share honors with the best authorized weather prophet, Prof. Hicks, for the cold weather we predicted in our last issue reached us even before we expected it.

A result business in our dry goods department has been humming these winter days. Everybody speaks well of the steeling weather. For the cold weather we are showing and are pleased with the genuine bargains we have to offer. Our line of cold weather goods is really the biggest and most complete in the city. In this store, and our stores are absolutely the lowest we can get the goods more than a month ago and thereby secured best prices and the choicest of goods and we you benefit.

We have a large assortment of outer garments and hats, fine goods of all kinds, and a variety of beautiful patterns of arm and eight cents a yard. All kinds of men blankets from six fifty the pair to fifty nine cents.

Below we underwrite this celebrated "Affiance" brand is worthy of your attention. These garments are silk finished, perfect fit and the vests are fitted with double chest, the two fabrics being ventilating and healthful. Also a dollar and twenty-five cents a yard, a well known low line. The "Sutem" Jersey ribbed and a Flour City Mills fine line of plush underwear for ladies, at one dollar per suit.

Below we have added the celebrated Wright's Hose underwear for 75c, being convinced that this line is the best boys' underwear on the market. Sell at fifty cents the garment.

Below we underwrite we have an immense stock outlined on page three this issue.

Our line of hosiery for all the members of the family is most complete in "Ironclad" brand for boys and is one of the best and strongest

(Continued on fifth Page.)

OUR FINE LINE OF HOLIDAY
GOODS ON THE WAY

Our fine line of fancy imported and domestic China and lamps are now on the way and will be here for your inspection in a few days.

Anticipating a big business in these lines for the holidays we have made liberal purchases and we are sure the goods will prove quite an attraction to you and show you more than anything else that the Success Store is strictly up-to-date in everything and the desirable store for you to patronize.

The Fostoria Glass Co., of Mounts-ville Va., are the largest manufacturers of lamps in this country and make picture making but the very best and most improved lamps. We have a large line of lamps coming direct from their factory all of the latest styles and decorations. Prices will range from five dollars to sixty—enough for complete parlor lamps.

China we will have both the domestic and imported in white and decorated ware. Many new novelties will be shown and our prices will prove as attractive to you as the goods themselves.

Of the many beautiful goods, such as glass, silver, and china, we wish to call your special attention to our line of decorated China ware, and we will also have a big assortment of imported handpainted China in popular prices.

We know there will be many things of interest to you at The Success Store from now until Christmas and we want you to come and see us often.

We are selling the finest honey in country at per pound, fifteen cents. We should like from Mr. Kees' apy of interest. Mr. Kees took two first prizes and two second prizes for his honey at the recent State Fair. This goes to show that Mr. Kees does know their business to perfection.

We are selling absolutely pure strained honey in glasses at 10 cents

THE LITTLE SHOE STORE IN THE
CORNER

"While all of our dependents show a steady increase in popularity, there is one department in particular which is leading all the others a merry chase. We refer to our cozy little shoe department. It is the corner" which is now filled from floor to ceiling with the nicest, warmest and most comfortable footwear for young and old.

The reason for the great success of our shoe department lies in the fact that we handle nothing but good, dependable styles. They are found in the warmer styles and are made of the best leather. We also have something to do with it for we can afford to sell our shoes cheaper than the exclusive shoe dealers as we do not depend on just this one line for our business. Furthermore, you will not find one single pair of shoes in our stock for it is not larger but smaller. We can turn it over several times during the year.

We handle the Götaland, French and English, and the Red Wing lines of shoes. They are made for everybody. Both in style, fit and price. We have first named lines of shoes for men, women and children are too well known in this part of the country to need any further recommendation. They have been made for many years and our friends and neighbors have learned from experience what good shoes they really are. Of the Red Wing Shoes, for men and boys only, we want to say that these shoes look better to us than any other shoes we have seen. They are made in a new factory where only the very latest machinery and the most skillful workmen are employed. The style and fit of these shoes are perfect and we guarantee the wearing quality of the money will be refunded.

Of course, and overheads we carry this season a bigger line than ever. We call your attention to our ladies' felt lined rubbers at eighty-five cents the pair. They will keep your feet warm

SUCCESS STORE SNAP SHOTS

Mick's Not In It.
Continued from first page.

lines on the market
Hava just received an assortment of men's and boys' caps and girls' Tam O'Shanter, warm and comfortable ones from twenty-five cents up! Our offerings in gloves and mittens are worthy of your attention. On the third page of Snap Shots we quote you more of our desirable merchandise at money saving prices and we know if you will gladly study this ad you will come to the conclusion that The Success Store the desirable store to patronize.

Something New.

We are now showing something entirely new in the way of a washboard. It is the Hubbard's Roller Bearing Washboard—a board that will save you work and save your clothes. Instead of the metal rubbing surface found in the old-fashioned boards, the Hubbard's board has eleven wooden rollers, mounted on steel pins. The rollers are threaded with right and left hand threads alternately and move the clothes in rapid succession each way, making many times the friction of the common board with less expenditure of effort.

To quickly introduce the Hubbard's Roller bearing wash-board we name it this month a special price of, cash thirty-eight cents.

Terse Tales.

Business never was better.
And we thank you all most heartily
for keeping us so busy.
Did you notice the coupon in this
issue? Cut it out and bring it to The
Success Store.
It is worth 5 cents to you and you
can think it worth still more after
you have once tried Queen Naptha
Soap.
We have added many new goods in
our hardware department lately and
when you need anything in that line
you may be sure we have
it.
Our new line of investment new pro-
ducts at 10% discount. The
Success Store's new goods are almost all
in and we bought our canned goods,
dried fruits, etc., months ago, we are
positioned to save you money.
Our line of stationery and all kinds
of stationery is most complete
and we have everything brought in
latest, at money saving prices. With
our tablet we will, for a short time
give you free a good pencil, with
each. Mention this offer if you want

THIS IS WORTH MONEY TO YOU.

DEAR NAOM -

Please cut out this Coupon and take it with 5c to
THE SUCCESS STORE and receive

Two 5c Cakes of Queen Naptha Soap.

We want you to demonstrate in your own way to your own satisfaction
the **NAPHTHA QUEEN SOAP** is rightly named. "The Queen of all
Naphtha Soaps" - hence the free cake for the asking. Don't take our word
for it, give it a trial. We have no doubts as to what Naphtha Soap you
will use after a trial

Yours Respectfully,

A Hot Iron

with a cold handle is what you want when you do your ironing. Then use the new Asbestos Sad Iron, the very best coated iron in the market. The handle of this iron is lined with asbestos and is protected by dead air space between the handle and iron, making a perfectly cool handle. The locking device is simple and there is nothing to get out of order or break. We handle a line of Asbestos Irons, from twenty-five cents each to a dollar and fifty-five cents a act. Ask to see the fine flat irons when in the store.

We Sell Medicines, Too

want you to bear that in mind
to need of anything in that line
of the advertised "patent" medi-
cine and all kinds of household re-
medies to be found in our stock.
We are the only dealer of all kinds
of medicines in this city. There is
nothing that will cure anything
more permanent relief than our
Sarsaparilla, absolutely pure and
recommended by the leading physi-
cians of Chippewa Falls. As a pre-
vention of the dreaded appendicitis
and other ailments of the bowels,
Monarch Olive oil, which means
night and day will save doctors

WITH MR. GROOS
charge, our bakery at No. 9 Canal
is gradually pushing to the
front. It now shows his business
reflexion, and his high position
are gaining the reputation of
the best in the city. As a candy
maker is always good, and these com-
modities being always fresh and
absolutely pure, they are to be pre-
ferred to the home-made kinds.
Mr. Groos will make a specialty
of line order and we want you to
remember this when in need of any
cakes, cookies, etc., for parties

Just A Flyer
For October

We will sell you—	
20 lbs Cane Granulated Sugar for	
<p>49 Cents</p> <p>If you will buy the following list of Groceries at one time, for cash only, the goods are of the very best grade and are quality. Positively no change will be made in the list and the goods are good only until Nov 1st</p>	
<p>~~~~~</p>	
20 lbs Cane Granulated Sugar	49
1 lb "Snap Shots" Coffee	49
1 lb "Snap Shots" Tea	49
1 1/2 pk Soda, the best	.05
1 pkg Yeast Food	.05
1 pkg Corn Starch	.10
1 pkg Currants	.10
1 pkg Seeded Raisins	.10
1 sack "Best on Record" Flour	1.15
2 lbs Glus Starch	.10
3 lbs Soda Crackers	.25
1 lb Hot Pepper	.18
2 lbs Ground Mustard	.25
1 can Baking Powder any brand	.10
2 cans Best Corn	.14
1 can Peas	.10
1 can Tomatoes	.10
1 can Salmon	.15
2 cans Mustard Sardines	.20
1 can Best Blue	.25
1 can Out to Sea	.25
1 bottle Prepared Mustard	.10
4 box Toothpicks	.05
5 doz Best Clothes Pins	.00
Total	\$4.99

THE SUCCESS STORE



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: C. E. Allinson, Burlington, N. J.—I have a claim of \$85 for two engines I sold the McDonald Machine Co., 328 Vine street, several months ago.

I understand they have failed. Is such the case, and can I get anything?

What will be the proper course to pursue?

Answer.—Naturally the first thing to do is to secure definite information as to your debtor's financial standing. This can be obtained from any commercial agency. If they have gone into bankruptcy, formal statement of your claim should be filed with the referee, and you will receive your pro rata share of the assets. If they have simply made an assignment for the benefit of creditors, or taken any other step in insolvency short of bankrupt proceedings, the claim can be filed in a much less formal way. In that case it should be filed with the assignee or other person having the debtor's affairs in hand. If the concern is still solvent, it should be placed with some Philadelphia attorney for collection.

Question: A. M. Howes, secretary Pennsylvania Retail Merchants' Association, Erie, Pa.—I have read with much interest your comments on the collection letters sent you from Easton. The origin of these forms was with the Scranton Association, which used, and I think still uses three letters. Erie revised the system, boiling it down to two letters, which have been in use for eight years and have been copied extensively throughout the State, particularly in North-western Pennsylvania. We were surprised that you would consider the blanks unsafe. We had been previously advised that they were all right. I do not question your judgment, and think your revised form is much better, ex-

cept in your second letter you say, "Your rating in the past has been ——— and on that rating any member of the association would have extended you credit." How would you fit this clause to the delinquent who had been reported before or had an undesirable record previous to the receipt of the letter? Would it not be better to eliminate that sentence entirely? What portion of the blanks submitted to you is unsafe, and why? Your advice will be much appreciated. If they are not safe I would like to have several of our associations set right.

Answer.—I have given more consideration to this question since the above letter was received, and I am still of the opinion that the collection letters submitted to me last week by the Easton (Pa.) association should be modified along the lines which I suggested in the last issue. In a nutshell, my reasons are these: The law is exceedingly delicate as to any plans of collecting money which hold the debtor up to scorn and ridicule and interfere with him in his regular business. In such matters it is always best to be on the safe side, because the line between communications that are not good cause for a lawsuit, because they are privileged, and those which can be sued upon because they are not privileged, is often very hard to draw. If the creditor goes ever so little beyond it, he is liable.

Collecting letters which threaten to blacklist the debtor and which actually do blacklist him if he fails to pay, are a species of libel, and are governed by the libel laws. In practically every State the communications of a collection agency, or an association with a credit department, such as the Easton Association, are privileged—to a certain extent. That is to say, because the plan is in the interest of honest dealing, a member of such an association has the undoubted right to notify the debtor that if the account remains unpaid by a given date it will be placed with the association for collection. He may also intimate in his letter that the association maintains a credit department and that through it the information that the bill is unpaid may go to the other members. By the same token he can legally report to the association that the account is unpaid, and the asso-

ciation can legally circulate that fact among its members. Finally, the members may one and all, acting on such information, refuse to sell the blacklisted debtors if they see fit.

But all these things must be done quietly and not threateningly, they must be done in absolute good faith, and they must be done in such a way that they are well within the legal protection of privilege. What I do not like about the letters referred to is that they boldly threaten. They hold up the blacklisting feature too plainly to be safe, and there are several cases which hold that a threat to blacklist in case a debt is not paid cannot legally be made.

My reason for including in my own draft of the second letter the statement: "Your rating in the past has been ———, and on that rating any member would have extended you credit," was to show the debtor how absolutely his chance of credit depended on his prompt settlement, and to permit him to draw his own conclusions as to what would happen to his credit if the rating was changed from good to bad. Of course, where the letter is to go to a debtor who has not had a good rating before—although would he be given credit had his record been bad?—I should use a form which omitted that sentence.

I think I should emphasize one other very important principle of this same subject: That an association using plans which involve virtual blacklisting should thoroughly examine and consider every claim sent in before certifying the fact of non-payment to other members. A consumer blacklisted for not paying a debt *which he denies or disputes* has a perfect cause for action against the association, under a long list of decisions. Only debts which are undisputed and undenied can be safely certified to other members of an association.

NOTE.—I am advised that I was wrong when I stated last week, in answer to W. P. Sampson, of Easton, Pa., that the Pennsylvania Retail Merchants' Association was not incorporated. This seems a particularly inexcusable error, since the writer is counsel for the organization and should have known if anybody did. Secretary William Smedley, of the Philadelphia Association, writes me that the State body was incorporated in Berks County about eleven years ago. About the only excuse I can make for ignorance of that fact is that the incorporation occurred long before my time and nothing has ever occurred, in the course of my relations with the organization, to bring the fact out.

Two-Minute Sermons for the Retail Grocer

LI.—Little Details.



No detail of a business is so small that it does not pay to learn it thoroughly.

The young man of to-day who hopes to have charge of a business of his own, or for someone else in a few years, should never lose sight of the fact that it pays well to learn every detail of the business. Every day some little thing comes up which, though a mere incident and possibly easily passed over without digging down to the bottom of it, should be treated differently by the young man who would make a success of life.


Such a man should never allow these little details to pass him without making himself thoroughly familiar with them, for

they are business lessons, and the more of them he absorbs while working for another the fewer of them will be stumbling blocks when it comes time to manage the business himself. For at that time, if he has had the experience he can give a word or two of instructions and be sure things will be carried out right, and those in his employ will have the more confidence in him, while the opposite effect will be created if he is compelled to admit that he knows nothing about it, and depend upon someone else to dig out the particulars, and the effect is even worse if he gives instructions which prove that he is not acquainted with the subject in hand. Get every detail. It belongs with the business.

F. A. P.



Headquarters For School Supplies



Every grocer should have our special circular of School Supplies, which is now in the mails.


Stationery and other supplies for school children is one of our strongest lines, and we invite an opportunity to compare values.

The School Circular contains a number of "specials" that will provide just the "window leaders" you need to get your share and a little more of the profitable school business.

In Tablets, Lead Pencils and School Slates—to mention only three sub-lines of the department—our four houses are largest handlers in the trade.

Inasmuch as the prices in our catalogue, like those in our sample rooms, are **in plain figures**, you will find comparison easy and interesting.

Our School Circular is No. 5990. While writing for it better make sure of getting an early copy of our soon-to-be-out Complete Fall Catalogue by asking for No. D680.



BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE, DALLAS, OMAHA, SAN FRANCISCO

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.



GOFF'S COUGH SYRUP is favorably known to nearly all of your customers. Our

special plan will introduce it to the rest.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

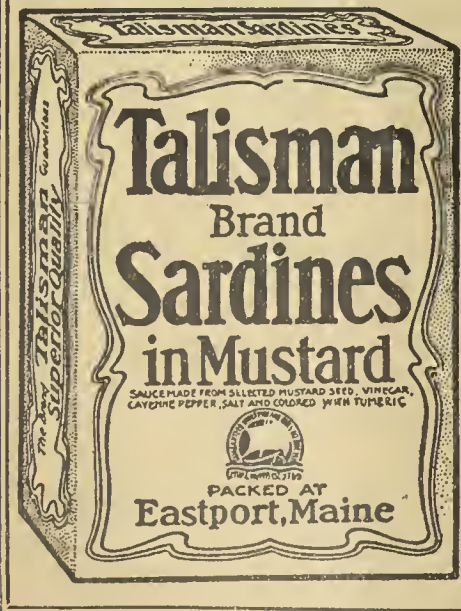
One Taste Convinces

If you have a customer who thinks domestic sardines can't be good, sell him a can of **Talisman Mustard Sardines**.

The youngest, tenderest sardines, fried to a turn, then fastidiously packed in a rich mustard dressing. The fish and the can are a little larger than Talisman Oil Sardines.

Talisman Mustard Sardines are worthy to grace the finest table in the land.

Swift & Company



Selling Goods After You Don't Need To.

I took last week off. My crash pants got a big spot on last summer, so I couldn't go to the seashore, for if I can't go there stylish, I won't go at all.

So I loafed around Philadelphia, and during the days I managed to drop in most of the large grocery stores. We've got some crack-a-jack places down here—I never saw any better stores.

One thing struck me. I look on it as in the little grocer's favor as against the big man. I mean this: That the larger a man's business gets, the more clerks he has to hire, and the further he gets away—himself—from the selling of goods, the weaker his proposition is.

Particularly if after awhile he gets so he stays in his office and leaves the selling to clerks alone.

Take Tom Martindale's store at Tenth and Market. Tom Martindale has been in his time a little grocer. I understand he used to have a little store in Oil City. I'm sure he knows how strong the personal element in selling is, for although he runs a big store now, he'll go behind the counter any time to sell goods. In that way he keeps close to his customers, he has his eye on the selling part of the place and the strength of his personality stays there all the time.

The other members of the firm do the same thing. You can always find some of 'em—some times all—knocking about the floor.

Take the Hanscom stores. Of course they have several stores and they can't be everywhere at once. But I don't suppose either of the Hanscom boys sells a cent's worth of goods in five years, or stay about to see other people sell. They stay in their offices and seem to have enough to keep 'em busy. Of course they run several restaurants, too.

The three Acker stores are run the same way. The three Acker brothers are sitting on the lid all the time, understand, but they

never go behind the counter to sell, and almost never does any customer see one of 'em.

In other words, their personality don't figure at all, but it does in Martindale's store.

The smaller the store the more it figures, of course, but in any store, big or little, it could be made to figure a lot more than it does. Suppose John Wanamaker advertised that he was going to take personal charge of the men's clothes department. Let him stand around the floor all the time, talking to customers and waiting on 'em—think the department wouldn't do more business? Sure it would!

You say a man like Wanamaker can get men to attend to the clothing department, and that he has to do things more important that he can't get other men to do. That's so, too, still very often the bigger merchant doesn't retire to his offices for any such reason, but because his head's swelled. "Me sell goods now?"

Why, I saw a good big grocer back in his private office one day addressing envelopes! A boy's job! Every minute he sat there he was losing money, because he could have gone behind the counter and sold a lot of goods.

Just a case of swelled head.

Yes, the little man has a great advantage along this line. He can get his business a good deal easier than the big store where nobody ever sees the proprietor, and he can hold it a good deal easier. For even the best clerk in the world doesn't begin to represent the business as well as the man that owns it. It takes self interest to stir a salesman up clean down to the bottom and don't you forget it.

If I were in business and had a big store I'd never let it get away from the atmosphere of my personality for one minute. I'd rub my individual name in in every way I could. Instead of saying "we" in my ads. I'd say "I" always. I'd be in the store as much as I could. I'd take my turn once in a while behind the counter—all the counters.

I'd keep the store just as personal as I could. Why, Tom Martindale even paints his store signs himself. He's done it for years—they've sort of got an individuality; the people knows he does 'em.

Between you and me, I believe I could paint a better sign with my big toe, but they do exactly what he wants 'em to—they prevent his store from growing into a machine run by a lot of clerks that don't *personally* care whether a sale's made or not. They keep him, with the other things he does, right there in front all the time.

It's Tom Martindale's store, and you can see Tom in there a good deal of the time. That's the point.

The point is to make the proprietor's name mean something to people. What does Gimbel mean to the grocery customers? Not a darned thing—nobody ever sees the seven Gimbel sisters.

You say what good it would do if they did? A lot of good. It would get the people a mighty sight closer to the business than they are now, and so it would with any store.

THE STROLLER.

Revolutionary Wheat Discovery.

The wheat and flour trade have been greatly interested during the week over a report from Spokane, Wash., that a farmer in Idaho had succeeded in raising a variety of wheat which produced 100 to 200 bushels to the acre. The ordinary yield is 20 to 30 bushels. It is declared that the wheat can be grown successfully in any part of this country; withstands heavy winds and even hailstorms; grades up to "No. 1 hard," and produces superior flour. If true, the discovery will wholly revolutionize the wheat trade of the country. The farmer is now selling his wheat for seed at \$20 per bushel.

Prosperity.

Francis H. Leggett & Company, of New York, are with us again this week with a second announcement of their famous Perri Walla Tea. J. C. Juhring, vice-president of the Company, is very optimistic regarding the future; he says that both business as well as collections show wonderful improvement, and he looks forward to a steady gain in sales from now on; he also volunteered the information that prices for many commodities are exceedingly low and said he believed it an excellent time for retailers to anticipate their wants. The business is coming; be prepared to meet the demand, and at a profit.

Mr. Juhring is a great enthusiast regarding the metropolis; he says all the good things of the world come to New York, no matter what. As a mart for the handling of food product New York City surpasses any other city on the globe. When in New York run in and see Mr. Juhring.

Window Dressing for Grocers

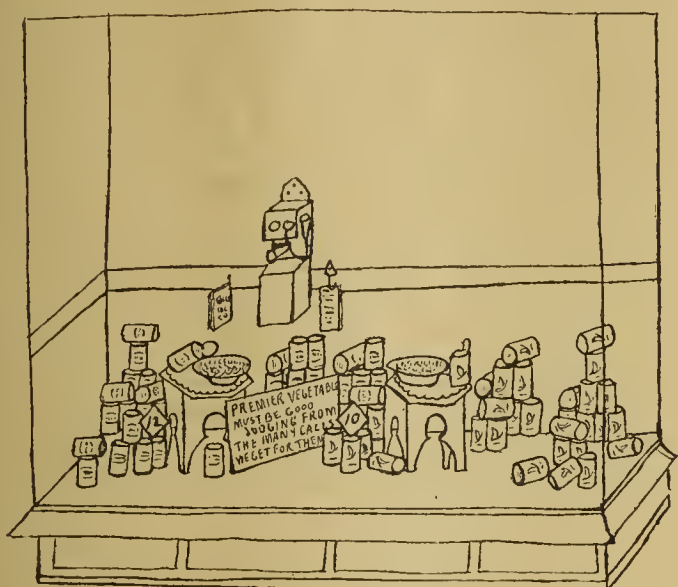
In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Vegetable Window.

The season for new pack vegetables will now be here shortly. Have a window display as follows: Take one standard brand, as Premier peas and corn. Open a can of each and display in dish. Have a telephone to rear or side of window, and to the side have a number of your order sheets on

both in increased trade and in laudatory comment.

Let us say that the grocer has a special brand of canned corn for which he is anxious to create a demand or is having a special sale of. Take a small box and mount it or suspend it in the middle of the window space as near the back of the window platform



a file. Fill them out and mark on order several cans of peas and corn along with several other articles. The idea is to show you have received calls over the 'phone for these goods. Or if you wish you can have orders strewn over floor of window. Have a sign to read:—

Premier Vegetables
Must be good, judging from
the many calls we get
for them.

M.

Williamstown, Pa.

Striking Display for One Article.

To many grocers simplicity is the keynote of display and results are to be more easily obtained by focusing the customer's, or prospective customers', attention on one thing at a time rather than confusing him with a large variety of display or extensive decorations. The suggestions given here for decorating a window are simple, yet cannot help but command attention. Its success can be vouched for by at least two grocers who accepted the author's ideas with most excellent results

pasteboard, gild it and place the crown on the can. This is to carry out the effect of "King Corn," which is painted in suitable colors on the block of wood, which serves as a throne. Another title which can be used is "King Of Them All." The inside of the box or the throne room should be draped with bunting of

a suitable shade, which will go well with the color of the label on the can. The sketch produced herewith gives some idea of the way in which the "King Corn" effect is carried out.

Now, from all sides of the window, including the top and bottom, drape bunting, as shown, tacking it to the window and to the box or throne room. The color of the bunting used is an important item and the best results will be obtained by using a dark green or a dark red. A combination of these colors is also permissible. All clashes of color must be avoided.

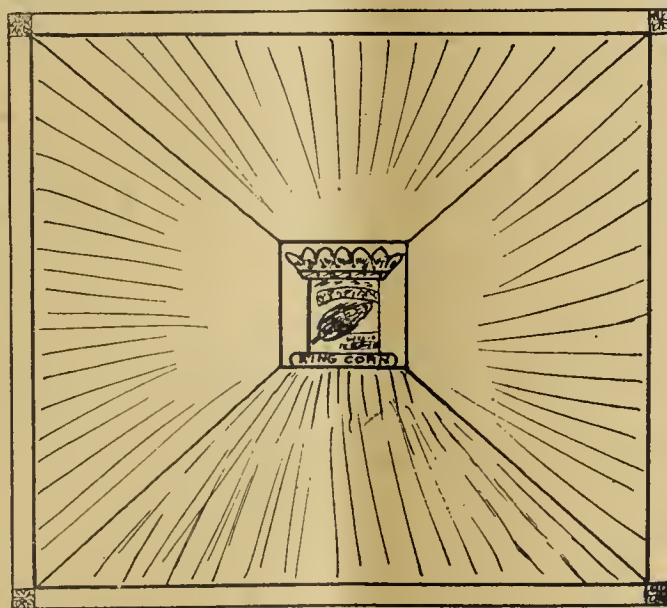
The idea is carried out easily, is extremely novel for a grocery display and is bound to attract attention. Another feature which should recommend it is the cheapness with which it can be made. At night electric lights can be installed in the box, so shaded as to shine directly on "King Corn" and will greatly add to the effect.

E. B. SIGERSON.

116 West 129th street,
New York City.

The Trend of the Times.

No one class of trade has made greater progress in the past few years than the retailer of groceries, meats, etc. Look back twenty years and make note of the equipments of storekeepers. Compare the dark, ill-ventilated, kerosene lighted stores of twenty years ago with up-to-date stores of the present time. Illuminating oil was replaced by gas and the latter has been



succeeded by electricity. Notice the difference in the bins for keeping cereals, etc., in large quantities. Today they are made to swing on hinges or pivots, so that when in normal position they are out of the way and free from dust, insects, etc. Note the improvements which have been made in refrigerators, both in their additional cooling properties and appearance. They have installed accounting systems and cash registers to place cash and charge accounts on a systematic basis, but the most radical improvements have been in the methods of weighing

their commodity. The merchant realizes that until the transaction is made with the customer his stock represents the money he has put into it and his profit. For instance: if he is selling coffee at 35 cents a pound which costs him 28 cents—the coffee in the bin represents the purchase price and the 7 cents profit. It is up to him to weigh out the coffee with such a degree of exactness as will assure him his 7 cents profit.

Manufacturers of ordinary pound and ounce scales have spared no expense in material and workmanship, but in the construction of their best machines for practical use they have been unable to overcome certain weaknesses which is a result of friction and gravity. It has remained for the computing scale to overcome these discrepancies.

The automatic weighing scale of today is marvelous in its accuracy and simplicity. When the goods are placed on the scale, both the weight and the value of the goods are distinctly shown. By observing the amount as indicated by the price per pound at which the goods were purchased and also the amount as indicated by the price per pound at which the goods are selling and noting the difference you will have the profit of that particular weighing.

Even balance scales are now constructed in combination with the automatic principle, and in doing this the action of the pan is harnessed up so that instead of showing downweight, the scale registers as the goods are being placed on the platform.

The Dayton Moneyweight Computing Scales are proving so successful that they are being readily adopted by all countries as well as being extensively used in the United States. There is no one feature of the modern store which creates as much confidence between merchant and customer as the Moneyweight Scale. Clerks are relieved of all guess work and anxiety; customers know that they are getting the amount that they are paying for, and the merchant knows that all losses and errors are avoided, thereby getting pay for what he is selling. The money saving qualities of these scales are so apparent that after receiving an explanation of their construction and use the only question involved is how soon can shipment be made? There are district offices where a full line of samples are kept, in all of the large cities, and as we are sure that the knowledge of these scales will be of service to you, we would suggest that you take up this subject at your earliest convenience. A call at one of their district offices or a request for catalogue does not imply that you will buy a computing scale but merely that you are interested and would like information on this subject.

The main office of the Moneyweight Scale Company is located at 47 State street, Chicago, on the ground floor of the Masonic Temple.

Latest Missouri Food Law Unconstitutional.

The Missouri Circuit Court has decided in the case of Emrich Vinegar and Pickle Co. vs. the State Commissioner, that the Missouri food law of March 22, 1907, is unconstitutional because its subject is not expressed in the title. The Missouri Food Commissioner accused the vinegar company of selling a "corn sugar vinegar" in violation of law, in that it was artificially colored in violation of law, and threatened to confiscate their whole product.



Kokomo, Ind.

At a recent meeting of the Kokomo Retail Grocers' and Meat Dealers' Association of Kokomo, Ind., a resolution was adopted that every member of the association be fined the sum of \$10 if they give credit to any person or persons who have been reported delinquent by another member of the association. Lists will be published in the near future of delinquents and will be placed in the hands of members of the organization.

Little Rock, Ark.

A special meeting of the Little Rock (Ark.) Retail Grocers' Association was held last week to discuss the question of getting the City Council to pass an ordinance imposing a license or tax on all foreign drummers and solicitors selling the consuming trade only. The call for the meeting seems to

have stirred up considerable interest, as the representatives of several different lines of business were present. The chairman appointed a committee consisting of Leo Pfeifer, P. J. O'Brien and the Manager to consult with our attorney and get an opinion from him as to whether or not the city could pass a valid ordinance covering such cases.

The committee immediately placed the matter before Hon. W. M. Lewis, attorney for the association, and after careful investigation, he says in part as follows:

I regret that I am compelled to say that in consequence of the inter-state commerce provision or clause in our Federal Constitution, the city is lacking in power to pass such an ordinance. The matter has been gone over by the courts repeatedly, and the weight of authority in support of this view is overwhelming. The Supreme Court of the United States has uniformly held this way, and its rulings make all agencies such as soliciting by means of travelling salesmen with samples to fall within the provision.

In the case of Robbing vs. Taxing District of Shelby County (Memphis) 120 U. S. Rep. 489, a leading case on this question, it is said that commerce between the states includes the soliciting of orders and sale of goods in one state by an agent acting for a firm in another state; and hence a statute imposing a license on such agents and

a fine for engaging in the business without payment of such license is in conflict with the commerce clause of the Federal Constitution, and is therefore void.

Help us locate E. M. Daniels and J. H. Turner.

Pennsylvania Retail Merchants' Association.

Following is the official programme for the annual State convention of the Pennsylvania Retail Merchants' Association, to be held in New Castle, Pa., on September 1st, 2d and 3d:—

TUESDAY, SEPTEMBER 1ST.

10.30 A. M.

Call to order, W. E. Patterson, New Castle, chairman of the Convention committee.

Invocation, Rev. A. B. McCormick.

Address of welcome, Judge Wm. E. Porter, New Castle, on behalf of the City of New Castle.

Address of welcome R. A. McKinney, New Castle, president of the Merchants' Association, on behalf of the merchants of New Castle.

Address of welcome, J. C. Norris, New Castle, president of the Grocers' Association, on behalf of the grocers of New Castle.

Hospitality of the city, Mayor of New Castle.

Response to welcome, Don M. Larrabee, Williamsport, on behalf of the Retail Merchants' Association of Pennsylvania.

Response to welcome, Harry C. Graham, Coraopolis, president of

the Chamber of Commerce, on behalf of the merchants.

Organization of Convention, Albert Kaiser, Philadelphia, president, Convention call, A. M. Howes, secretary, Erie.

Enrollment of delegates.

Appointment of committees on credentials and the press.

2.00 P. M.

Meetings of credentials and press committees.

3.00 P. M.

Committees' reports.

Communications.

Appointment of resolutions and auditing committees.

Reports of local associations.

Question box.

Evening.

At the disposal of the New Castle Entertainment Committee.

WEDNESDAY, SEPTEMBER 2D.

8.30 A. M.

Meeting of the directors of the Retailers' Mutual Fire Insurance Company, St. Cloud Hotel.

10.00 A. M.

Reading of the minutes.

Reports of committees.

Communications.

Report of secretary, A. M. Howes, Erie.

Report of financial secretary, E. J. Morris, Reading.

Report of treasurer, William H. Nelson.

Report of organizers, J. W. Rittenhouse, Scranton; E. J. Spangler, Pittsburg.

Address, "A Few Set-Screws to Hold the Merchants," W. P. Lewis, Huntingdon, secretary Pennsylvania Retail Hardware Association.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

Address, "Food Laws and Their Enforcement," James Foust, Harrisburg, Dairy and Food Commissioner of Pennsylvania.

Address, "Garnishment Laws," Hon. W. W. Hall, Pittston.

2.00 P. M.

Address, "Law Points Worth Knowing," Robert K. Aiken, Esq., New Castle.

Address, "Equity System of Merchandising," J. A. Everitt, Indianapolis, Ind., editor of "Up-to-Date Farming."

3.00 P. M.

Discussion, "Co-operative buying required by modern merchandising;" "Co-operative Advertising the next step for conserving the interests of the merchant;" "Manufacturers too frequently ignore the interests of the merchant in the marketing of their products."

Nominations of candidates for offices.

Nominations for the next convention city.

Question box.

4.00 P. M.

Secretaries' meeting, Wm. Smedley, Philadelphia, president.

"How to keep in personal touch with the members."

"Features which tend to the permanency of the organization."

Evening.

At the disposal of the Entertainment Committee.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued May 5, 1908:—

886,427. Coffee roaster. E. T. Shortt, St. Louis, Mo.

886,720. Sryup dispensing apparatus. John McCloskey and H. J. Gray, St. Louis, Mo.

886,906. Cherry pitter. A. G. Weinhardt, Benton Harbor, Mich., assignor of two-thirds to Katie P. Emery and J. C. Halliday, same place.

886,954. Eggholder. John Csincsak, Chicago, Ill.

886,982. Computing cheese cutter. J. W. Isler, Goldsboro, N. C.

Patents issued May 12, 1908:—

887,329. Cracker and cake box rack. C. F. Ingelmann, Indianapolis, Ind.

887,466. Asparagus cutter. C. F. Davis, Downers Grove, Ill.

887,662. Steak shredder. R. F. Lawson, Effingham, Ill.

Patents issued May 19, 1908:—

887,768. Candy pulling machine. J. L. Causey, Kansas City, Mo., assignor to Loose-Wiles Cracker and Candy Co., same place.

887,789. Confectionery holder. C. E. Greene, Chicago, Ill., assignor to E. H. Vavra & Co., same place.

887,790. Combined potato masher and spoon. H. J. Griswold, Eureka, Cal.

887,827. Device for use in storing fresh fruit. F. W. Meakin, North Carlton, Victoria, Australia.

887,828. Actuating mechanism for oven carriers. Anton Mill, Cincinnati, Ohio, and A. W. Copland, Detroit, Mich.; said Mill assignor to said Copland.

887,852. Pie pan. Belle C. Sabin, Chicago, Ill.

888,034. Bake oven. George Repp, New York, N. Y.

888,066. Salt shaker. Abraham Cohenic, New York, N. Y.

888,081. Bluing strainer. W. E. Grigg, New York, N. Y.

888,130. Weather strip. C. E. Wade, Masonville, N. Y.

888,250. Cake pan. Fredrica O. Michelson, Thorsby, Ala.

888,293. Fruit cutter. Henry All, Cutter R. R. Station, Cal.

888,298. Oyster carrier. R. C. Bender, St. Louis, Mo.

888,305. Spout for sausage stuffers. W. J. Bussinger, Philadelphia, Pa., assignor to National Specialty Mfg. Co., same place.

888,408. Fruit grading machine. Robert Strain, El Modena, Cal., assignor to Fred. Stebler and A. A. Gamble, Riverside, Cal.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For flour. The Northwestern Consolidated Milling Co., Minneapolis, Minn. A representation of the pyramids, the Sphinx and camels within concentric circles, and Egyptian faces between the circles.

For tea, coffee, cocoa, almonds, anchovies, arrowroot, banana fruit foods, blanc mange powders, butter, candied peel, capers, chillies, chocolate, chutney, cloves, cocoanut, cod roes, cream for

food, crystallized fruits, currants, curried preparations, curry powder, custard powder, damson cheese, fruits, egg powder, fish, game, gelatin, ginger, gravy powder, haricot, beans, hominy, honey, jam, jelly, lentils, lobster, marmalade, meat, minced collops, mulligatawney paste, mushroom powder, mustard, salad oil, olives, ox tails, oysters, cheese, pate, pepper, pickles, pistachio kernels, plums, prawns, raisins, rennet, rice, salad cream, sauces, sherbet, shrimps, soup, spices, suet, sugar, sultanas, syrup, tamarinds, tapioca, treacle, truffles, Turkish Delight, vanilla pods, vegetables and vinegar. The Home and Colonial Stores, Ltd., London, England. A rectangle with diagonals and the letters "H. & C." in the triangle formed by the top of the rectangle and the diagonals.

For canned fish. Getz Bros. & Co., San Francisco, Cal. The word "Monogram" and a monogram "G. B. Co."

For canned vegetables. Illinois Selling Co., Hoopeston, Ill. The word

"Sweetheart." A representation of a young girl wearing a sunbonnet and holding ears of corn. The same picture and word together.

For pork and beans. Joseph Campbell Co., Camden, N. J. The word "Campbell's" on a panel having a red upper portion.

For chewing gum. Doniphan & Co., St. Joseph, Mo. The words "Tickle Me."

For flavoring extracts and compounds. C. L. Cotton Perfume and Extract Co., New York, N. Y. The letters "O. K."

For glucose. Corn Products Mfg. Co., Chicago, Ill. A representation of a star.

For sugar tablets. S. S. Pierce Co., Boston, Mass. The words "Demi-Tasse." A representation of a tea set and a hand above the same, holding a piece of sugar and the words "As You Like It. Demi-Tasse."

For canned fruits. Griffith-Durney Co., San Francisco, Cal. The word "Corona" and a representation of a corona.

For spices. J. J. Schotten, St. Louis, Mo. The words "White Hen" and a representation of a white hen.

For canned tomatoes. T. H. Chambers & Co., Federalsburg, Md. The words "Red Bird" and a representation of a bird in red.

For macaroni. The Pfaffmann Egg Noodle Co., Cleveland, Ohio. The words "Sea Shell."

For hams. R. B. Wildman, Leesburg, Va. The words "Rokeby Hams."

For flour. Moseley & Motley Milling Co., Rochester, N. Y. The words "Senior" and "Ivanhoe."

For corn syrup, glucose, stock food and grape sugar. Corn Products Refining Co., Jersey City, N. J., and New York, N. Y. The word "Argo."

For grape sugar and corn sugar. Corn Products Mfg. Co., Chicago, Ill. The word "Star" and a representation of a star.

For cheese. G. N. Marshall Co., Phoenix, Ariz. The word "Hassayampa."

For canned oysters and fruits and vegetables. G. W. Lowden, Savannah, Ga. The word "Palmetto."

For canned fruits and vegetables. Griffith-Durney Co., San Francisco, Cal. The words "Orchard Brand."

For canned salmon. North Pacific Trading and Packing Co., San Francisco, Cal. The word "Challenge" and a representation of a stag. The word "Native" and a representation of an Esquimaux spearing a fish. The word "Klawack" and a representation of a landscape showing water, buildings and boats.

For candy. The W. M. Lowney Co., Boston, Mass. A representation of roses and a young woman holding an open box of candy.

For tea. Grand Union Tea Co., Brooklyn, N. Y. A triangle containing a large letter "T" flanked by the letters "E" and "A" and inclosed within concentric circles, the spaces between the triangle and the inner circle containing the words "Grand Union Company."

For soap. David Brown & Son, Ltd., Donaghmore, Ireland. The word "Floss."

For washing powders. Wm. Hansel, Chillicothe, Ohio. A representation of a maid in the act of washing clothes in a washtub.

For flour. Andrew Thompson, Trenton, N. J. The words "The Cook's Fancy."

For coffee and rice. B. Fischer & Co., New York, N. Y. The words "Queen Quality."

For butter, eggs and dressed poultry. The United States Packing Company of New Jersey, Chicago, Ill. A monogram "M. E. Co."

For desiccated potatoes. E. Klein Supply Co., New York, N. Y. A representation of three stars.

For canned fruits and vegetables. Griffith-Durney Co., San Francisco, Cal. The words "Bon Silence."

For soap. R. C. Morrison, New York, N. Y. The word "Babizone."

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

PEACH PRESERVING TIME.

This week we will make a special effort on peaches for preserving. Every one of your 'phone customers must be notified. A dozen large signs will be placed outside. Postals will be mailed. We will talk about it in the papers. Sample baskets will be placed around the store. We want you to make it a great big successful peach selling time. Mason and Lightning jars; rubber rings; extra caps; white wax; wax paper; jelly tumblers, etc.

THE ADS.

We want to again impress you—"You," every man, every boy, every girl connected with this concern, the importance of knowing what your firm is talking about in the newspapers. Read our ads. If anything is, in your opinion, exaggerated spit it out. Yours is the criticism we want to start with. You must believe in your store. We must have your hearty co-operation. We're a big family banded together for success.

ABOUT SUGAR.

Notices come to the office that we're high on sugar. We're not. The prices on sugar from one pound to one barrel are right.

But don't lose an order on account of our card figures. Once in a while a good customer will hold out on this eternal sugar question. Submit it to the manager. He has his own way of getting to the bottom of things. Selling sugar in our city at the present time is in a disorganized condition. Meantime, use discretion. Take the order.

"OUR OWN" BRANDS.

When a woman asks for a pound of Royal Baking Powder or a can of Baker's Cocoa, and you know that every dealer is cutting the life out of it, let her have it at the cut price. Do it again and again without a murmur. Wait your opportunity. Get her good will; make her feel perfectly at home before you spring "our own" brand of cream of tartar powder on her. Retail salesmen too often disgust people. They don't use tact. They don't wait till the customer gets her breath. Confidence begets confidence. Go at the thing slowly: We know it isn't the method used by the Rap Bang Grocer, but it's the method that pays in the end. Sell "our own" brand" of goods surely, but land them solid when you do make a sale.

For canned salmon. Griffith-Durney Co., San Francisco, Cal. The words "Navy Brand."

For canned fruits, vegetables and meats, dried fruits, spices, mustard, coffee, biscuits, crackers, maple syrup, molasses, honey, jellies, jams, preserves, flavoring extracts, macaroni, condensed milk, olive oil and catsup. Stone Ordean Wells Co., Duluth, Minn. The words "Blue Bird" and a representation of a bird perched on a twig.

For canned salmon. North Alaska Salmon Co., San Francisco, Cal. The words "Alaska Circle," "Climax," "Pride of Alaska," "Tribute," "Expansion" and "Triumph." The words "Merchants' Choice" and a representation of a store, showing a clerk and a female customer. The words "Tip Top" and a representation of two fishermen hauling a seine. The word "Cosmos" and a representation of the globe. The word "Cæsar" and a representation of a man in Roman costume.

For butter and eggs. Henry von Glahr & Son, Brooklyn, N. Y. The words "Red Star" and a representation of a star partly in red.

More Specific Food Crop Data.

Prospects in Most Lines Compare Favorably with Last Year's. Potatoes Poorer than a Year Ago. Rice Materially Better.

The Crop Reporting Board of the Bureau of Statistics of the United States Department of Agriculture supplies the "Grocery World and General Merchant" this week with more specific information regarding the conditions of the food crops:—

Corn.—The condition of corn on August 1st was 82.5 per cent. of a normal, as compared with 82.8 last month, 82.8 on August 1, 1907, and 83.1 the ten-year average on August 1st.

Winter wheat.—Preliminary returns indicate a yield of winter wheat of about 14.3 bushels per acre, or a total of 425,940,000 bushels, which compares with 14.6 bushels and 409,442,000 bushels, respectively, the final estimates of last year's crop. The average quality of the crop is 90.1, against 90.5 last year.

Spring wheat.—The average condition of spring wheat on August 1st was 80.7 per cent. of a normal, as compared with 89.4 a month ago, 79.4 on August 1, 1907, 86.9 on August 1, 1906, and 82.7 the ten-year average on August 1st.

Oats.—The condition of the oats crop on August 1st was 76.8 per cent. of a normal, as compared with 85.7 last month, 75.6 on August 1, 1907, 82.8 on August 1, 1906, and 83.8 the ten-year average on August 1st.

The proportion of the oats crop of last year in the hands of farmers on August 1st is estimated at 5.0 per cent. equivalent to 38,797,000 bushels, as compared with 7.1 per cent. and 68,000,000 bushels, respectively, the corresponding figures of a year ago.

Barley.—The average condition of barley on August 1st was 83.1 per cent. of a normal as compared with 86.2 last month 84.5 on August 1, 1907, 90.3 on August 1, 1906, and 85.7 the ten-year average on August 1st.

Buckwheat.—The acreage of buckwheat is about 1.4 per cent. less than last year, indicating an area of about 789,000 acres. The condition of the crop on August 1st

was 89.4 per cent of a normal as compared with 91.9 a year ago, 93.2 two years ago, and 91.5 the ten-year average on August 1st. The acreage and the condition on August 1st respectively in the important buckwheat states are: New York, 319,000 acres, 89; Pennsylvania 260,000 acres, 91; Michigan, 50,000 acres, 82; Maine, 23,000 acres, 90.

Potatoes.—The average condition of white potatoes on August 1st was 82.9 per cent of a normal, as compared with 89.6 on July 1, 1908, 88.5 on August 1, 1907, 89.0 on August 1, 1906, and 86.8 the ten-year average on August 1st.

Rice.—The condition of rice on August 1st was 94.1 per cent, as compared with 92.9 on July 1st, 88.6 on August 1, 1907, and 90.7 the average of the past ten years on August 1st. In the important rice states the condition on August 1st was: Texas, 94; Louisiana, 95; South Carolina, 87; Arkansas, 92.

Sugar beets.—The condition of sugar beets on August 1st was 87.3 per cent. as compared with 86.9 on July 1st, 92.0 on August 1, 1907, and 94.3 on August 1, 1906.

Beans.—The condition of beans on August 1st was 88.0 per cent. as compared with 90 on July 1st, 89.3 on August 1, 1907, and 89.8 on August 1, 1906. In New York the condition was 89 and in Michigan 87, on August 1st.

How We Kill Our Foreign Prune Trade.

Vice-Consul James L. A. Burrell, of Magdeburg, reports that complaints are again heard about California prunes imported into that German market during 1907, concerning which he says: "The first shipments, which were sold very cheaply by Hamburg firms as early as May, gave cause for complaint in many instances. Instead of consisting entirely of 1907 fruit they were mixed with older prunes which had been freshened. In some cases they consisted entirely of old prunes. The deficiencies were not discovered at Hamburg, and later the seller was able to protect himself, because the complaint had not been made in the prescribed time. In another case the Magdeburg firm was unable to secure damages, as the Hamburg firm claimed to have bought the prunes from California as 1907 fruit, and deception on his part could not be proved. The Magdeburg Chamber of Commerce warns against buying from any but well-known California and Hamburg firms."

MANY GROCERS

Find it pays them to read the "good stuff" in

**The Advertising World
Columbus, Ohio**

Sample free, or four months' trial for 10 cents.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free of cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—To buy an interest and manage good, live retail business in a manufacturing town; general merchandise preferred. Have had ten years' experience and will guarantee results. State your proposition fully when answering this advertisement. Address "Retail," care "Grocery World and General Merchant," Philadelphia, Pa. 9

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 9

FOR SALE.

FOR SALE.—Slicing machine, Enterprise rotary, double knife. Cost \$22.50. Will sell for \$12. In use one month. Write Milton Bergstresser, Emaus, Pa. 10

FOR SALE.—Meat slicing machine. Good as new. Rotary. Cost \$16. Will sell cheap. Write W. P. Laird, care "Grocery World and General Merchant," Philadelphia, Pa. 10

FOR SALE.—In Tamaqua, Pa., three story brick house. Hot water heat and electric light throughout, hardwood floors, complete bath, fine lot and centrally located. Especially good proposition for doctor, dentist, or other professional or business man. For particulars apply to K. B., care "Grocery World and General Merchant," Philadelphia, Pa. 10

FOR SALE.—Good cash grocery business, doing about \$1,400 monthly. Rent of store, with five rooms and bath, \$25 per month. Situated in suburban section of Newark, N. J. Reason for selling, going into other business. Address C. H. Veghte, 84 Third Street, Elizabeth, N. J. 10

FOR SALE.—Having decided to enter the exclusive wholesale business and devote all my attention to the same, I offer for sale my fancy grocery and meat market. The best established trade in the city and surrounding territory. Stock strictly clean and fresh. Fixtures new and attractive. Will require from five to six thousand dollars to handle the trade. Rent reasonable; location best in the city. For further information call on or address H. W. Pardue, Johnson City, Tenn. 8

FOR SALE.—A strictly first-class cafe and ice-cream parlor with soda fountain. Everything new and up-to-date. Magnificent location and neat as a pin. Patronized by the very best element. Satisfactory reason for selling. If interested call or address quick. A bargain. H. W. Pardue, Johnson City, Tenn. 8

FOR SALE.—Grocer's combination refrigerator, 8 ft. high, 6 ft. front and 3 ft. deep. One side for meat and vegetables and separate compartment for butter. Will sell for \$50. Good condition. H. H. Heacock, 51 N. Second St., Philadelphia, Pa. 8

FOR SALE.—Centrally located dry goods and grocery business in Port Deposit, Md., in aristocratic residential section. Two-story frame building 17x80 feet. Yearly business, \$19,000; two-thirds cash, balance monthly. Stock, \$5,500. Prosperous town, with excellent educational advantages. Reason for selling, closing up the estate. Will sell stock cheap. Sell or rent the building. Apply P. O. Box 316, Port Deposit, Md. 10

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. 10

FOR SALE.—A building 94 feet wide, 128 feet deep, containing four stores, with two floors over each for residences, including grocery store with stock and fixtures, situated at the junction of Chestnut, Railroad and Springfield avenues, Summit, N. J. For particulars address John Rooney, No. 2 Chestnut Ave., Summit, N. J. 8

FOR SALE.—In Lebanon, Pa., a manufacturing town of thirty thousand inhabitants stock and fixtures of grocery and notions store. Has a 25-year established business warehouse and large stable. Also three story dwelling with all conveniences and in good condition. A chance for the right man. Address X, Lebanon, Pa.

FOR SALE.—Very reasonable, a pair of beef stalls in best market in city. Fine chance for practical butcher. Owner cannot attend. F. W., "Grocery World and General Merchant," Philadelphia, Pa.

FOR SALE.—Or to let, first-class corner grocery and meat store. Complete fixtures Price \$450. Stock on hand at wholesale price, ready to start. Rent, \$25 per month Corner Sixth and Franklin Sts., Elizabeth, N. J. Population, 70,000. Fred. Klopheus corner Sixth and Franklin Sts., Elizabeth, N. J.

FOR SALE.—National Cash Register Practically new. Suitable for any business cash or credit. Cost \$350. Will sell for one-half, \$175. If you think of buying a register, don't do it till you see this one F. Merriken, N. E. cor. Third and Snyder Ave., Philadelphia, Pa.

FOR SALE.—National Cash Register size 42½. One of the latest models, in use one year. Has "paid out," "rec'd-on-acct," "charge" and "no sale" keys. Total adder, with detail strip and customer counter. Registers from one cent to \$29.99 Can be reset at will. In good condition Address J. H. Drachbor, Lancaster, Pa.

FOR SALE.—Mr. Grocer and General Merchant: If you are looking for a motor car delivery wagon, 900 lbs., to cost \$650, can run summer and winter, address H. F. Granzow, Ashland, Pa.

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?
We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.
In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.
If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.
Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 day. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Use two teams. Net clear 10 per cent. Balance of building divided into flat and office profitably rented. Owner retiring from business and will sell at inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Sit 30x100 feet. Business about \$4,000 per month 90 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two team. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 345.—In West Philadelphia. Meat and provisions. Size 15x28 feet. Doing about \$11,000, three-fourths cash. Most sells meats, so stock only averages \$25

No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around \$800. Dwelling.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$14,000 yearly, two-thirds cash. Dwelling connected. Stock, \$1,000 to \$1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of \$1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$125 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clear 10 per cent. above everything. Stock about \$600. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at \$550 and stock at inventory. Will take all told about \$1,100. Full investigation. In order to guarantee a business of \$300 per week, seller will deposit \$100 as a forfeit for the buyer's protection.

No. 366.—In North Philadelphia. Groceries, meats and provisions. Size, 20 x 50 feet. Does \$400 weekly, all good trade. Stock about \$300. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around \$1,500.

No. 367.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 369.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$250 weekly, two-thirds cash. Stock \$700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 372.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 374.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 375.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 376.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,600.

No. 378.—In nearby Philadelphia suburb. Only two other stores there. Groceries and

provisions. Size, 22 x 45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 380.—In West Philadelphia. Groceries and provisions. Store 16 x 30 feet. Does \$400 weekly, two-thirds cash. Stock, \$800 to \$1,000. Net profits, 10 per cent. Good dwelling for sale or rent. Fixed charges low. Owner in ill-health and going to California. Will sell fixtures for \$500 and stock at inventory. Will take around \$1,300.

No. 381.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$350 and stock at inventory. Take about \$350. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 382.—In Germantown, Philadelphia. Groceries and provisions. Store 16 x 25 feet. Does \$150 per week on stock of \$750. No team. Expenses very light and net profits 20 per cent. Owner going in larger business. Splendid chance for man and wife. Price, inventory; will take less than \$1,000.

No. 383.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 384.—In Tioga, Philadelphia. Groceries, meats and provisions. Store 16 x 35 feet. Does \$300 weekly. Stock about \$300. All good, reliable trade. No team. Net profits 15 per cent., as only one boy at \$5 is employed. Rent, \$40. Owner sick and must retire. Will sell fixtures at about \$500 and stock at inventory.

No. 385.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20, with back room 16 x 14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID LITTLE STORE FOR MAN AND WIFE.

We offer clean, prosperous little store in West Philadelphia. Does \$200 weekly on stock of about \$500. Expenses are low and net profits are 15 per cent. Owner is in other business and his wife objects to running the store alone. Will sell at inventory and rent all fixtures except \$25 worth of loose fixtures. About \$550 takes the whole place. Full investigation courted.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the

last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID CHANCE IN LEBANON COUNTY, PA.

We offer strong grocery in manufacturing town in Lebanon County, Pa., 81 miles from Philadelphia. Store 25 x 50, and does \$30,000 yearly, two-thirds cash. Located in heart of city. Stock \$3,000 to \$3,500. Uses two teams. Good dwelling attached. Present owner took \$3,000 clear money out of this business last year outside of living expenses. He now wishes to retire and will sell at inventory. We have never handled a more solid proposition.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

WANTED.—To salesmen selling groceries and grocers' sundries. We have a special proposition of a commission nature which you can carry and sell without inconvenience or in any way interfere with your work. You can make good money and customers are satisfied. Write quick, getting full information. Zane Pottery Co., Zanesville, Ohio.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Mrs. Williams' Brands OF PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co. Philadelphia, Pa.

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States. MANUFACTURED BY WELLS & RICHARDSON CO., Burlington, Vt.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

Oakdale Steam Crisp Pretzels Salted

Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.

Oakdale Building, Philadelphia, Pa.



See These Mustards?

The handsomest Mustard Sardine packed is our Harbor Brand. Retailers at 10 cents with a good profit to you, and never fails to sell twice where it has sold once.

Selected fish, packed in a sauce of rare appetizingness, beautifully packed in green, red and gold carton. Good for shelf, pocket and palate.

JED FRYE & CO.
25 South Street, New York

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. August 24, 1908.

FRUITS THAT PLEASE IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.75 per bunch
Selected, 9 hands, packed 2 in crate.....	1.60 per bunch
Selected, 8 hands, packed 1 in crate.....	1.35 per bunch
Selected, 8 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 3 in crate.....	1.20 per bunch
Selected, 7 hands, packed 1 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.90 per bunch
Selected, 7 hands, packed 3 in crate.....	.85 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.35 per bunch
Selected, 8 hands.....	1.00 per bunch
Selected, 7 hands .....	.75 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocoanuts, 100 to bag, easy sheller.....	\$2.85 per bag
Cocoanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50
Extra Fancy Messina, 360 size, per box.....	350 to 3.75
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	325 to 3.50
Extra Fancy Large, 150 size, per per half box.....	2.25

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.50
Fancy quality, 126 to box	4.00
Fancy quality, 150-176 to box	4.75
Fancy quality, 200-216 to box	5.25
Fancy quality, 250-288 to box.....	5.00
Extra choice, 96-112 to box	3.25
Extra choice, 126 to box	3.75
Extra choice, 150-176 to box	4.50
Extra choice, 200-216 to box	5.00
Extra choice, 250 to box.....	5.00

FANCY MEDITERRANEAN SWEETS.

Fancy quality, 96-111 to a box.....	
Fancy quality, 126 to a box.....	
Fancy quality, 150-176 to a box.....	
Fancy quality, 200-216 to a box.....	
Fancy quality, 250 to a box.....	

CALIFORNIA BUDDED SEEDLINGS.

Fancy Quality, 96-112 to box.....	
Fancy Quality, 126 to box.....	
Fancy Quality, 150-176-200 to box.....	
Fancy Quality, 216-250 to box.....	
Fancy Quality, 288-360 to box.....	

CALIFORNIA PLUMS.

Tragedy, Large Blue, 4 baskets to	\$1.75
Burbank, Red, 4 baskets to crate.....	1.35
Clymax, 4 baskets to crate.....	1.65
Peach Plums, Fancy, 4 baskets to crate.....	

Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN :: ECONOMICAL :: SANITARY

Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, \$4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributors for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.

CANNED FISH.

RICE.

SALT.

MATCHES

LAUNDRY SOAP.

TOILET SOAP.

SCOURING SOAP.

CANNED VEGETABLES.

CANNED FRUITS.

DRIED AND EVAPORATED FRUITS.

SUGAR.

SUGAR.
We do not handle imported sugar.

CONDENSED MILK.

EVAPORATED CREAM

EVAPORATED CREAM.		Case.
Gold, double size can, 4 doz.....		3.95
St. Charles, 4 doz.....		3.90
Our Pet, large size, 4 doz.....		3.10
Our Pet, baby size, 6 doz.....		2.65
Peerless, small size, 4 doz.....		1.80
Peerless large size, 4 doz.....		3.20
Columbia, 4 doz.....		3.80
Silver Cow, 6 doz.....		
Van Camp, 4 doz, in cans.....	per can	4.15

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant." by R. C. Williams Co.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1-		-2-		-3-		-4-	
MOLASSES AND SYRUPS.		Peaberry—		Telephone 2s.....		Loose Raisins—	
Porto Rico Molasses—		Santos—Fancy.....		Sweet Wrinkled 2s.....		Valencia, 4 cr., 28 lbs.....	
Fancy, barrels.....		Santos—Choice.....		Standard E. J. 2s.....		California, 4 cr., 50 lbs.....	
Choice, barrels.....		Santos—Fine.....		Soaked 2s.....		California, 8 cr., 50 lbs.....	
Good, barrels.....		Rio—Fancy.....		Sneecotash—		California, 2 cr., 50 lbs.....	
Fancy, quart jars.....		Rio—Choice.....		Extra fancy Maine 2s.....		Figs—	
per doz., 1.20		Rio—Fine.....		Fancy Maine 2s.....		Baskets, 1 lb. and 2 lb.....	
New Orleans Molasses—		Santos—		Extra standard 2s.....		Layers, 2 1/4-in., 10 lbs.....	
Fancy Open Kettle.....		Best.....		Pumpkin—		2 1/4-in., 12 lbs.....	
Prime.....		Choice.....		Fancy, 3s.....		2 1/4-in., 12 lbs.....	
Good.....		Prime.....		Fancy, gallons.....		2-in., 12 lbs.....	
Ordinary.....		Good.....		Squash—		Currants—	
Blended, fancy.....		Fair.....		Fancy 3s.....		Fancy, 1-lb. cartons.....	
Blended, choice.....		Rio—		Tomatoes—		Cleaned, 1-lb. cartons, choice.....	
Blended, good.....		No. 1—Golden.....		5 1/4-in. cans, fancy New Jersey.....		Bulk, choice, 50 lbs.....	
2-lb tins, 8 dozen.....		No. 2.....		5 1/4-in. cans, ex. stand. N. Jersey.....		Natural, choice.....	
per case, 2.90		No. 3.....		5-in. cans, standard New Jersey... ..		Citron—	
Quarts, 2 dozen.....		No. 4.....		Standard Maryland, No. 3.....		According to quality.....	
per case, 2.90		No. 5.....		2-lb. cans.....		Lemon Peel—	
Sugar Syrup—		No. 6.....		Gallons, standard New Jersey.....		According to quality.....	
Pure, extra fancy.....		No. 7.....		Gallons, extra standard Maryland		Orange Peel—	
Pure, choice.....				Quarts, glass jars.....		According to quality.....	
Blended, fancy.....				Beets—		Fard Dates—	
Choice.....				Fancy Strawberry 3s.....		60 lbs., bulk.....	
Vanilla Drips.....				Ont 3s.....		1-lb. pkgs., 30-lb. case.....	
Tins, 2-lb., 2 dozen.....				Sweet Potatoes 3s.....		Persian Dates—	
per case, 1.95				Sauer Kraut 3s.....		60 lbs.....	
Tins, 2 1/2-lb., 2 dozen.....				Spinach—		Prunes, California, 25-lb. boxes.	
per case, 2.80				Standard Maryland 3s.....		Epiquesse, 20x80.....	
Tins, 3-lb., 2 dozen.....				Fancy New Jersey 3s.....		80x40, choice.....	
per case, 2.60				Gallons.....		40x50, choice.....	
Tins, 5-lb., 1 dozen.....						50x60, choice.....	
per case, 2.25						60x70, choice.....	
						70x80, choice.....	
						Choice, 50-lb. box—	
						60x70, 80x 90.....	
						70x80, 90x100.....	
						Prunes in 25-lb boxes.	
						Fancy 40x 50.....	
						50x 60.....	
						60x 70.....	
						70x 80.....	
						Prunes, Oregon, 25-lb boxes.	
						80x40.....	
						40x50.....	
						Apples—	
						Fancy, 50 lbs.....	
						Fancy, 1-lb cartons.....	
						Prime, 50 lbs.....	
						Choice, 1-lb. cartons.....	
						Peaches—	
						Fancy, peeled, 25 lbs.....	
						Unpeeled, fancy, 25 lbs.....	
						Extra Choice Muir.....	
						Apricots—	
						Royal, extra fancy, 25 lbs.....	
						Moorpark, fancy, 25 lbs.....	
						Royal, fancy, 25 lbs.....	
						Royal, choice, 25 lbs.....	

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

[illegible]

-2-

SUGAR.

Confectioners' Lozenge, XXXX.....	5.40
" Powdered.....	5.30
" Crown A.....	5.60
" Crystal A.....	5.25
" Coarse Granulated.....	5.25
Eagle Tablets.....	6.65
Crystal Dominoes.....	7.65
Cut Loaf.....	6.13 1/2
Patent Cubes.....	5.45
Powdered.....	5.30
Extra Fine Granulated.....	5.25
Coarse Granulated.....	5.25
Granulated.....	5.15
Fine Granulated.....	5.15

" in 50-lb. bags packed 2 in 100-lb. bag.....	5.20
" in 25-lb. bags packed 4 in 100-lb. bag.....	5.20
" in 10-lb. bags packed 10 in 100-lb. bag.....	5.30
" in 5-lb. bags packed in bbls.....	5.35
" in 5-lb. bags packed in 100-lb. bags.....	5.35
" in 2-lb. bags packed in bbls.....	5.45
" in 2-lb. bags packed in 100-lb. bags.....	5.45
" in 2-lb. cartons in cases.....	5.35
" in 2-lb. paper packages in cases.....	5.35

Confectioners' A.....	5.05
1-Keystone A.....	5.00
2-American A.....	4.90
3-Centennial A.....	4.85
4-California A.....	4.80
5-Franklin B.....	4.75
6-Keystone B.....	4.70
7-American B.....	4.65
8-Centennial B.....	4.60
9-California B.....	4.55
10-Franklin Extra C.....	4.50
11-Keystone Extra C.....	4.50
12-American Extra C.....	4.50
13-Centennial Extra C.....	4.45
14-California Extra C.....	4.45
15-Franklin C.....	
16-Keystone C.....	

TEA.

Japans-Basket-fired.....	Per lb. 20 @ 35
Japans-Pan-fired-Common to fair.....	20 @ 23
" Fine.....	24 @ 28
Choice.....	30 @ 38
FORMOSA-Superior to Fine.....	18 @ 20
Choice to Extra.....	22 @ 35
Choice.....	40 @ 50
Oocohow-Common, cargo.....	14 @ 16
Good, medium.....	17 @ 22
Superior.....	23 @ 28
Fine.....	30 @ 35
Choice.....	@ 40

-2-

GUNPOWDER-Choice to Extra.....	29 @ 35
Choice.....	40 @ 45
MOVING-Good.....	27 @ 30
" Fine.....	35 @ 40
Choice.....	45 @ 50
Choice.....	@ 55
IMPERIAL-Superior to fine.....	15 @ 20
Choice to Extra.....	22 @ 25
Choice.....	30 @ 35
YOUNG HYSON-Superior to fine.....	15 @ 20
Choice to Extra.....	28 @ 30
Choice.....	35 @ 40
INDIA-Common to Fine.....	18 @ 38
CEYLON-Common to Fine.....	18 @ 40
ENGLISH BREAKFAST-Fair to Good.....	15 @ 17
Choice to Extra.....	18 @ 28
Choice.....	30 @ 40

PACKAGE TEAS.

Lipton's Teas-	Per lb.
Ceylon and India, No. 1.....	In 1/2 & lb. In 1/4 lb. .45 .47
Ceylon and India, No. 2.....	.40 .42
Ceylon and India, No. 3.....	.35 .37
Black and Green, No. 1.....	.45
Black and Green, No. 2.....	.40
English Breakfast, No. 1.....	.45
English Breakfast, No. 2.....	.40
Formosa Oolong, No. 1.....	.45
Formosa Oolong, No. 2.....	.40

Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00

Tetley's Tea-	Per lb.
1/2 lb. or 1/4 lb. In lead or tin, 25 lbs. in case.....	
No. 2, Green Label, India and Ceylon.....	.45
No. 1, Buff Label, India and Ceylon.....	.60
Ex. Gold, India and Ceylon.....	.75
Mixed (Green and Black), same prices as above.....	
Formosa and Oolong, same prices as above.....	
India and Ceylon, Sun-Flower.....	1/2-lb. tins, per lb. .50
Mixed (Green and Black), Sun-Flower.....	.50
Formosa and Oolong, Sun-Flower.....	.50
Sun-Flower, 10c. sample size, 36 in carton, all three grades.....	per doz. .90

Caricol Blend, Martindale & Co. :-	Per lb.
5-lb. Silver Sacks.....	.22
1-lb. Silver Sacks.....	.22 1/2
1/2-lb. Silver Sacks.....	.23
1/4-lb. Silver Sacks.....	.23 1/2
1/8-lb. Silver Sacks.....	.25

Spring Garden Tea-	per lb. net
100 lb. barrels.....	.18
5 lb. silver bags.....	.19
1 lb. silver bags.....	.19 1/2
1/2 lb. silver bags.....	.20
1/4 lb. silver bags.....	.21

Packed in cases containing 100 pounds.	Per doz.
McCormick & Co's Banquet Brand-	
No. 10.....	.85
No. 25.....	2.00
No. 50.....	4.00
No. 100.....	8.00

-3-

AMMONIA.

Purple Ribbon. 16 oz., 2 doz. boxes.....	Per doz. .90
Purple Ribbon, quarts, 1 doz. boxes.....	1.50
Purple Ribbon, 1/2 gals. 1/2 doz. boxes.....	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75
Colburn's Autumn, hotel size, 1 doz. boxes.....	.90
Violet, pints, 2 doz.....	.85

AXLE GREASE.

Frazer's, 15 lb. pails.....	.80
Frazer's, boxes, 1/4 gross.....	per gross 9.25
Mica, 1/4 gross.....	per gross 8.50
Peerless, 1/4 gross.....	per gross 4.50

BAKING POWDER.

1/4 lb., 4 doz. in case.....	1.00
1/2 lb., 2 doz. in case.....	1.80
1 lb., 1 doz. in case.....	3.45
5 lb., 1/2 doz. in case.....	16.75

Davis' O. K., 1/4-lb., 4 doz.....	per doz. .45
Davis' O. K., 1/2-lb., 3 doz.....	per doz. .90
Davis' O. K., 1-lb., 2 doz.....	per doz. 1.65
Davis' O. K., 5-lb., 1/2 doz.....	per doz. 7.20
Cleveland's, 10-c. size, 4 doz.....	per doz. .84
Cleveland's 1/4-lb., 4 doz.....	per doz. 1.23
Cleveland's 1/2-lb., 2 doz.....	per doz. 2.28
Cleveland's 1-lb., 1 doz.....	per doz. 4.40
Leslie's 1/4-lb. cans, 1 or 2 dz. cartons, 4 dz. cases.....	.45
Leslie's 1/2-lb. cans, 2 doz. cases.....	.90
Leslie's 1-lb. cans, 1 doz. cases.....	1.65
Leslie's 5-lb. cans, 6 cans in case.....	per lb. .12
Sea Gull, 6 oz., glass, 4 doz.....	.45
Parrot and Monkey, 4 doz.....	.45
Rumford's Yeast Powder:-	
4 oz. glass, 2 doz.....	82 1/2
6 oz. glass, 2 doz.....	1.07 1/2
6 oz. glass, 4 doz.....	1.04
6 oz. glass, 6 doz.....	1.03
6 oz., 1 gross, in bbl.....	per gross, 12.25

Rumford Baking Powder :-	per doz.
5c. tins, 4 doz.....	.45
10c. can, 4 doz. in box.....	.90
1/2-lb. cans, 2 doz in case.....	per doz. 1.25
1-lb. cans, 1 doz. in case.....	per doz. 2.50
Royal, 10c. size, 4 doz.....	.85
" 1/2 lb., 4 doz.....	1.30
" 1/4 " 2 ".....	2.48
" 1 " 1 ".....	4.65

-4-

Ralston Baking Powder, 1-lb. cans, per doz.....	2.25
" " " 1/2-lb. " " ".....	1.25
Boston Brand, 5-lb. size, 1/2 doz. case.....	per doz. 12.00
" " " " " " ".....	2.50
" " " " " " ".....	.55
" " " " " " ".....	.75
Purity Brand " " " " " " ".....	6.00
" " " " " " ".....	1.50
" " " " " " ".....	.80
" " " " " " ".....	.45

BLACKING-Shoe.

Shinola.....	per doz. .75
Shinola, 1/2 gross in box, with 8 brushes and daubers or rug, free.....	per gross 8.75
Bixola, 3 doz. in box, with knife cleaner, free,.....	per doz. .78
Blackola, 3 doz.....	per gross 6.80
Bixby's Best, No. 1.....	2.75
" " B. B. M.....	per 1/4 gross 4.50
Jacquot Blacking, No. 5.....	4.25
Handy Box, French, No. 25, large.....	10.00
" " " small.....	5.00
Mason's No. 1, 1/4 gross.....	2.22
" " " ".....	2.60
" " " ".....	2.85
" " " ".....	4.55
" " " ".....	7.50
T. M. French.....	per doz. 1.00

SHOE DRESSING.

Mason's.....	.78
Acme, 1 doz.....	1.15
Bixby's Royal Polish, 1 doz.....	.78
Blxhy Jet Oil Polish.....	.80
Brown's Shoe Dressing, 1 doz.....	82 1/2
Brown's, Army and Navy, 1 doz.....	82 1/2
Boyer's French Dressing.....	.65
" Oil Polish.....	
Admiral Russet Combination.....	.75
Admiral Shoe Dressing.....	.70
Whittemore Bros. & Co:-	
Gilt Edge Polish, black.....	2.00
Boston Waterproof, black.....	2.00
Boston Jr. Waterproof, black, 10-cent size.....	.85
Elite Combination, Baby, black.....	.85
Elite Combination, large, black.....	2.00
Superb Patent Leather Paste, large.....	.75
Champion, black, friction polish.....	2.00
Champion Jr., black, friction polish.....	.85
French Gloss, black, self-polishing.....	.75
Royal Gloss, black, self-polishing.....	.75
Dandy Combination, russet.....	2.04
Star Combination, russet.....	.75
Dandy Russet Paste, large.....	.75
Bossola Waterproof Paste Polish, large.....	.75
Bossola Waterproof Paste Polish, small.....	.40
Quick White, cleans dirty canvas shoes.....	.85
Quick White, cleans dirty canvas shoes.....	2.00
Oil Paste black, never dries up, large tin.....	.75

—5—

GREEN COFFEE.

	Per lb.
Rio, Golden, fancy.....	@.09 ½
“ prime.....	@.08
“ choice.....	@.07 ½
Santos, Peaberry, extra fancy	@.12 ½
“ fancy.....	@.10 ½
“ choice.....	@.09 ½
Maracaibo, strictly fancy, mild.....	@.12 ½
“ choice.....	@.11 ½
Washed Caracas, fancy	@.14 ½
Laguayra, fancy	@.10 ¾
Java, extra fancy Old Government.....	@20 ½ @.21
“ extra fancy	@.20
“ fancy	@.19 ½
Mocha, ⅛ and ¼ bales, genuine, finest.....	@.19
“ Seed, Santos, fancy.....	@.10 ¾
“ “ choice.....	@.10 ¾

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@.12
“ Prime.....	@.10
“ Choice.....	@.09½
Santos, Peaberry, extra fancy	@.16
“ extra fancy.....	@.13
“ fancy.....	@.12½
“ choice.....	@.12
Laguayra, fancy.....	@.14
Maracaibo, choice.....	@.14½
“ fancy	@.15
“ extra fancy.....	@.15½
Java, extra fancy Old Government.....	@.25½
“ fancy.....	@.24½
Mocha, finest.....	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
“ “ 2.....	.20
“ “ 3.....	.17
“ “ 4.....	.14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa.....	15 $\frac{1}{4}$	15 $\frac{35}{100}$
Arbuckle's Seven Day.....	10 $\frac{1}{4}$	10 $\frac{3}{8}$
Lion	13 $\frac{1}{8}$	13 $\frac{1}{4}$

B. Fischer & Co.—	
Hotel Astor Coffee, 1-lb tins.....	.26
Thos. Martindale & Co.—	
Saludo, lbs.....	.20
“ 50-lb. tins.....	.19
“ barrels.....	.18
Viv, lbs.....	.16
“ 50-lb. tins.....	.15
“ barrels.....	.14
Ground or pulverized without extra charge.	

Lipton's—	
Special.....	.26
Perfection.....	.20
Packed in 30 and 60-lb. cases.	
German-American Coffee Co.—	Per lb.
Triunfo, 24 2 lb. cans.....	.29
“ 48 1-lb. cans.....	.29½
Trinidad, 60 or 100 1-lb. cartons.....	.26
“G-A” Blend, 20 3-lb. cans.....	.24
La Cruzada, 60 or 100 1-lb. cartons.....	.21½
Iowa, 60 or 100 1 and 2-lb. cartons.....	.18½
Tumbala, 60 or 100 1-lb. cartons.....	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb.....	.35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr"—	
50 tins in box.....	per box 3.80
12 in tins box.....	per carton .95
2-lb. tins.....	per doz. 5.75
George Floto's Sons—	
Coffee Essence, ½-gross improved cans.....	Per gross 2.25
“ ½-gross cans, tin ends.....	2.70
“ ½-gross cans, all tin.....	2.85
Vienna Coffee Essence, Manilla, ½ gross	2.05
Package Chicory, 65-lb. cases.....	per lb. .04½
Hummel's Essence, tin can, ½ gross, per gross.....	2.85
“ “ tin ends, “.....	2.70
“ “ improved “.....	2.15
Chicory, Selig's 65's.....	.05¾
“ English, ground, bags about 160 lbs....	.05¼
“ Franks', stick, 65 lbs.....	.06½
“ Muller's, Columbus brand, 5 sticks to lb., 65 lbs.....	.04¾

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

—6—

Duck, kegs, 12½ lbs	4.75
" kegs, 6¼ lbs.	2.05
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
" kegs, 12½ lbs.....	2.05
" kegs, 6¼ lbs.....	1.50
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85
BB, bags, 25 lbs.....	2.10

BLUING—Dry.

	Per gross
Barlow's, small, 2 doz.....	2.60
“ large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
“ No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
“ No. 2, 3 doz.....	2.50
“ Mammoth, 3 doz.....	3.60
“ Ball Blue, 1 oz., 3 doz.....	2.60
“ “ 2 oz., 3 doz.....	4.80

BLUING—Liquid.

	Per gross
Boyer's Bengal, 8 oz., $\frac{1}{4}$ gross.....	3.90
Cream Indigo, 2 oz., $\frac{1}{4}$ gross.....	3.90
“ 4 oz., $\frac{1}{4}$ gross.....	7.40
“ 8 oz., $\frac{1}{4}$ gross.....	11.40

BUTTER.

Tub Butter—	Per lb.
Creamery, extra, 60-lb. tubs .....	.26
“ first, “ .....	.25
“ second, “ .....	.24
“ third, “ .....	.23
“ imitation, 30-60 lbs.....	.22
“ 5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.27
Ladles, 30-60 lbs., bakers' use.....	.20
Print Butter—	
Star or S. D. brands, r lb., 20-50-lb. bxs. ....	.30
B. B., E. D. brands, 20-50-lb. boxes.....	.29
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.28
Sheaf ('400') Elgin, 20-50-lb. boxes.....	.25
Sheaf.....	.26
Milken Farm, lbs. and ½ lbs.....	.31
Gurnse, lbs. and ½ lbs.....	.29
Belle Spring.....	.27

CANDLES.

P. & G., 8's, 30 lbs.....	Per lb.
" 16's, 30 lbs.....	.10 $\frac{3}{4}$
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.11 $\frac{3}{4}$
Searchlight, hotel, 16's, 30 lbs.....	.08 $\frac{3}{4}$
Pearless, hotel, 16's, 30 lbs.....	.09 $\frac{1}{4}$
Bright Light, 16's, 30 lbs.....	.10 $\frac{1}{4}$
Werk's, 8's, 30 lbs.....	per box 2.00
" 16's, 30 lbs.....	.11
Carriage, size 6x1 $\frac{1}{8}$.....	.12
Martha Washington, long 12's.....	.19
	.17

JARS AND JAR RUBBERS.

Glass Jars—	Gross
Pints.....	6.75
Quarts.....	7.00
Half-gallons.....	8.70
Jelly Tumblers—	
Barrels, 22 doz.....per doz.	.17
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers...per gro.	2.75
Jar Rubbers—	
Lip, wide.....per gross	.85
Acme, wide, 1 doz. cartons.....per lb.	.45
“ medium, 1 doz. cartons.....“	.40
Reliable, white rubber, wide.....	.26
“ “ medium.....	.26
Black, medium.....per lb.	.25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....	per doz.	.25
“ Sage	“	.25
“ Thyme.....	“	.25
“ Savory.....	“	.25
Special case assortment, 2		
doz. Sweet Marjoram, 1		
doz. Sage, 1/2 doz. Thyme,		
1/2 doz. Savory.....	per case	1.00
Colburn's "A" brand, Sweet Marjoram,		
Thyme, Sage, Savory—		
1/2-lb. cartons, 1 doz.....	per doz.	.40
1/2-lb. “	“	.75
1/2-lb. “	“	1.25
1/4-lb. screw cap bottles, 2 doz.....	“	.90
1/4-lb. square cans, 2 doz.....	“	.85

—7—

CANNED GOODS.

Tomatoes—		Per doz.
Mrs. Hancock's, frying.....	1.15	
DuBois', frying.....	1.10	
Jersey King, No. 3, standard Jersey.....	.92½	
Silver Lake, fancy Jersey.....	.97½	
Peerless, extra fancy, No. 3.....	.90	
Plantation, No. 10, 1 doz.....	2.25	
Silver Lake, No. 10, 1 doz.....	2.50	
Golden Rule, No. 3, seconds.....	.77½	
Alta, No. 2.....	.60	
Lima Beans—		
Tinsley's, extra small.....	1.25	
Silver Lake.....	1.00	
Early Autumn.....	.92½	
Boyer's, No. 2.....	1.07½	
Oxford, Maine packed.....	.87	
String Beans—		
Extra fancy.....	1.50	
Boyer's, 2s.....	.55	
Acorn, 3s.....	.85	
No. 2.....	.57½	
Safe, No. 2.....	.50	
White Wax Beans—		
Boyer's, No. 2.....	.60	
Acorn, No. 2.....	.57½	
Champion.....		
Winsom, N. Y., No. 10, 1 doz.....	3.60	
Beans (Pork and Beans)—		
B. & M., No. 3, plain.....	1.35	
No. 3, tomato sauce.....	1.55	
Campbell's, No. 2, plain.....	.90	
No. 2, sauce.....	.90	
Oxford, No. 3.....	1.05	
Narragansett, No. 3, tomato sauce.....	1.37½	
Van Camp's, No. 1, sauce, 4 doz.....	.87½	
No. 2, sauce, 2 doz.....	1.32½	
Moore & Brady, No. 3, plain.....	.85	
No. 3, sauce.....	.90	
No. 1, picnic size, plain.....	.42½	
No. 1, picnic size, sauce.....	.47½	
Victory, No. 1, tomato sauce, 4 doz.....	.45	
Martin Wagner Co., No. 3, plain.....	.97½	
No. 3, tomato sauce.....	1.05	
Midnight Lunch, No. 1, 4 doz.....	.50	
Schimmel's, No. 1, sauce.....	.65	
No. 2, sauce.....	.95	
No. 2, plain.....	.90	
Bunker Hill, No. 3, plain.....	.77½	
No. 3, tomato sauce.....	.80	
Snider's, tomato sauce, No. 3, 2 doz.....	1.80	
No. 2, 3 doz.....	1.40	
No. 1, 4 doz.....	.90	
No. 10, ½ doz.....	5.00	
Sunnyside, plain or sauce, No. 3, 2 doz.....	.95	
No. 2, 3 doz.....	.70	
No. 1, 4 doz.....	.45	
No. 10, ½ doz.....	3.00	
Red Kidney Beans—		
Joan of Arc, No. 2.....	.75	
Van Camp's, No. 2, 2 doz.....	.77½	
Corn—		
Paris, fancy Maine.....	1.20	
American Beauty, extra fancy, Shoe Peg....	.85	
Cream of Susquehanna.....	.95	
Baker's, G. W., whole grain.....	.80	
Shoe Peg, Susquehanna.....	.80	
Osborn's.....	.72½	
Mark, crushed.....	.70	
Rex, No. 2, fancy, whole grain.....	.67½	
Vanity, No. 2, whole grain.....	.65	
Peas—		
Tres Fins, 100 cans.....	13.75	
French, very fine, 100 cans.....	13.25	
fine, 100 cans.....	11.75	
medium, 100 cans.....	10.25	
Boyer's, Midgits.....	1.55	
Extra Sifted.....	1.25	
Sifted.....	1.10	
Early June.....	.95	
Jumbo June.....	.90	
Little Nell's, Baltimore.....	.62½	
Hermit brand, No. 2.....	.55	
Beets—		
Silver Lake, fancy, No. 3.....	1.00	
Chautauqua, No. 3.....	.95	
Succotash—		
Quaker, extra fancy.....	1.12½	
Spinach—		
Champion, No. 3.....	1.00	
Shawnee, No. 3.....	1.10	
Farren's, No. 3.....	.95	
No. 10.....	3.25	
Sweet Potatoes—		
Victory, No. 3, 2 doz.....		
Pumpkin—		
Silver Lake, No. 3.....	.85	
Catawba brand, extra fancy, N. Y. State, No. 3.....	.95	
Andrews & Co., No. 2.....	.42½	
Silver Lake, No. 10, 1 doz.....	2.35	
Asparagus—		
Del Monte Mammoths.....	3.50	
Oak, large.....	3.20	
Superior, large, No. 2½.....	3.25	
Staple, medium, No. 2½.....	3.00	
Swan, medium, No. 2½.....	2.90	
Del Monte Tips, No. 1½.....	2.60	
Extra Tips, No. 1½.....	2.55	
El Dorado Tips, No. 1½.....	2.50	
El Rio, medium, No. 2½, 2 doz.....	2.85	

—8—

Peaches—

Goddess, No. 2½, ex. standard, lemon cling	2.00
Tioga, No. 2½, extra standard, lemon cling	1.95
Valley, No. 2½, standard, lemon cling.....	1.80
Agate, No. 2½, standard, lemon cling.....	1.70
Lake View, No. 2½, yellow, free	1.70
Oak, sliced, lemon cling, No. 1, 4 doz.....	1.35
Columbus, No. 2½, pie, peeled, yellow, free	47½¢
" No. 2½, pie, peeled, lemon, cling	1.40

Plums

Egg, extra standard.....	
Green Gage, extra standard	
Egg, standard.....	1.40
Gage, standard.....	1.40

Domestic Canned Fruit.

Apples	
Wayne Co., No. 10, 1 doz.....	2.50
Booth's, oval, No. 3.....	.70
Blackberries—	
Farren's, extra preserved, No. 2.....	1.30
Silver Lake, syrup, No. 2.....	1.22½
Nigger Head, No. 2.....	1.07½
Spring Garden, No. 2.....	.90
Blueberries—	
Loggies, No. 2.....	1.40
No. 10.....	6.00
Cherries—	
Silver Lake, pitted, No. 2.....	1.30
Flour City, white, No. 2.....	1.25
Peaches—	
Maryland Leader, yellow, No. 3.....	1.20
" white.....	1.15
P. & B., yellow, No. 3.....	1.25
Pears—	
Silver Lake, No. 3.....	
Fowling Creek, good, No. 3.....	1.25
Ayres Good, No. 3.....	1.05
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.30
Pride of Rochester, fancy, preserved, No. 2.....	1.90
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	.85
Silver Lake, No. 10, 1 doz.....	2.20
Strawberries—	
Anchor, No. 2.....	.90
Jumbo, No. 1, 4 doz.....	1.00
Silver Lake, No. 2.....	1.45
Defence, No. 2.....	1.80
Pineapple—	
Acorn, E. & C., No. 2.....	1.90
General, E. & C., sliced, No. 2.....	1.80
Indian River, E. & C., No. 2.....	1.65
Terrapin, E. & C., sliced, No. 2.....	1.60
Orange Grove, E. & C., No. 2.....	1.35
Singapore Chunks, No. 1½, 4 doz.....	1.05
Wallace, E. & C., sliced, No. 2.....	1.30
Singapore, cubes, No. 1½, 4 doz.....	1.00
Wagner's, No. 1, cocktail, 2 doz.....	.95
P. & B., grated, No. 3.....	.75
James, No. 3, pie, grated.....	.80
Singapore, cubes, No. 1, 4 doz.....	.67½
The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved—	
Chop Tan Hin, ¾ lb., cubes.....	.75½
" ¾ lb., sliced.....	.77½
" 1½ lb., cubes.....	1.02½
" 1½ lb., chunks.....	1.10½
" 1½ lb., spiral sliced.....	1.15
" 1½ lb., smooth sliced.....	1.22½

**Canned Crabs, Clams, Lobsters,
Shrimps, Mackerel, Kipperd
Herring and Oysters.**

Crabs—		Per doz
Develed, No. 1, 4 doz.....		2.17½
“ No. 2, 4 doz.....		3.25
Clams—		
Gold Label, No. 1, 4 doz.....		1.12½
Star, No. 1, 4 doz.....		.95
Lobster—		
B. & M., No. 1, flat, 4 doz.....		4.75
“ No. ½, flat, 4 doz.....		2.45
“ No. 1, tall, 2 doz.....		4.50
“ No. ¾, flat, 4 doz.....		3 00
Star brand, No. ¼, flat, 4 doz.....		1.40
“ No. 1, tall, 4 doz.....		3.85
“ No. ½, flat, 4 doz.....		2.40
Shrimps—		
Peerless brand (Barataria), dry, No. 1, 2 doz.....		1.17½
Peerless brand (Barataria), new, pickled, No. 1, 2 doz.....		1.12½
Cotton Bale, pickled, No. 1, 2 doz.....		1.10
Mackerel—		
Pickert's, soused, No. 1, 4 doz.....		1.50
“ “ No. 2, 2 doz.....		2.50
“ “ No. 3, 2 doz.....		3.15
Underwood, soused, No. 1, 4 doz.....		
“ “ No. 2, 2 doz.....		2.50
Oysters—		
Boyer's, No. 1, 2 doz.....		.92½
“ No. 2, 2 doz.....		1.80
M. & B., No. 1, 2 doz.....		.92½
Stewart's, No. 2, 2 doz.....		1.65
“ No. 1, 2 doz.....		.80
Victory, No. 1, 2 doz.....		.87½
Kipperd Herring—		
Maconache's, 2 doz., plain.....		1.40
Gold Label, No. 1, spiced, 4 doz.....		.82½



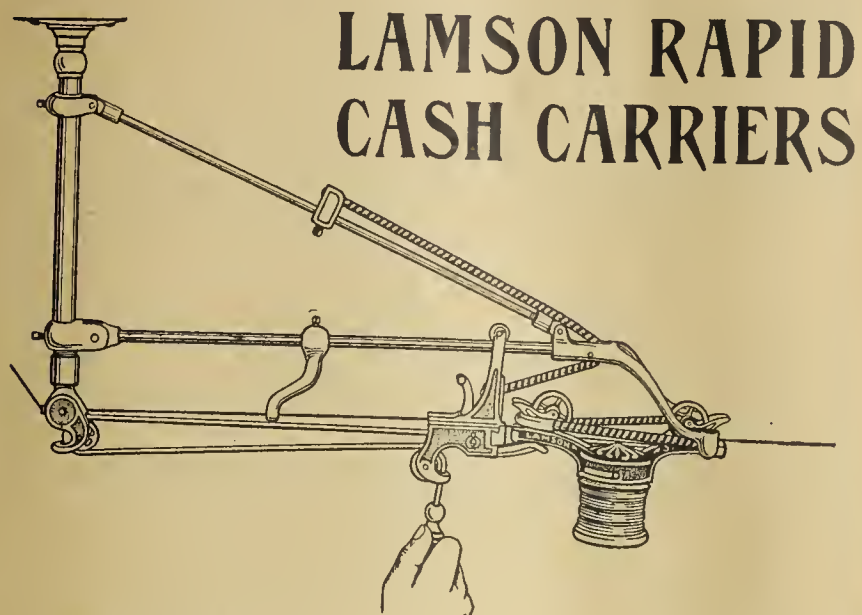
Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia



These Carriers will

*Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.*

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Building

District Offices
in all
Principal Cities

Boston Office
161 Devonshire Street

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

—II—

EVAPORATED MILK.	
Peerless, hotel size, 2 doz.....	3 60
Peerless, family size, 4 doz.....	3 10
Peerless, 5 cent size, 4 doz.....	1 70
St. Charles, family size, 4 doz.....	3 75
St. Charles, hotel size, 2 doz.....	3 80
Silver Cow, 5-cent size.....	2 67 1/2
Pet, 10-cent size, 4 doz.....	3 00
Pet, 5-cent size, 6 doz.....	2 55
Van Camp's, 6 doz., small.....	2 65
Van Camp's, 4 doz., family.....	3 00
Van Camp's, 4 doz., large.....	3 65

Where would you naturally expect the best marmalades to be made? That's where we are. The nearest orange tree is just 201 yards from the front door of our plant. From this one the trees extend for miles. We get this fruit fresh and cook it at once. That's the "why" and the secret, it is what makes people buy our goods. Also we know how. We thank you for reading our "ads" and will try to keep them interesting. Drop us a postal for a sample and prices. It only costs a cent and a moment.

H. P. D. KINGSBURY, Redlands, California
(where the oranges come from)



"I maintain that if one wants to know just what 'happens inside' and wants the proper thing to happen, it is essential to drink 'Blooker's'."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York

Anker's
Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.



ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET
NEW YORK

The Wise Dealer is Always Looking
for Articles Like

A M M O

(DRY AMMONIA)

because he knows it pays to show customers a good thing. **Ammo** is a dry, odorless powder until it comes in contact with water, then it turns into ammonia.

*One 10 cent. can equals three pints of
best liquid ammonia*

Never loses its strength or evaporates like liquid ammonia. Put up in handy sifter-top cans, no bottles to break and lose your profit. Used from cellar to garret, from Monday to Saturday. Strong, steady seller. We are telling your customers about it and pushing it. Why don't you? Your jobber can supply you.

THE FRANK C. EBY CO.

213-215 E. Atwater Street

DETROIT, MICH.

Seasonable Specialties

(OUR OWN CREATIONS)

GOVERNMENT INSPECTION ESTABLISHMENT No. 257

Prepared with the greatest care by clean methods in the Finest, Cleanest and most Sanitary Abattoirs and Sausage Kitchens in the country, and are especially adapted for use during the Summer season.

Meat Loaf

Composed entirely of fine selected meats—contains no flour or cereals. Baked in loaves of about eight pounds. Delicious. Can be served cold, sliced thin, or warmed up in oven to take the place of a roast.

Lunch Roll (Copyrighted.)

Choice, tender pieces of pork, very mildly cured; stuffed in linen sack or container. Boiled and ready to use in place of boiled ham. Makes an elegant dish when fried in place of ham or bacon.

Cervelat (also known as Summer Sausage or Winter Bologna.)

Not to be confounded with Lebanon Bologna or similar cheap products. Very choice and different from the numerous brands on the market from the fact that it contains no cereals. In beef casings—also a limited supply in hog casings.

Burk's Hams

Different from others in cut and trim, having short shanks and round butts. No salty taste—being new and sugar cured. Bright color, smoked with hickory wood.

Butternut Bacon

In strips, neatly wrapped in parchment paper. Strung with white cord and cut perfectly square, making every ounce available to the consumer. No waste. Not especially lean, being selected from best corn fed hogs, which imparts that tender, nutty flavor.

Louis Burk
GIRARD AVE. AND THIRD ST., PHILADELPHIA

HERE IS YOUR QUESTION ANSWERED

Why put in Croft's Swiss Milk Cocoa when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

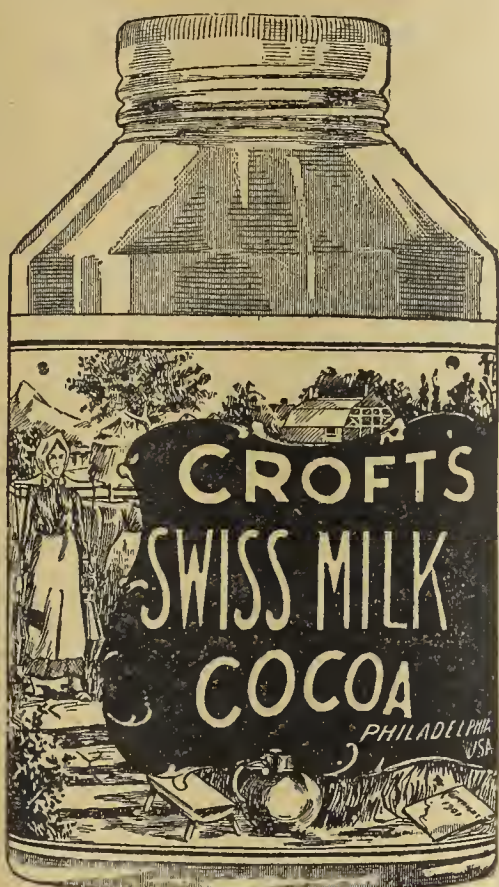
Another thing, Croft's Swiss Milk Cocoa is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. Philadelphia PENNSYLVANIA

We Are Not Satisfied

with being able to make the best Macaroni, Spaghetti, Noodles and Pastels, but we go one better and make the best proposition to the grocer.

Besides giving you goods that you can confidently recommend—

Besides giving you a good profit on them—

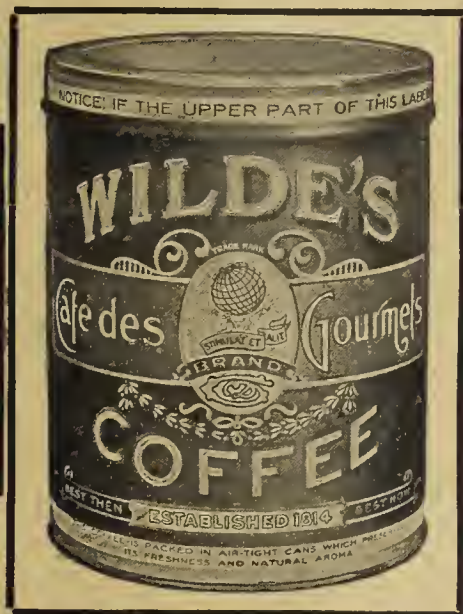
Every case brings you Universal Coupons which you can exchange for almost anything you would otherwise spend cash for.

The

Freihofner

Vienna Baking Company

Philadelphia, Penna.



"The Can's the Thing"

¶ When we arranged to put out our **Café des Gourmets Coffee** we concluded that it must be put up in an air-tight package, so we decided that "the can's the thing" that would accomplish our purpose, so it is packed in handsomely labeled one-pound cans that not only protects the natural flavor and freshness, but keeps it so for an indefinite time.

¶ It is as near a perfect blend as our many years of experience could make and our usual guarantee goes with it.

¶ Sold to you at 25 cents a pound.

SAMUEL WILDE'S SONS CO., Importers

Coffees, Teas and Spices

11 DUTCH STREET - - - NEW YORK

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN
FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.70
Gold Medal	6.65
Millbourne	6.45
On Top	6.40
Ceresota	6.50
Pillsbury's Best	6.45
Taylor's Fancy	5.25
Semper Idem	4.70
Pride of the West	5.00
Sunbeam	4.90
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	
Ralston's Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

Corn Meal—	Per bag.
Lea's, white, table, 100 lbs.	2.35
" yellow, granulated, 100 lbs.	2.35
" table, 100 lbs.	2.25
Western, yellow, granulated, 100 lbs.	
Quaker, 36 packages	
Farina—	
Hecker's, 24 is.	per case 1.50
Schumacker's, 24 packages	" 1.25
Beans—	Per bushel.
California Lima	per lb. .05 7/8
Marrows, fancy, N. Y. State, grain bags	2.47 1/2
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.55
Pea, fancy, grain bags	2.60
" Michigan, grain bags	2.50
Red Kidneys	2.00
Peas—	
Green	2.45
Scotch	2.60
Split, yellow	2.25
" green	
Lentils—	Per lb.
oooooo, 110-lb. bags	
Less quantity	
Shaker Corn—	
Fancy, barrels	.05 1/2
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.50
" Pearl, 100 lbs.	per bag 2.45
Schumacher's Breakfast, 10 pkgs. to case	1.50
Western Pearl, 100-lb. bags	
" Grits, 100-lb. bags	
Barley—	
OO	.05 1/2
No. 3, 100 lb. bags	2.65
Noodles—	Per case.
Climax, 24 10-c. packages, assorted	1.15
" 48 5-c. packages	1.25
" assorted, 24 5-c., 12 10-c.	1.10
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B	per bbl. 7.40
B, 100-lb. kegs	per keg 3.85
Oaten Goods—	Per case.
Avena, 18 packages	1.42 1/2
Banner Oats, 20 packages	4.35
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62 1/2
" 36 packages	3.25
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg 3.60
Standard, 180 lb. bbls.	
" 90-lb. bags	
Sago—	
Fine, bags about 160 lbs.	.03 3/4
50-lb. lots	.04 1/8
Admiral, pearl, 24s.	.07 1/4
Tapioca—	
Instantaneous, 50 is.	.08 1/2
Colburn's Hasty, 36 packages	.07 1/4
Minute, 1/2 gross	per box 2.85
Flake, about 125 lbs.	per lb. .04 1/4
" less quantity	.04 3/4
Pearl, 150 lbs.	" .03 1/2
" less quantity	.04

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s.	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 ss	per case 4.20
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Forre Food, 36 packages	3.20
Mapl Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.85
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.50
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size	1.80

GELATINE AND PREPARED DESSERTS.

Knox's Sparkling	Per doz.
" Acidulated	1.10
Cox's, large	1.57 1/2
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87 1/2
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87 1/2
Jell-O Ice Cream Powder, 2 doz.	.97 1/2
Jellycon, 1 doz.	.87 1/2
" assorted flavors, 3 1/2 doz.	.87 1/2
Chalmer's, shredded	1.00
" granulated	1.00
" No. 1 packages	.45
Peter Cooper	.80
Tryphosa	.95
Imperial Wine Jelly	.95
Gelatine, McKinley's	per gross 11.00
Wetmore's, double refined, 36 10-c. packages	.85
Pudding, assorted, 2 doz.	per case 2.70
D-Zerta Jelly, assorted, 2 doz.	1.60
	.90

MACARONI.

Larosia Alphabets, square 25 lbs.	Per lb.
" Elbows, square, 25 lbs.	.05 3/4
" Macaroni, long, 25 lbs.	.05 3/4
" square, 25 lbs.	.06 1/2
" Spaghetti, long, 25 lbs.	.05 3/4
" Vermicelli, square, 25 lbs.	.05 3/4
" Macaroni, bulk, 25 lbs.	.05 1/4

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bores, No. 2, 1 1/4 to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" " No. 4	" 5.40
" " No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

Sherer's Eclipse Counters—			
No.	Length.	No. of Drawers	Each.
6½.....	3 feet, 8 inches.....	9.....	15.00
8½.....	4 feet, 10 inches.....	12.....	20.00
10½.....	6 feet.....	15.....	25.00
12½.....	7 feet, 3 inches.....	18.....	28.00
14½.....	8 feet, 6 inches.....	21.....	31.00
16½.....	9 feet, 8 inches.....	24.....	35.00
18½.....	10 feet, 10 inches.....	27.....	40.00
20½.....	12 feet.....	30.....	45.00
Capacity of Drawers 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	p r d z. .90
Tins, Keyed (Jewel), 2 doz. in case	" .95
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90

Thredded Fish.

Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	240-280				
Ex. Norway, No. 3	325-375	22.00	11.60	6.00	1.35
Ex. Norway, No. 4	410-460	20.00	10.60	5.50	1.25
Ex. Bloaters, XXX	90-95	35.00	18.10	9.25	2.00
Ex. Bloaters, XX	100-110	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	190-210	24.00	12.60	6.50	1.45
Med. Shore, No. 1	220-240	22.00	11.60	6.00	1.35
Large Shore, No. 1	110-130				
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.50	8.35	4.58	1.03
Small Irish, No. 2	475-525	15.00	8.10	4.25	1.00
New Medium Shore	160-180				
New Large Shore	110-120				
Large, No. 2	230-250	15.00	8.10	4.25	1.00

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Sp'it, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round Large	7.00	4.10			
Shore Round, Med.	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Shad, No. 1, Mess, new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.13

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08 1/2

Star Brand Boneless Herring.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04 1/2
In original cases, 450 lbs., 1/4 c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	per box .17
Boneless Herring, fancy 10-lb. boxes	per lb. .27
Smoked Salmon, whole fish	"
Cromarty Bloaters, 50s.	per box
" 100s.	"

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	
Apricots—	
Extra Choice Royals, 25 lbs.	
Choice Royals, 25 lbs.	.09 3/4
Cherries—	
California, unpitted, Black, 25 lbs.	
California, pitted, Black, 25 lbs.	
Currents—	
Gold Medal, recleaned, 36 1 s.	.07 1/2
Gold Medal, loose, 25 lbs.	.07 3/4
Private Growth, extra, cleaned, 36 lbs.	.07 1/2
" cleaned, 30 lbs. bulk	.07 1/4
Peaches—	
Fancy Muirs, 50 lbs.	.10 1/2
Extra Choice Muirs, 50 lbs.	.09 1/2
Choice Muirs, 50 lbs.	.08 1/2
Extra Choice, Yellow, 25 lbs.	.07 3/4
Choice Yellow, 25 lbs.	.07 1/4
Pears—	
Choice California, Bartlett, 25 lbs.	.10

-20-

Prunes—	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
Boxes.				
20-30, 25 lbs.				
30-40, 25 "	.08 3/4	.08 1/2	.08	
40-50, 25 "	.07 3/4	.07 1/2	.07 1/4	
40-50, 50 "				
50-60, 25 "	.07 1/4	.07		
50-60, 50 "	.07	.06 3/4		
60-70, 25 "	.06 3/4	.06 1/2	.06 1/4	
60-70, 50 "				
70-80, 25 "				
70-80, 50 "				
80-90, 50 "	.05 1/2		.05 1/4	
90-100, 25 "				
90-100, 50 "		.04 1/4	.04 1/4	
100-120, 50 "				

Raisins—	
Muscatsels, 4 crown, 50 lb.	.05 3/4
" 3 " 50 lb.	.05 1/2
" 2 " 50 lb.	.05
Cal. Thompson Seedless, 50 lbs.	.06 1/2
Cal. Cleaned Sultanas, 50 lbs.	.06 3/4
Cal. Sultanas, 50 lbs.	.06 1/4
Cal. Seedless Muscatsels, 50 lbs.	.06
Gilbert's, Layer, Valencias, 28 lbs.	.05 1/2
Raisins, Seeded—	
G. & S. fancy, 36 is.	.07 3/4
Gold Ribbon, fancy, 36 is.	.08
Owl, fancy, 36 is.	.08 1/2
Harvest, choice, 36 is.	.07 1/2
Citron, fancy, boxes, 10 lbs.	.15 3/4
" fancy, 25 lbs.	.15 1/4
Lemon Peel, fancy, boxes, 10 lbs., net	.11 1/2
Orange Peel, fancy, boxes, 10 lbs., net	.12

CEREAL COFFEE.

Postum Cereal—	
15-cent size, 2 doz.	2.70
25- " 1 " 1 "	2.25
15- and 25-cent size, assorted	2.50
Grain-O—	
Case No. 4, 1 doz., 15 cent size, 1/2 doz.	
25-cent size in case	per case 2.30
Case No. 5, 1 doz. 25-cent size	" 2.05
Case No. 6, 2 doz. 15-cent size	" 2.47 1/2
Ralston Health Cereal, 36 10-cent size	2.75
Kneipp's Malt Coffee—	
24 26 oz. package, packed 1 and 4 doz. in case	per doz. 2.15
24 12 oz. package, packed 2 doz. in case	per doz. 1.25
Perfection Rye Coffee, 24 1-lb. packages	2.40

HORSERADISH.

Tumblers, 10-c. size, 2 doz.	per doz.
Tumblers, 5-c. size, 2 doz.	"
Tumblers, 10-c., Lord's Prayer, 2 doz.	"

INK.

Arnold's, black, 3032	per bottle .48
Continental, red, 1 doz.	.30
" black, 3 doz.	.25
Royal, black, 3 doz.	.25
Stafford, Commercial, 3032	per bottle .58

LAMP GOODS.

	Per case of 6 doz.
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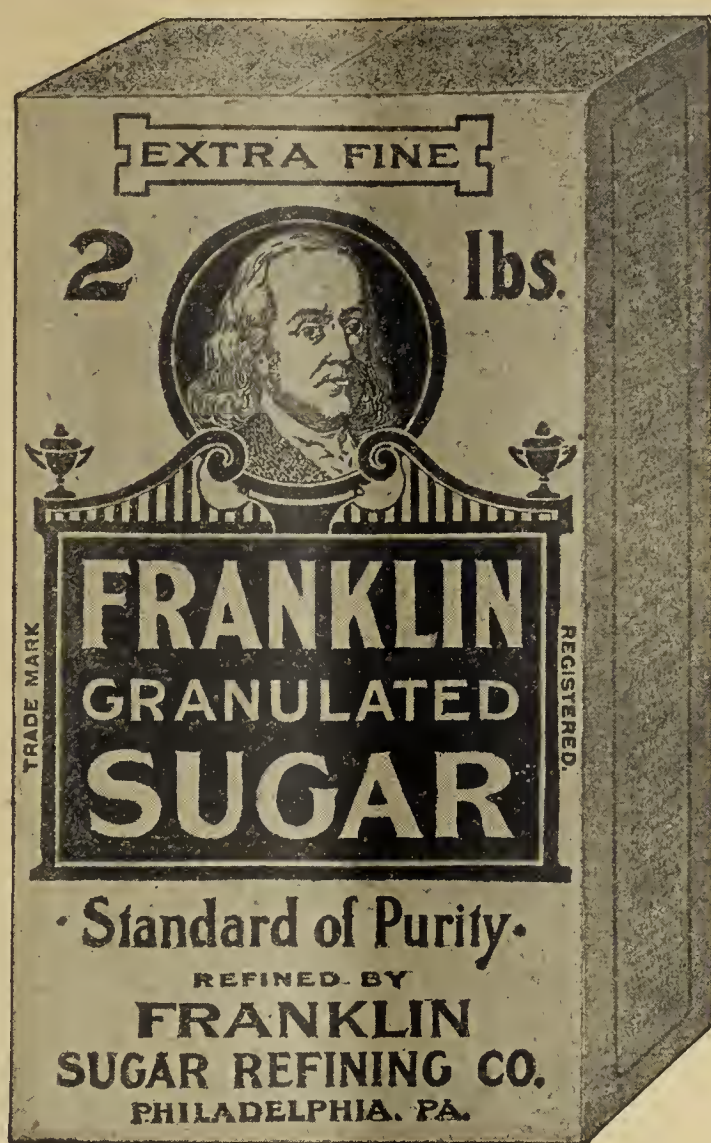
Why Was It Brown?

The writer opened a can of New York State corn the other day to see what he could find. It was a good brand, sold at a good price, and ought to have turned out well.

It was all brown around the edges. Why? Because it was cooked in the old-fashioned corn cooker which very often burned and always overcooked the outside in order to get the centre done.

Onarga Country Gentleman Corn is cooked in the new automatic cooker, which cooks the extreme outside not one bit more than the centre. The result is a can of delicious, tender corn, evenly cooked in every grain, succulent and fresh beyond anything your customers ever tasted.

Iroquois Canning Co.
ONARGA, ILLINOIS



Now is the Time

The best time to test the **Franklin Carton Sugar** proposition is when you're selling lots of sugar, as you're doubtless doing now.

A heavy season with bulk sugar leaves you with lots of work to your credit, but very little money. Nothing you sell involves more labor than bulk sugar, and nothing you sell pays less on the investment.

Sugar in **Franklin Cartons** cuts out all the work—we've done it—and it brings you a profit that bulk sugar never can.

Now is the time to prove this.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

This Tells the Tale



A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

—21—

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.30
Lewis'.....	3.25
Red Seal, 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
King Bird—	
100s, 3 gross.....	2.85
500s, 1 gross.....	4.00
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
65s, No. 2.....	Per gross.
100s, 5 gross.....	.41
500s.....	.90
Vulcan Safety—	
65s, No. 37.....	.55
65s, No. 2.....	.45
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazeppa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s, extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¼
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	per lb. .08¾
" 18, 37 and 68-lb. buckets.....	" .09
" 6 10-lb. buckets.....	per crate 6.25
" 6 5-lb. buckets.....	" 3.65
" 6 5-lb. glass jars.....	per case 3.80
" XXX, 18, 37 and 68-lb. buckets,	
" 6 5-lb. glass jars, per case.....	per lb. .13
" 6 5-lb. glass jars, per case.....	4.40
Fairmount, bbls. and ½ bbls.....	per lb. .07¾
" 18, 37 and 68-lb. buckets.....	" .08
Wm. J. Troth—	
Famous, bbls. and ½ bbls.....	per lb. .08¾
" 18, 37 and 68-lb. buckets.....	" .09
" 6 10-lb. buckets.....	per crate 6.25
" 6 5-lb. buckets.....	" 3.65
" 6 5-lb. glass jars.....	per case 3.80
" XXX, 18, 37 and 68-lb. buckets,	
" 6 5-lb. glass jars, per case.....	per lb. .13
" 6 5-lb. glass jars, per case.....	4.40
Golden, bbls. and ½ bbls.....	per lb. .07¾
" 18, 37 and 68-lb. buckets.....	" .08
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	Per case. 4.50
No. 3, 6 glass jars.....	3.15
Family, Seedless—	
No. 5, 6 wooden pails.....	Per box. 3.75
No. 10, 6 wooden pails.....	6.40
No. 18, 37 and 68, wooden pails.....	per lb. .09¼
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	per lb. .08¾
Wooden pails, 18, 37 and 68 lbs.....	" .09¼
No. 2, 2 doz.....	per doz. 2.00
Condensed, 3 doz. cartons in case.....	gross 11.00
Keystone—	
Bbls., ½s and ¼s.....	per lb. .07¾
Wooden pails, 18, 37 and 68 lbs.....	.08¼
Wooden kits, Nos. 20 and 35.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.07½
18 and 37 lb. kanakins.....	.08
10-lb. kanakins, 6 to crate.....	per doz. 9.80
5-lb. " 6 to crate.....	" 5.30
5-lb. glass jars, 6 to crate.....	" 6.25
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., ½ bbls. and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.05¾
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.04¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¾

—22—

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" " ½ pints.....	2.20
" Extra, quarts.....	5.40
" " pints.....	4.00
" " ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per doz.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" " ½ pints, 2 doz.....	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" " 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscana, J. L. Neff & Co., Agents—	Per case.
24 ½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-g l. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints, 2 doz.....	4.75
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	per gal. 2.10
10 ½-gal. tins.....	" 2.20
20 ¼-gal. tins.....	" 2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 30, full.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	per lb. .03
Roll—	
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¾
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	per package .14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

—23—

Paper Bags.

	Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.
Size of Bag.	
Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	
Buffalo Yellow, Self-opening, Square.	
Panther, Yellow Union Self-open- ing Square.	
Union Bear Auto- matic, Self-open- ing Square.	
Wolf Automatic, Self-opening Square.	
Record or Flyer, Square, or Feer- less Satchel Bot.	
1/2.....	.43
1.....	.52
2.....	.78
3.....	.97
4.....	1.25
5.....	1.39
6.....	1.65
8.....	1.95
10.....	2.29
12.....	2.55
14.....	3.11
16.....	3.97
18.....	4.41
20.....	4.79
25.....	4.80

	Price per 1,000 and not less than 500 lots.
Plain flour sacks, 12½-lb.....	per M. 4.00
" 25-lb.....	5.75
" 50-lb.....	11.00

PICKLED MEATS AND FISH.

	Per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" " quarts.....	5.75
" " 10-oz. jars.....	2.50
" " 10-lb. pails.....	2.50
Tripe, 10-lb. pails.....	.90
5-gal. kegs.....	per keg 2.00
Pigs' Feet, 10-lb. pails.....	per pail 1.00
" 5-gal. kegs.....	per keg 2.25
Pickled Beef Salad, in glass.....	per doz. 1.10
" Tripe, in glass.....	" 1.10
" Ox Heart, in glass.....	" 1.10
" Pigs' Feet, in glass.....	" 1.10
Russian Sardines.....	per keg .75
" 5-lb. pails.....	per pail .50
" 10-lb. pails.....	" 1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.10
100 10-oz. ".....	4.00
24 20-oz. ".....	2.05
48 20-oz. ".....	4.00
I-X-L, 40 1s, White Rice.....	2.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½

PICKLES.

45 gal., 1200s.....	per bbl. 9.20
45 gal., 1000s.....	" 8.65
10-gal. kegs, 700s.....	3.25
Sweet Pickles, 500s to 600s, 5 gal.....	per keg 3.30
" 700s, 5 gal.....	" 3.60
" 1,000s, 5 gal.....	" 4.15
" 2,000s, 5 gal.....	" 5.00
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	per pail 1.00
Williams Bros.—	
Wilco Onions, 5 gals.....	per doz. 3.25
No. 8, Sour Gherkins, 2 doz.....	.87½
No. 8, Sweet Gherkins, 2 doz.....	.90
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
1/2 pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

—24—

Melon, Cucumber, Bur, Pepper—Mango—

	2 doz.	1 doz.	1 doz.	½ doz.
Glass, per case of—				
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.				
1/2 pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.20				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gals.,				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

	Per gal.
Duffy's—	
Pure Apple, extra old, bbls.....	.16
" 40 grain, bbls.....	.15
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.16
White Wine, 90 degrees.....	.20
White brand, pure cider, quarts.....	per doz. .90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" " extra strength.....	.15
Crosse & Blackwell's.....	per doz. 2.00

PROVISIONS.

Hams, skinback, 18-20 lbs.....	.14
" 14-16 lbs.....	.13
" 10-12 lbs.....	.13
Picnics, 6-8 lbs.....	.09
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets, city smoked.....	.18
" tenders and knucks.....	.20
" flats.....	.16
" air dried, sets.....	.24
" tenders and knucks.....	.24
Jersey Pork, butt.....	per bbl. 17.75
" family.....	20.00
Breakfast Bacon, rib in.....	.13
" boneless.....	.14½
S. P. Bellies, 14-15 lbs.....	.11
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.22
Beef Tongues, smoked, 5-6 lbs.....	per doz. 9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra.	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	.14½
" " 12 to 14 lbs.....	.14½
" " 14 to 16 lbs.....	.14
" skinbacks.....	.15½
Shield Hams, 10 lb. average.....	.13½
" 12 ".....	.13½
" 14 ".....	.13
" 16 ".....	.12¾
" 18 ".....	.12¾
" skinbacks.....	.14
Picnic Hams, 5 to 6 lbs.....	.09
" 6 to 8 lbs.....	.08¾
Star Smoked Ox Tongues.....	.16
Beef Bologna.....	.08
Shield Parafined Bologna.....	.08
Berliner Ham.....	.09½
New Orleans Luncheon Meat.....	.10
Star Cooked Ox Tongue.....	.27
John Bower & Co.—	
Honey-cure brand Hams, skinback.....	.15
" " large.....	.15
" " medium.....	.15
" " small.....	.15
" Breakfast Bacon.....	.14
" boneless.....	.16
Beef, air-dried, regular sets.....	.20
" insides and knuckles.....	.22
Ham Bologna.....	.12
Beef Bologna.....	.12
Boiled Hams.....	.24
Beef Tongues.....	per doz. 8.00 10.00
Swift & Co.—	
Premium brand Hams, 10 lb. ....	.14¾
" " 12 lb. ....	.14¾
" " 14 lb. ....	.14¾
" " 16 lb. ....	.14¾
" " 18 lb. ....	.14¾
" " skinned, 18-20 lbs.....	.15¾
" " boiled, skinned, fat- less.....	.26



Ham without a name is "just ham," and has no uniform quality. It may be good once, but you don't know how it will be the next time.

Your customers can't depend on you if you sell that kind of ham.

SWIFT'S PREMIUM HAMS are uniform—always properly cured, tasty, appetizing. When a woman gets a **PREMIUM HAM** she wants another like it next time. The only way you can be sure to have all your hams uniformly good is to see that all you sell are **SWIFT'S PREMIUM HAMS**.

Swift & Company, U. S. A.



"GET SOME"

We Have the Doctors Working for You!

They recommend *Van Camp's Pork and Beans* with Tomato Sauce for people who need richly nourishing food that is easily digested. Doctors know our beans are cooked scientifically.

The beans recommend themselves to every one who tries them on the strength of our heavy advertising.

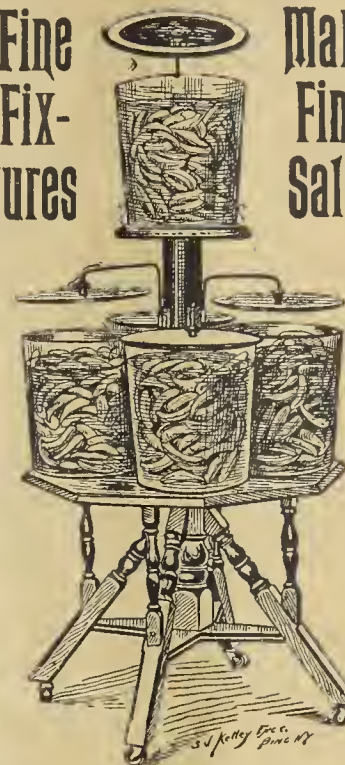
We prove to thousands of women that *Van Camp's Pork and Beans* are cooked actually better than they can cook them at home in an ordinary oven.

So the sale is made and you only have to please them by having the beans they want. Better "Get Some."

The Van Camp Packing Co.
Indianapolis, Indiana

Fine
Fix-
tures

Make
Fine
Sales



Almost every grocer sells loose pickles or loose olives. Usually they're kept in a keg somewhere.

Doesn't it stand to reason that a fine fixture displaying such things where they could say a word for themselves would make sales better.

Take our inexpensive 5-jar fixture, oak or cherry, and with nickel trimmings. Very handsome, very ornamental, very capable in influencing the sale of goods.

Fine fixtures make fine sales.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

**\$3.00
FROM
\$1.50**

James T. Shinn's **Liquid Rennet** has been on the market so long that it seems hardly necessary to speak of its quality; most people know it as the finest, cleanest rennet made.

Not all grocers know that they can double their money on this specialty, however—an unusual chance with an article so high-grade.

Costs \$1.50 per dozen, brings back \$3.00.

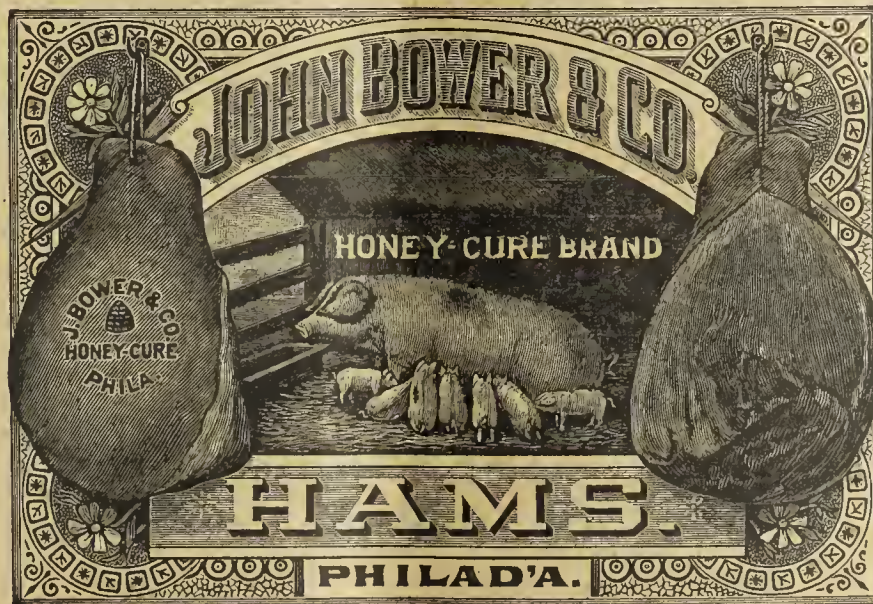
Shinn & Kirk

1400 SPRUCE ST., PHILA., PA.

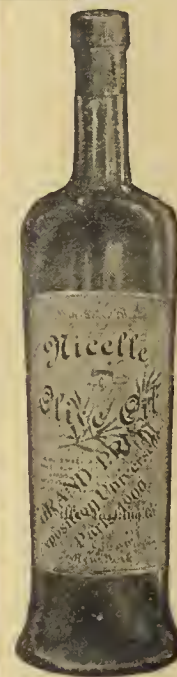
JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. **LARD** a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Sell It
Under
Money
Back
Plan

We who make **Nicelle Olive Oil** have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find **Nicelle** superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

-25-

Western Dressed Beef—	
Choice, native cattle	.09 - .10
Common to fair	.06 - .08
City Dressed Veal—	
Prime	-.11
Good to choice	-.10
Dressed Hogs—	
Pigs	.09 3/4 - .10
Hogs, heavy	.09 3/4 - .10
180 lbs.	.09 3/4 - .10
160 lbs.	.09 3/4 - .10
140 lbs.	.09 3/4 - .10
Dressed Sheep and Lambs—	
Lamb, western, good	-.11
" culls	-.09
Sheep, choice	-.08 1/2
" medium	-.07 1/2

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.90 - 1.00
Cow Tongues	.75 - 1.00
Calf Heads, scalded	.50 - .75
Sweetbreads, veal	.60 - .90
" beef	-.10
Calf Livers	.20 - .25
Beef Kidneys	-.10
Beef Livers	-.06
Ox Tails	.50 - .65
Hearts, beef	.03 - .05
Rolls, beef	-.14
Tenderloin, beef, western	-.20
Fresh Pork, loins, city	.10 - .12
" western	-.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

Turkeys—	Per lb.
Western, young hens, 8 to 10 lbs.	.18 - .20
" young toms, 15 to 17 lbs.	.18 - .20
Old hens and toms	.18 - .20
Common to good	.15 - .18
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.20 - .22
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair	.20 - .22
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy	.20 - .22
Western, 4 to 4 1/2 lbs. to pair, fancy	.16 - .17
" 3 to 3 1/2 lbs. to pair, fancy	.16 - .17
" fair to good	-.14
Fowls—	
Western, fancy	.13 1/2 - .14
Heavy Roasters, 4 to 5 lbs.	.18 - .20
Fair to good	.16 - .18
Old cocks	.10 - .11
Western capons, fancy	
" small	
Squabs—	Per doz.
Prime, large, fancy	3.00-3.50
Mixed	2.50-3.00
Dark	1.25-1.50

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.	Per lb. .15
Large Springers	.16 - .18
Fowls	.13 1/2 - .14
Roosters	-.10
Ducks	.11 - .13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or No. 1, 2 doz.	per doz. .85
" " 1 doz.	" .85
Large, or No. 2, 1 doz.	" 1.40
1-lb. cans, 1 doz.	per case 4.00
2-lb. cans, 1/2 doz.	" 3.75
3-lb. cans, 1/2 doz.	" 5.40
5-lb. cans, 1/2 doz.	" 8.70

SAUER KRAUT.

Extra quality, 50-gal. tierces	5.25
" 15-gal. kegs	2.75
Victory, extra fancy, No. 3, 2 doz.	per doz. .75
Spring Garden, fancy, No. 3, 2 doz.	" .70
Compass, No. 3, cans, 2 doz.	.65

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, 1/2 lb., 2 doz.	1.00
Round conical, with key, No. 1, 1 doz.	2.35
" " No. 2, 1 doz.	4.25
" " No. 3, 1/2 doz.	6.50
" " No. 4, 1/2 doz.	8.50
P. P. Sauce, No. 1, 2 doz.	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.	2.00
1-lb. cans, 1 doz.	2.25
2-lb. cans, 1 doz.	4.00
3-lb. cans, 1/2 doz.	3.25
4-lb. cans, 1/2 doz.	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars	.97 1/2
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.83
National, No. 10, tumblers	.72 1/2
" No. 6, tumblers	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13 1/2
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06
" 4 1/2-lb. toy pails, 1/2 doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
" Southwark, No. 3, tins	1.00
" No. 5, toy pails	2.70
" 30-lb. pails	per pail 1.08
" 20 lb. crocks	per lb. .07 3/4
" Schimmel's, 30-lb. pails	" .06
Prune, 30-lb. pails	" .07 3/4
Jams—	
Schimmel's, pure, jars, 2 doz.	1.70
Southwark, assorted, jars, 2 doz.	.98
Orange Marmalade—	
Hartley's, imported	1.82 1/2
Schimmel's, pure	1.65
Warrock's Guava Jelly—	
1-lb. tumblers	4.00
1/2-lb. "	2.25
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, jars	4.60
Raspberries, jars	4.60
Apricots, peeled, jars	4.85
Pineapple, jars	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

Essence Peppermint	5c. sz. .85	10c. sz. .85	25c. sz. 1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.45	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paerogic	.45	.85	1.95
Glycerine	.45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Lincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	1.95
Laudanum, 15c. size	per doz. 1.20		
" 25c. size	per doz. 1.90		
5 per cent. discount in gross lots assorted.			
Alum	per lb. .03		
Beef Capsules, Anker's	per lb. 3.00		
Borax, powdered, bulk	per lb. .08		
" lump, bulk	" .08		
" 20 Mule-Team, pure, 24 1 lb. per case	2.40		
" " 48 1/2 lb. "	2.60		
" " 96 1/4 lb. "	2.80		
Butter Color, W. & R.	per doz. 2.00		
Bull's Cough Syrup	" 1.90		
Bluestone, bulk	per lb. .06		
Copperas	" .01		
Camphor, gum, 1-oz. blocks	" .60		
" flakes, 250-lb. bbls.	" .02 3/4		
" " less quantity	" .03 1/4		
" Tar Balls, 250-lb. bbls.	" .02 3/8		
" " less quantity	" .03		
Castoria, Fletcher's	per doz. 2.80		
" Pitcher's	" .85		
Carbonate of Ammonia	per lb. .11		
Epsom Salts	" .02		
Glauber Salts	" .01 1/2		
Glue, ordinary	" .09 1/2		
" white	" .20		
Gum Arabic	" .50		
Haarlem Oil	per doz. .40		
Husband's Magnesia	" 2.85		
Jamaica Ginger, Hires', flasks	" .90		
Licorice, P. & S., 5c. stick, imported	" .36		
" M. & R., 5-lb. boxes	per lb. .23		
" " lozenges, 5-lb. boxes	" .27		
" 45, 65, 85, 125, 165, 5-lb. boxes	" .24		
" root	" .11		
Putty, 25-lb. cans	per 100 lbs. 1.60		
" 50-lb. cans	" 1.55		
Petroleum Jelly, screw top, 5c. size	per doz. .35		
" 10c. size	" .75		
Paris Green, 100-125-lb. kegs	per lb. .24 1/2		
" 1/4-lb. packages	" .29		
" 1/2-lb. packages	" .28		
" 1 lb. packages	" .27		
Rosin	" .04		
Roach Powder, Omega, 4-oz. cans	per gross 9.00		
Roachsalt, 10c. size	per doz. .80		
Saltpetre, crystal, about 350-lb. bbls.	per lb. .06 3/4		
" granulated, about 100-lb. kegs	" .06 3/4		
Sulphur, flour, 175-lb. bbls.	per 100 lbs. 2.55		
" 100-lb. bags	2.35		
" " less quantity	per lb. .03 1/2		
Venetian Red	" .01		
Whiting	" .02		

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size	1.75
Herb Bitters, 25c. size	1.75
Oil Liniment, 25c. size	1.75
Sarsaparilla, 50c. size	3.50
Worm Syrup, 15c. size	1.20
Horse and Cattle Powder, 15c. size	1.20
Dyspepsia Tablets, 10c. size	.75
Iron Glue, McCormick & Co.—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.80
Triangular Quinine	.80
Quinine Capsules	.75
W. F. Young's Veterinary Remedies, whole-sale prices—	Per doz.
Absorbine	18.00
Jr., (Mankind)	9.00
Taroleum, small cans	6.00
" large cans	15.00
Young's Kidney and Nerve Powders	2.00
" Fattening and Condition Drops	4.00
" Colic and Indigestion Cure	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz. 4.15
Bath Brick, box 25 bricks	per box .60
Sealing Wax	" .03
Silver Sand	per bbl. 1.25
Tar, pints	per doz. .75
" quarts	" 1.00
" gallons	each .30
" 1/2 bbls.	" 3.50
" bbls.	" 6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case 3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
" 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" 50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Wondercure Headache Powders, 10c. size	.80

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.85
" 15c. size	2.00
" 25c. size	2.75
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet	10c. size .80
" 15c. size	1.75
" 25c. size	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla	.45
No. 2, Vanilla and Rose	.90
No. 2, Lemon and assorted	.85
No. 4, "	2.00
No. 4, Vanilla	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80
Bulk.	pts. qts. 1/2 gals.
XXX Vanilla	1.50 3.00 6.00 12.00
XX Vanilla	1.25 2.50 5.00 10.00
X Vanilla	1.00 2.00 4.00 8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00 1.60 3.00 6.00
Peach, Rose, Apricot, Violet	1.50 2.75 5.50 10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Ma e, Cherry, Strawberry, Fruit	1.25 2.25 4.00 7.50
Tea	" 7.00
Kitchen Queen—	Per doz.
Extract Vanilla, No. 25	2.00
" No. 2X	.80
" No. X	.45
Extract Lemon, No. 25	1.75
" No. 2X	.80
" No. X	.45
Ingersoll's Flavoring Extracts—	
High Grade Vanilla	1.75
" Lemon	1.75
Select Vanilla	.85
" Lemon	.85
" assorted	.85
" small size	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz. 1.10
" Rennet Tablets, 3 doz.	.75
Shinn & Kirk's Liquid Rennet	1.50
Hanson's Junket Tablets, 3 doz.	.73
Union Tablets, 3 doz.	.45

CIDER.

Corson's—	Per gal.
Champagne	.18
Dry Hard	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50
" 2 doz. pts.	4.00
Anchor brand Golden Russet, 1 doz. qts.	3.75
" 2 doz. pts.	4.25
Mott's brand Golden Russet, 1 doz. qts.	3.75
" 2 doz. pts.	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75
" boxes 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25
Pulver's, 20 5c. packages	per box .55
" cartons, 5 boxes	2.75

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	per lb. .07 3/4
Fancy Head, 100-lb. bags	.06 1/4
Choice, 100-lb. bags	.05 1/4
Prime, 100-lb. bags	.04 1/2
Java, fancy, polished, 100-lb. bags	.05 3/8
Japan, fancy, 100-lb. bags	.05 1/2
" choice, 100-lb. bags	.05 1/2
B. Fischer & Co.—	



Fischer's Choice Head, 1-lb. pockets	.07 3/4
Queen Quality, ex. fancy head, 1-lb. pockets	.07 1/2
" " 3-lb. "	.07 1/4
" " 5-lb. "	.07
Coronet, choice head, 1 lb. pockets	.06 1/2
" " 3-lb. pockets	.06 1/4
Imperial, choice, Dom. Japan, 1-lb. pockets	.06
" " 3-lb. "	.05 3/4
" " 5-lb. "	.05 1/2
Extra fancy head, XXXX, 100-lb. bags	.07 3/4
Fancy head, 100 lb. bags	.07
Choice head, 100 lb. bags	.06 1/4
Fancy Jav. head, 100-lb. bags	.05 3/4
Extra fancy, Patna, 100-lb. bags	.07
Siam, Patna style, 100-lb. bags	.06
Broken, 100-lb. bags	.04 1/4
Fancy Japans, 100-lb. bags	.06
Choice Japans, 100-lb. bags	.05 1/4

SALT.

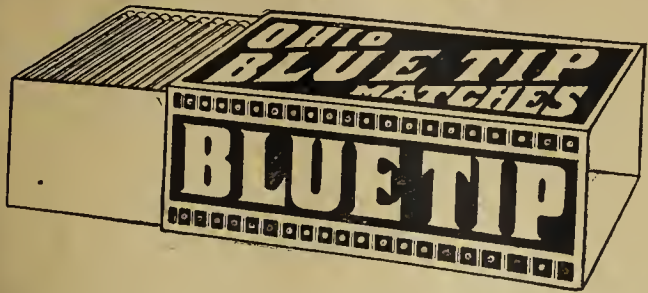
Worcester—	
Bbls., contain 280 lbs.	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2 1/2-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.	per bbl. 3.00
Pretzel, 280-lb. bbls.	2.40
" 180-lb. sacks	1.55
Cheese, 280-lb. bbls.	2.40
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
Ivory, dime size, 36 wooden boxes to case	2.20
New Ivory, 24 large cartons to case	1.50
Agricultural, 200-lb. burlaps	.60
Silver Springs, quick-freezing ice cream salt, 30 in bbl.	per bbl. 2.60
Less than 5 bbls. the list net: 5 to 9 bbls, 5 per cent. discount; 10 bbls. or more, 7 1/2 per cent. discount may be allowed.	

SALAD DRESSING.

Campbell's, small, patent cap, 2 doz.	per doz. .87 1/2
Durkee's, large, 1 doz.	4.00
" small, 2 doz.	2.40
Schimmel's, small, 2 doz.	.87 1/2
My Wife's, large, 1 doz.	2.30
" small, 2 doz.	1.45
Snider's, pts., 1 doz.	2.40
" 1/2 pts., 2 doz.	1.40
" luncheon, 3 doz.	.90
" gals., 6 jugs in crate	per jug 1.25

SAL SODA.

Bbls., 375 lbs.	per 100 .65
Kegs, 170 lbs.	per 100 .82 1/2
60-lb. boxes, bulk or granulated	62



Try This
for
a Week

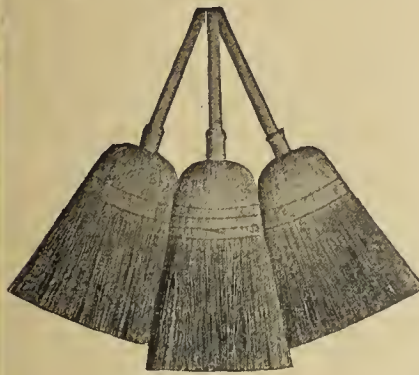
Has it ever occurred to you that you can make **81 per cent.** on **OHIO BLUE TIP SAFETY MATCHES?**

Can you do that on any other match?

Just try for one week and see how many people you can sell these matches to. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street

Don't Make Work for Your Customer



by selling her a broom that "sheds." She will "bless" you when she has to go all over the floor to pick up the corn. A **CHIPMAN** broom is put together to stay together and if you push them you will agree with us that "it pays to please." Sells for 25c. Price \$2.25 a dozen. Send for Price List of 30 different styles we make.

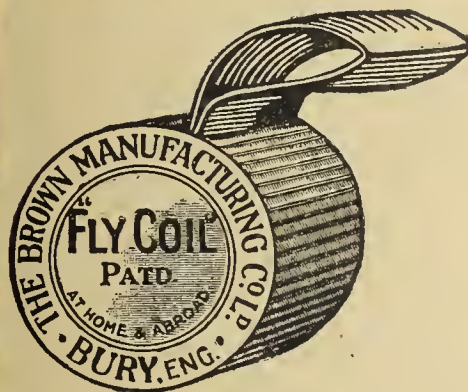
Chipman & Wills Broom Co., *Manufacturers of High Class Brooms* 5 Granite St., Philadelphia

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO



The used to say

"You can catch more Flies with Molasses than you can with Vinegar."

That was before we made

BROWN'S FAMOUS "FLY COIL"

It's the only fly-catcher worth talking about now. Nearly three feet of fly-catching tape and holds more flies to the square inch than anything you ever saw! Hang one up and see how it protects your goods! See the flies jump for it! See it jump for the flies, too! You can catch customers for it as easily as it catches flies, and make a good profit.

TO BE OBTAINED FROM

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK

—29—

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, pts., 1 doz.	2.40
“ ½ pts., 2 doz.	1.40
“ gals., 6 jugs in crate	per jug 1.00
Oyster Cocktail, pts., 2 doz.	2.40
“ ½ pts., 2 doz.	1.40
“ gals., 6 jugs in crate	per jug 1.00
Worcester, Campbell's, No. 8, 2 doz.	.77½
North of England, No. 8, 2 doz.	.77½
Chef, 2 doz.	.75

SEEDS.

Canary, bush. 60-lb.	2.60
Caraway	.12
Celery	.09
Coriander, bleached	.05
Flax	.05
Hemp, hush 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape, per lb.	.05½
Poppy, per lb.	.10
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 110 lbs., kegs.	per lb. .01½
Bi-Carb., bulk, 25-lb. boxes	.03
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼s, 36 lbs.	.05½
“ “ “ ¼s, 36 lbs.	.04½
“ “ “ ¼s, 36 lbs.	.05½
Saleratus, Babbitt's hd., ¼s, 25-lb. hxs.	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Clickquot Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size	¼ gross 2.50
Electro Silicon, 1 doz.	per doz. .72
Putz Liquid, large, 3 doz.	per gross 16.50
“ “ “ 3 doz.	per doz. 1.45
“ “ “ small	per gross 7.00
“ “ “ “	per doz. .60
Putz Paste, large	per doz. .55

SOAP—Laundry.

	Less than Bars. 5 bxs.
Acme	100 3.50
Acorn	120 2.45
Ark	100 1.75
American	72 2.85
Bee	100 3.90
Best, Babbitt	100 3.45
Babbitt's New York City	60 2.95
Big Master	70 2.90
Brown	60 2.40
Borax, Dreydoppel	40 2.60
“ Pearl, Young & Co.	40 2.80
“ Day & Frick, Novelty	40 2.80
“ Handsome	60 2.60
“ Eavenson, large	100 4.75
“ “ small	100 3.75
“ Kirkman's	100 3.75
“ Red Seal	100 3.80
“ Swift's	100 4.00
Circus	100 3.50
Cotton Oil	100 5.80
Coal Oil Johnny	100 3.57½
Cygnut	100 4.00
Dobbins' Electric	100 4.15
Dewey	100 2.15
Fairy	100 4.00
Fels-Naptha	100 4.00
Five case lots freight prepaid	100 3.95
German Family	100 4.30
Good Morning	100 3.85
Glycerine Tar	100 3.75
Gloss	100 3.50

—30—

Grand Pa's	50 3.15
“ “	100 3.80
Ivory	100 7.00
“ “	100 4.00
Lenox	100 3.00
Life Buoy	50 2.00
“ “	100 4.00
Lautz's Naptha	100 3.80
Magic Cleaner	100 3.00
Marseilles, laundry size	100 5.80
“ 5 cent size	100 4.00
“ toilet size	100 4.00
Mayer's	100 3.80
“ “	50 1.90
Miller's Naptha	100 3.75
Naptha, Swift's	100 3.75
“ P. & G.	100 3.85
Octagon	100 3.90
Old Mill	100 3.30
Ozone	100 3.75
Oleine, Conway's	60 2.50
“ Golden	60 2.55
“ Eavenson's	60 2.35
“ Kirk's	60 2.07½
“ Philadelphia, 60 blocks	2.60
“ “ 72 “	2.60
“ Pennsylvania	60 1.60
“ Procter & Gamble	60 3.00
“ Young's Best	60 2.80
Pride, Swift's	100 3.75
Polo	120 2.45
Quaker City, boxes	100 2.90
“ tubs	150 4.60
Sunlight, oval	100 3.85
“ twin bars	100 3.95
Santa Claus	100 3.10
Saratoga	120 2.45
Star	100 3.00
Sunny Monday	100 4.00
White Cloud	100 3.85
Wool Soap, large	100 6.75
“ small	100 4.00

Toilet Soaps.

Buttermilk Cosmo	gross 6.60
“ “	doz. .60
“ Swift's	gross 4.05
Castile, imported, Conti	lb. .13½
“ Conti, original boxes	lb. .11¾
Cutaneous, Dr. Raub's	doz. .70
Elderflower, large cake	gross 4.40
Fleur-de-lis	doz. 4.50
“ “	doz. .45
Hearts and Flowers	gross 10.25
Maxine Elliott	8.10
Oatmeal, 3 cakes in box	“ 3.25
Olive Oil Castile, white, green or mottled,	9 ¼-lb. bars to box .09
Turkish Bath	doz. .40
Sweetheart, 50 cakes	gross 1.75
Witch Hazel, 3 cakes, ½ gross	gross 3.25
“ Swift's	“ 4.05

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	
Sapolio, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ 72 “	2.70
“ 100 “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.30
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ “ 24 4-lb. “	4.50
Naptha Borax, 100 packages, large	4.75
“ 100 5-cent packages	3.75
Kirkoline, white, 24 4-lb. packs	3.57½
“ 100 5-cent packages	3.50
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
“ “ 50 2s	4.00
“ “ 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	per doz. .43
Swift's Washing Powder, 100 1s	3.85
“ “ 24 4s	3.85
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
---------------------------	------

PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	per doz. .45
Dime size, 2 and 4 doz.	“ .85
¼-lb. net, tins, 2 and 4 doz.	“ 1.00
½-lb. net, tins, 2 doz.	“ 1.90
1-lb. net, tins, 1 doz.	“ 3.70
6 lb. cans, full weight	per lb. .25
10 lb. cans, full weight	“ .22
Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
¼-lb. “	“ 2.70
½-lb. “	“ 1.45
¾-lb. “	“ .90
18-b. kegs	.43

—31—

	Bhls.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade	.28	.30	.30
White, Low Grade	.18	.20	.20
Red, High Grade	.21	.23	.23
Red, Low Grade	.16	.18	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.10	.11	.13
Mace—			
High Grade	.75	.77	.77
Nutmegs—			
High Grade	.30	.32	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			
Bee Brand—Pepper, Cinnamon, Mustard,			
Cloves, Ginger, Allspice	½-lb. .40		
“ “	¼-lb. .75		
Banquet Brand—Mustard, Cinnamon, Pep-			
per, Cloves, Ginger, Allspice	½-lb. .40		
“ “	¼-lb. .75		

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ 20, “	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseshoe and Mustard, No. 8, with spoon,	.90
2 doz.	.85
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.11½
Mace	.48
Nutmegs, large	.16
“ medium	.13
Cinnamon Bark, China	.13
“ Canton	.12
“ Java Thin Quills, 5-lb. rolls	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ 36 10-cent “	2.70
Duryea's, 40-lb., 1-lb. packages	.06½
Niagara, “ “ “	.04¾
Cream, 48-lb. “	3.45
Kingsford's, 40 lb., 1-lb. “	.06½
Murdoch's Oswego—	
1 lb. packages, 40-lb. boxes	.07½
1-lb. “ 20-lb. “	.07½
Bbbs., about 200 lbs.	.06¾

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.05½
“ Linen Gloss, 3-lb. cartons	.04¾
Kingsford's, Pure, 3 lb. cartons	.06¼
“ Pure Gloss, lb. packages	.06¼
“ Silver Gloss, 12 6-lb. wd. bxs.	.07½
Duryea's, Superior, 3-lb. cartons	.06¼
“ Satin Gloss, lb. packages	.07¼
“ Superior B, hulk	.03¾
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.07½
Niagara, laundry, 50 lb. bulk	.03¾
“ 1-lb. packages, 48 lbs.	.04¾
“ 3-lb. cartons, 48-lb. boxes	.04¾
“ 6-lb. boxes	.05¾
Celluloid, 64 10-cent packages	4.30
“ 64 5-cent “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods,	
36 packages	per package .08
Starch Polish, 20 cakes	per box .50
Murdoch's Starch—	
Velvet Gloss, 1-lb. packages, 40-lb. boxes	.07¾
Velvet Gloss, 6-lb. boxes, sliding covers,	
12 boxes in crate	.08¼
Velvet Gloss, about 200 lbs.	.07¼
Snow Gloss, 3-lb. cartons, 48-lb. boxes	.06¾
Sterling Gloss, 50-lb. boxes, per 100 lbs.	3.85

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ large, “	7.00
“ “ Liquid, large, “	6.65
“ “ small, “	4.90

—32—

Electric Paste, ½-gross boxes	4.20
Magic Paste, ¼-gross boxes	4.75
Parlor Pride, large size	per doz. .87½
“ “ small size	per gross 10.25
“ “ “	per doz. .70
Climax Enamel, ¼-gross	per gross 9.40
Black Jack, ¼-gross	6.60
Rising Sun	“ 5.75
Sun Paste, 5-cent size	“ 4.50
“ 10-cent size	“ 7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼-gross	1.25
Per box of ½-gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼-gross	2.25
Per box of ½-gross	4.50
Per gross	9.00
F. F. Dalley Co.—	
2-in-1, smaller size	per doz. .75
2-in-1, large size	“ 1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkge. .04¾
Excelsior, 24 packs	.05¾
McAllister, 36 packs	.05¾
Rosensteins, 1-lb. pkgs., 2 doz.	per lb. .05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz. .35
Red, quarts, 3 doz.	“ .70
Silver, pints, 3 doz.	“ .35
“ quarts, 3 doz.	“ .70
Bath Brick, 25 bricks	per box .60
Toothpicks, Eureka, 100 boxes	1.85
“ Perfection, 2 doz.	per doz. .42½
Royal Glue, 1 doz.	“ .80
Paist's Glue, 1 doz.	“ .40
Carpet Tacks, Wooden Keg, ½-gross case,	
assorted, 6, 8, 10s.	per case .90
Carpet Tacks, Silver Steel, 4-oz.	per doz. .06
6-oz.	.06½
8-oz.	.07½
10-oz.	.08½
12-oz.	.09½
Matting Tacks—	
No. 10, steel	per doz. .10
No. 11, “	“ .10½
No. 12, “	“ .13
G. B. Weiss & Son—	
Sole leather, No. 1	.25
“ No. 2	.23
“ No. 3	.21
Cut Sole Leather, cut into taps, 6 ins. high	1.50
“ “ “ 5½ “	1.48
“ “ “ 5 “	1.42
“ “ “ 4½ “	1.25
“ “ “ 4 “	1.18
“ “ “ 3½ “	1.05
“ “ “ 3 “	.90

SEIBERT'S

Poison Fly Paper

Pays 150% Profit

A very attractive package and a good seller.

Put up 50 envelopes in a display box like cut \$1.00

Retail at 5 cents an envelope



Fly Ribbon	per gross 4.80
Ely Paper, Tanglefoot	per case 2.20
“ Sticky, 10 cartons	per case 3.00
Sticktite Fly Paper, 100	per case 2.35
“ “ 10 cartons	per lb. .30
Wax, White and Yellow	per lb. .30

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.....	per lb.	.10½
“ “ Clotheslines, 50-ft. hanks.....	doz.	.80
Cleveland, extra fine cotton twine.....	per lb.	.22
Orange Brand, fine cotton twine.....	“	.20
Texas Medium, cotton twine.....	“	.16
Cotton Candle Wick.....	“	.20
Colored Twine, 8 balls to box, lb. to 5-lb.	“	.25
Fine Hemp Twine, 8 balls to lb. in bunches.....	“	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	per lb.	.16
Best Jute Rope, 16 yds. to lb.....	“	.09
Best Jute Plow Line, 8 yds. to lb.....	“	.09
Jute Clotheslines, 90 ft. to hank.....	per doz.	1.60
“ “ 108 ft. to hank.....	“	1.70

Positively
The Best
Wagon
Ever Built
For the
Grocery
Trade

Strong,
Easy-
Running,
Finest
Steel Tires,
Wheels
Second-
Growth
Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

No Loss on Loose Goods

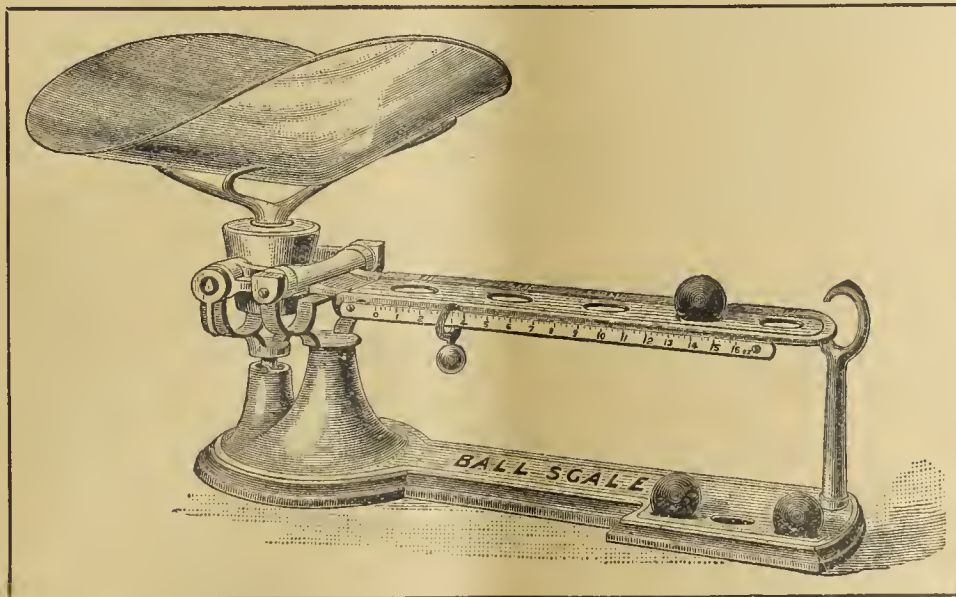


¶ Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.
18 to 24 S. Seventh Street, Philadelphia, Pa.

Losing Your Weights?

Get a
Troemner
No. 24
Ball Scale



Greatest
Improvement
in Rapid
Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

Profitable CREDIT Business



100 Account National Credit File

Every storekeeper knows that many of his credit customers are his very best patrons.

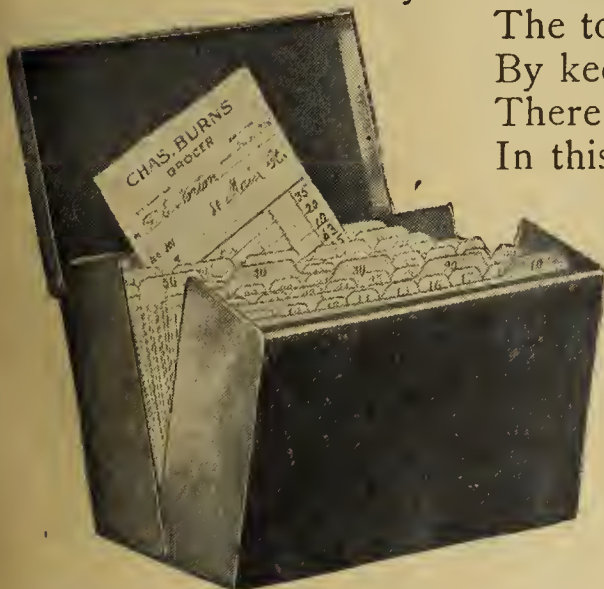
It is a fact, however, that the handling of charge accounts by old methods has caused extra work, and often loss of trade.

THE NATIONAL CREDIT ACCOUNT FILE is usually used in connection with a NATIONAL CASH REGISTER, and together they form a method of handling credit customers that cannot be equalled.

A NATIONAL CREDIT FILE

makes it possible for the proprietor to watch the accounts of all his credit customers, without the trouble of going over a large set of books, and doing a lot of extra accounting.

It saves the salary of a bookkeeper.



Proprietor's File Used in Connection with the National Credit File

The total of each credit customer's account is always given on the last bill. By keeping the original slip you insure absolute accuracy.

There is no chance for bills to be presented to a customer twice.

In this way you are sure to retain the good will of all your trade. This method cares for the recording of goods charged, and money paid on account, accurately and quickly, and also saves you a lot of time and money.

Keep Records in Your Safe

As a safeguard against the loss of records, in case of fire, a small metal box is provided with each Credit File. This small file may be placed in your safe.

Let us explain how this method will save you work and money.

The National Cash Register Co.

28th Street and Broadway
NEW YORK

The
National
Cash
Register Co.

Executive Offices,
28th St. and Broad-
way, New York, N. Y.

I would like to know
how a National Credit File
can increase my profits and
do the other things you say
it will.

Name.....

Business.....

Street.....

City.....State.....

No. of Clerks.....

Tear Out and Mail To-Day



A SPLENDID PIECE OF BUTTER

If we were to work all night and spend all the money we could make or borrow, we couldn't think of any way to make **Gurnse** butter any better than it is.

There isn't any way, for it can't be made better. **Gurnse** butter is made from the best milk, in our own dairies, which are as clean as we can possibly make them, and the inspection we put on it costs us twice what it would if we didn't want to be so sure.

The wrapping in brine-dipped paper and the enclosing in a carton finishes as fine a piece of butter as we or any one else can make. As a leader for you it cannot possibly be excelled.

Packed in 30 and 50-pound boxes—pound and half pounds—29 cents.
Prices subject to market change.

P. F. BROWN & CO., 39 S. Front Street, PHILADELPHIA



**The "New Ones"
Don't Hurt the
Steady Sale of**

H-O

People who started eating Hornby's Oats when we started making it are still eating it and telling their friends to eat it. Imitations have sprung up and died on the grocer's shelf, but **H-O** is selling better every year. That means more and more people you can please by selling **H-O**.

The H-O Company

A Business Getting Plan for all **RETAIL MERCHANTS**

**Better Than Newspaper Advertising
Better Than the Trading Stamp Plan
Better Than Your Own Premium System**

AND

Costs You Less Money Than Any of These

If you would like to turn trade from your competitor's door to your store; if you would like to stimulate the purchase of more goods among present customers; if you would like to get a permanent hold on old and new patrons, and by these means boost your sales and increase the net profits of your business without adding to the expense—

You Can Profitably Use Our Plan

Progressive Retail Merchants in all lines and of good credit standing, are requested to write us for letter, catalog and other printed matter giving full particulars.

Manufacturers' Trade-Mark Ass'n, Dept. W, 253 Broadway, New York City

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

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No. 9.

Contents.

	PAGE
Text of Pennsylvania Food Law Decl- sion.....	6
New York Convention Calls on Manu- facturers to Maintain Retail Price....	6
How to Build a Model Grocery Building.	8
Editorial.....	10
Unparalleled. The Unconstitutionality of the Penn- sylvania Food Act of 1907. What We Miss. Greed.	
Thomas P. Hunter: A Merchant.....	11
Government Runs Down Bogus Double Vanilla Extract, Misbranded Cider and Old "Fresh" Eggs.....	12
Think Cheapening of Norwegian Sar- dines a Mistake.....	12
Selling Talks With Grocery Clerks.....	13
Correspondence.....	14
The Grocery Markets.....	14
Individual Market Reports.....	16
Window Dressing Articles Wanted.....	17
Market Notes.....	18
National Canners' Association to Run Down Jobbers Who Reject Unfairly.	18
Among the Trade.....	18
The Science of Advertising.....	19
Simply Did as the Housewife Did.....	20
An Attempted Infringement on Well- known Coffee Brand.....	21
The Stroller's Column (Contributed)....	22
Saving on Clerks.	
Magazine Notes.....	22
Two-Minute Sermons for the Retail Grocer.....	27
Window Dressing for Grocers.....	27
Association News.....	27
The New York Letter.....	28
Jots from a Jobber's Note Book.....	29
Want Department.....	30
Baltimore Prices-Current.....	33
New York Price-List.....	34
"Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	31
Anker's Bouillon Capsules.....	31
American Can Co.....	9
Arbuckle Bros.....	39
Armour & Co.....	11
Atsatt Bros.....	50
Barber & Perkins.....	8
Bell & Sons, Samuel.....	41
Bishop, R. W.....	22
Borden Condensed Milk Co.....	37
Bower & Co., John.....	45
Brown & Co., P. F.....	4
Brown Manufacturing Co., Ltd., The....	43
Buckley, Elton J.....	14
Bucknam & Vanderpoel Co.....	43
Butler Brothers.....	21
Cauchols & Co., F. A.....	Cover 2
Ceylon Tea.....	7
Corn Products Mfg. Co.....	50
Croft & Allen Co.....	41
Daetwyler & Co., R.....	32
Egg-O-See Cereal Co.....	43
Enterprise Mfg. Co. of Pa., The.....	43
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	17
Fell Manufacturing Co., E. C.....	Cover 2
Fels & Co.....	29
Fischer & Co., B.....	20

	PAGE
Fleischmann's Yeast.....	31
Flesch & Son, J. A.....	39
Fly Ribbon Mfg. Co., The.....	32
Forbes, J. P.....	13
Franklin Sugar Refining Co.....	Cover 4
Freihofer Vienna Baking Company.....	41
Frye & Co., Jed.....	22
Fulton & Walker Co.....	49
Goff & Sons Co., S. B.....	22
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	9
Grocers' Printing Co.....	22
H-O Company, The.....	4
Hetfield Extract and Mfg. Co.....	Cover 2
Hires Condensed Milk Co.....	Cover 3
Indexed Coupon Books.....	13
Iroquois Canning Co.....	29
Kingsbury, H. P. D.....	47
Kirk, Foster & Co.....	28
Lamson Consolidated Store Service Co.,	37
Lautz Bros. & Co.....	Cover 3
Leggett & Co., Francis H.....	15
Lindsley J. V., & Company.....	16
Lowney Co., The Walter M.....	37
Manufacturers' Trade-Mark Association.	4
McCahan Sugar Refining Co., The W. J.,	Cover 3
Millbourne Mills.....	31
Miller & England.....	19
Moneyweight Scale Co., The.....	39

	PAGE
Moore & Co., E. B.....	37
Morgan & Cornell.....	47
National Cash Register Co.....	3
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	Cover 2
Ohlo Match Sales Company.....	47
Philadelphia Electric Co., The.....	22
Phillips, F. H. & Co.....	31
Pressing & Orr Co., The.....	Cover 2
Quaker City Preserve Co.....	31
Ritter Conserve Co., Philip J.....	16
Royal Specialty Co.....	31
Sauer Co., C. F.....	Cover 4
Scott & Co., Inc., John.....	Cover 1
Shredded Wheat Company, The.....	13
Swift & Co.....	45
Swift & Co., Gloucester, Mass.....	4
Toledo Computing Scale Co.....	Cover 1
Troemner, Henry.....	49
Van Camp Packing Co.....	45
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Welles & Davis Mfg. Co., The.....	45
Wells & Richardson Co.....	31
Wilde's Sons Co., Samuel.....	41
Williams Bros. Co., The.....	47
Young & Co., Chas. W.....	13
Zahn Tobacco Company, J. F.....	50
Zipp Manufacturing Co.....	19

Text of Pennsylvania Food Law Decision

Blair County Court Decides that the Act of 1907 Cannot Stand, Mainly Because it is an Amendment to Prior Acts, Whose Text it Does Not Reproduce. Several Other Weaknesses.

The "Grocery World and General Merchant" has, during the week, obtained an authorized copy of the decision of Judge Martin Bell, of the Blair County Court, who, as reported last week found in his decision in *Com. vs. Kephart*, that the Pennsylvania food law of 1907 was at least in part unconstitutional. The decision is as follows:—

August 20, 1908. By the Court. In the oral argument of counsel several interesting questions were elaborately debated, and likewise exhaustively treated in the briefs submitted. First, as to the right of the defendant to an appeal. Second, as to whether the title of the act was sufficient. Third, as to the force of the guarantee clause provided in the act. But it is unnecessary to discuss these interesting questions because the act of June 1, 1907, commonly known as the Pure Food Act, to my mind is plainly unconstitutional, regard being had especially to the proviso in Section 5.

Article III, Section 4, of the Constitution of Pennsylvania, provides as follows:—

No law shall be revived, amended, or the provisions thereof extended or conferred by reference to its title only, but so much thereof as is revived, amended, extended or conferred shall be re-enacted and published at length.

It will be seen that the plain constitutional intent was that the language of a law should be printed at length in full. The word "conferred" indicates that this applies to new enactments as well as old, but, in point of fact perhaps not ostensibly, the Pure Food Act of June 1, 1907, was an amendment to prior acts on the same subject. Under said constitutional provisions certainly a prior act of Pennsylvania could not have been picked up bodily and thrown into the Act of June 1, 1907, by reference to its title only. Can an Act of Congress be thus interjected into said act of our Legislature? Counsel for defendant have cited some authorities to the effect that this can be done. Some of these are *Dilworth vs. Schuylkill Improvement Land Co.*, 219 Pa., 527; *Woolen Machine Co. vs. Browne*, 206 Pa., 543; *Greenfield avenue*, 191 Pa., 290; *Birmingham Railway Co. vs. Land Co.*, 114 Ala., 70; *Montgomery vs. Birdsong*, 126 Ala., 632. But an examination of these authorities so far as they are accessible show that they are not in pari materia with the present case.

But assuming that an Act of Congress could thus be interjected into said act of the Legislature, what contention can be made in favor of the further provision that our courts in Pennsylvania must take notice of the rules and regulations promulgated from time to time by the United States authorities for the enforcement of the United States Pure Food Act.

Section 5 of said Act of June 1, 1907, provides as follows:—

Section 5. That for the purpose of this act, an article shall be deemed to be adulterated—

In the case of food:—

First. If any substance has been mixed and packed with it so as to reduce or lower or injuriously affect its quality or strength.

Second. If any substance has been substituted, wholly or in part for the article.

Third. If any valuable constituent of the article has been wholly or in part abstracted.

Fourth. If it be mixed, colored, powdered, coated or stained in a manner whereby damage or inferiority is concealed.

Fifth. If it contains any added substance or ingredient which is poisonous or injurious to health; provided, however, that no action shall be brought or sustained for violation of the provisions of this section when the article alleged to be adulterated is not adulterated within the meaning of the provisions of the Food and Drugs Act of June 30, 1906, enacted by the Senate and House of Representatives of the United States of America, in Congress assembled, and the rules and regulations promulgated from time to time for the enforcement of the same.

Judges are presumed to take judicial notice of the Acts of Assembly of the State of Pennsylvania. They are furnished with copies of the pamphlet laws and if they are not too busy or too indolent they can read them. Likewise they are presumed to take judicial notice of the statutes of the United States, although no copies of such statutes are furnished to our judges. But how can a judge be supposed to take judicial notice of some bulletin issued by the United States Pure Food Commissioner. Possibly after he had directed the conviction of a defendant he would discover that the said United States Pure Food Commissioner had changed his ruling and the conviction was all wrong. And moreover, the judges in Pennsylvania are not furnished with said bulletin, at least I never received any and never saw one. To allow the law to be determined by such bulletins would be to render confusion twice confounded. I therefore conclude that said proviso contained in said Section 5 of said Act of June 1, 1907, is clearly unconstitutional.

Counsel for the Commonwealth, however, contend that even if said proviso is unconstitutional the remainder of the act is valid. Unquestionably in some instances a portion of an act may be declared void and the remainder of the act may be held to be valid. The rule on this subject is as follows:—

It is a familiar rule that part of a statute may be unconstitutional and the remainder constitutional, and that which is unconstitutional will stand unless its provisions are so connected and dependent on each other in subject matter that it must be presumed the Legislature would not have enacted one without the other. Where the parts are so separable that each can stand

alone, and it was evidently the legislative intent that the part held to be valid should be enforced, although the other parts should fall, the part so sustained should be declared operative.

Com. vs. Shalleen, 30 Sup. Ct., Rep. 14.

Where a part of a statute is constitutional and a part is unconstitutional, the former may be sustained in many cases where the latter fails. Indispensable conditions of such a result are that the constitutional part and the unconstitutional part are capable of separation, so that each may be read and may stand by itself, and that the unconstitutional part is not connected with the general scope of the law that it is impossible to give effect to the intention of the Legislature in its enactment without it.

Cella Commission Co. vs. Bollinger, 147 Fed., 419.

Every part of a statute should be brought into action in order to collect from the whole an uniform and consistent sense, if that may be done; or, in other words, construction must be made on the entire statute and not merely upon disjointed parts of it.

Holl vs. Deshler, 71 Pa., 301.

Though the proviso may not be effectuated because of its unconstitutionality, it cannot be stricken out in giving interpretation to the section. The section speaks as an entirety in its purpose, and not in parts, which may be severed without violence to the legislative purpose. Where, as here, the parts are so dependent that one cannot take effect without the other, so as to carry out the legislative intent, we cannot legislate by way of substitution.

Com. vs. Potts, 79 Pa., 168.

Where the parts of a statute are so materially connected and dependent as to warrant a belief that the Legislature intended them as a whole and that if all could not be carried into effect the Legislature would not have passed the residue independent of some parts, are unconstitutional and void, and all provisions which are thus dependent are void.

Warren vs. Charleston, 2 Gray, 84.

The constitutional amendment of 1900 authorized the county courts in several counties in the State, not under township organization, and the township board of directors under township organization, in their discretion to levy an additional tax to be used for road and bridge purposes, provided the amendment should not apply to certain named cities in the State. Held that it being plain that the law would probably not have been passed without such exemption and the court having no power to make the amendment applicable to the parts of the State exempted, the exemption could not be expunged and the remainder of the provision sustained.

State vs. C. B. & Q., 93 S. W., 784, 195 Mc., 228.

Prior to the passage of this Act of June 1, 1907, prosecutions could be brought against the retailer and he was defenseless if adulteration was shown. The evident legislative intention was to give the retailer a defense if he had a proper guarantee. To emasculate the proviso heretofore referred to would defeat such legislative intent because the act provides that a guarantee sufficient under the Federal laws shall

be a protection under our State law. If then we emasculate the proviso we have a case where "it must be presumed the Legislature would not have enacted one without the other." *Commonwealth vs. Shalleen*, 30 Sup. Ct., Rep. 14. Again, "it is impossible to give effect to the intention of the Legislature to its enactment without it," the proviso. *Cella Commission Co. vs. Bollinger*. "Where as here the parts are so dependent that one cannot take effect without the other so as to carry out the legislative intent we cannot legislate by way of substitution." *Commonwealth vs. Potts*, 79 Pa., 168.

Said Act of June 1, 1907, deals unfairly with wholesalers or jobbers in the State of Pennsylvania. If such parties give a guarantee to a retailer and the goods are adulterated they can be prosecuted forthwith in the State of Pennsylvania. But suppose the retailer buys from a wholesaler in the city of New York. The goods are found to be adulterated. All the remedy the Pure Food Department of the State of Pennsylvania has is to notify the Pure Food Department of the United States of such adulteration, and it is very conceivable that in the crush of business in the United States Courts in the city of New York no prosecution would ever be tried against the New York wholesaler who sold the adulterated goods. Consequently he could afford to sell goods at a much lower rate than our own Pennsylvania wholesalers and jobbers, because the chances would be that he would never be tried for selling adulterated goods.

The judgment of the alderman is reversed and now judgment is entered for defendant.

The probable effect of the decision is discussed on the editorial page.

New York Convention Calls on Manufacturers to Maintain Retail Price.

National Secretary Green Considers Resolutions Notable and Reproduces them in this Correspondence. Resentment for North Dakota Food Commissioner's Reflections on Canners, etc. Short Measure a Burning Question.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio, Aug. 28, 1908.

At the New York State convention, the following notable resolutions were adopted:—

Whereas, The question of manufacturers fixing and maintaining the minimum retail price is before the grocers of this country; and

Whereas, The so-called cutter is a demoralizer of the legitimate trade and ought to be eliminated from business; and

Whereas, We firmly believe that every article sold by the retailer should bear its due proportion of profit; therefore,

Resolved, That this convention is in sympathy with the principle herein set forth, and that we recommend to the grocers of the State a unity of effort in supporting the same; second, by refusing to sell the goods of any manufacturer who supplies the cut-price stores; third, by patronizing those manufacturers who are in sympathy with the plan of maintaining a reasonable minimum retail price and are honestly endeavoring to establish the same.

During the last few weeks many inquiries have come to this office asking for information and assistance in finding the whereabouts of people who had moved from one section of the country to the other. It is not necessary to say that with each inquiry comes the information that the parties have left an unpaid account behind.

There has never been a time in the history of the country when the business men have had their judgment taxed to the utmost capacity as to the best means to pursue to tide over conditions that have brought ruin to so many.

However, it is very gratifying to note that very few of the members of our association have failed to weather the storm. That those who have gone down in the wreck are men who have considered themselves independent and able to get along without the co-operation or friendship of their business competitors.

Prof. Ladd, of North Dakota, in his paper at the national convention of Food Commissioners, intimates that the canners and food distributors are dishonest to the extent of often puncturing cans of swollen or spoiled goods, fixing them up, and putting them on the market for sale.

This was one of the arguments used in favor of the dating bill.

There is no body of men who are so careful of the interests of the consumer as are the retailers of food products, and to use an argument of that kind is hardly justifiable.

The percentage of canned goods of that character is so comparatively small that they cannot be taken into consideration to that extent.

As we have said before, and in this position we shall continue to stay, the operation of a dating bill would not be beneficial even to the consumer whom it is supposed to benefit. It is not to the interest of the consuming public that they should have awakened within them a spirit of unjust suspicion.

We have seen too much of that already. It is not out of place to say at this time that the distributors of food products know the practical realities, while the majority of Food Commissioners have no practical experience whatever, and consider the matter only from a theoretical standpoint.

At several of the State conventions the question of short measure

to the retailer has come up for discussion. A barrel supposed to hold three bushels in some instances does not contain more than ten pecks; in other instances, a trifle more or less.

The question came up at the New York State convention, and it was found that the following law was on the statutes, and which, if properly enforced, would take care of the proposition from every standpoint, and where there is any contention we would recommend that the several States have a law passed for protection.

We publish a copy of the New York law as it applies to potatoes, pears or quinces:—

A barrel of pears, quinces or potatoes shall represent a quantity equal to one hundred quarts of grain or dry measure. A barrel of apples shall be of the following dimensions: head diameter, seventeen and one-eighth inches; length of stave, twenty-eight and one-half inches; bulge, not less than sixty-four inches outside measurement, to be known as the standard apple barrel. Or when the barrel shall be made straight or without a bulge, it shall contain the same number of cubic inches as the standard apple barrel. Every person buying or selling apples, pears, quinces or potatoes in this State by the barrel, shall be understood as referring to the quantity or size of the barrel, specified in this section, but when potatoes are sold by weight, the quantity constituting a barrel shall be one hundred and seventy-four pounds. No person shall make or cause to be made, barrels holding less than the quantity herein specified knowing or having reason to believe that the same are to be used for the sale of apples, quinces, pears or potatoes, unless such barrel is plainly marked on the outside thereof with "Short barrel" in letters not less than one inch in height. No person in this State shall use barrels hereafter made for the sale of such articles of a less size than the size specified in this section. Every person violating any provisions of this section shall forfeit to the people of this State a sum of \$5 for every barrel put up or made or used in violation of such provision.

It was recommended at the convention that the name of the packer be placed on the barrel. This as a protection in case of dishonest packing. The packer could be traced and his goods left severely alone.

This, it was claimed, would prevent packers placing good fruit on the top and poor fruit in the middle of the barrel.

JOHN A. GREEN,
National Secretary.

Jams from Fresh Berries.

The tastiest jams are those that are made from berries that are cooked as soon as picked. That's the way we do it. Our berries are cooked within twenty-four hours of the picking. Lots of difference between that and the jams made from berries several days old. That's why ours are so good. A penny brings price and samples from H. P. D. Kingsbury, of Redlands, Cal.

To the Trade:

It Cannot Be Too Often
Repeated That, in Selling

CEYLON TEA

You Should

TEACH THE CUSTOMER

How to Prepare It.

The Superabundant Life
and Vigor of the Ceylon
Plant Give Its Leaves

All Tea Properties
In High Degree.

3 to 5 Minutes' Drawing
With Furiously Boiling
Water Suffices to Obtain
the

Delicious Aroma, the
Delicate Flavor and the
Invigorating Tonic.

Written for the "Grocery World and General Merchant."

How to Build a Model Grocery Building

Pennsylvania Correspondent Details Some Valuable Experience in Answer to Last Week's Query from a New Jersey Grocer.

[The following most interesting and valuable contribution was inspired by the request of Chris. Crabiel, of Milltown, N. J., in the last issue, for some suggestions as to the best kind of a building to erect for a grocery or general store. The "Grocery World and General Merchant" thanks the writer, who desires his name withheld, and is glad to present the contribution in full for the general information of its readers.]

The writer has had practical experience recently in building, and has given the matter considerable thought and attention, and would suggest the following ideas:—

Naturally the first point that arises in a builder's mind is relative to the depth of the cellar and the foundation. I believe that it would be practical to make your cellar 7 feet 6 inches in the clear; that is, allow over and above this enough for your first floor joist, also for cementing the floor, which will give you ample room for storing canned goods cases without covering too much floor space. I would suggest that in arranging your sewer, which would naturally be under your cement work, that you allow two

openings for flushing, which would be sealed by a screw plug; also allow for two bell traps, in event of any water getting in the cellar. These will be found useful for emptying water in, also vinegar from pickle barrels, etc. These traps should be located one near the front and the other near the back of the cellar. Relative to foundation, I would have none except from good, sound quarried stone, well laid up in lime and cement. If your building is to be two or more stories high, I would suggest a footing course being placed under the stone work, made of strong cement and gravel, say 2 inches larger in width than the stone wall, that is 2 inches on each side, and about

8 inches deep; this will give you an absolute solid foundation. I would have my windows connected with the sewer, and the bottoms cemented, with a grating over the opening of the sewer, also a grating over the top of the windows; this will carry away any surface water, and the grating over the windows will keep out paper, leaves, etc. If you have access to city water I would place closet in the cellar, also a washstand and your hot water tank. A toilet room can be built for a cost of less than \$10 out of No. 2 flooring. In event of city water I would leave two openings, one at each end of the cellar for hose connection; these will be found valuable in case of fire.

Relative to the style of building, I would erect brick—solid brick wall. This will be more substantial and save painting, and at the end of ten years the builder will be ahead over a frame building. I would have 2 x 4-inch lumber built in the wall horizontally and on these perpendicularly nail strips, spaced properly for lathing. This permits an air space between the plaster and the wall. In plaster I would use an

adamant plaster. These brick walls should be 13 inches for first floor and 9 inches for second floor. For my front I would use a pressed brick, as it will not take many for facing and present a better appearance. These should be got for about \$15 to \$16 per thousand. On the sides I would use a wire-cut brick, free from all defects. These should be got for about \$10 or \$11 per thousand. I would use for the inside courses a common soft brick, which should not cost over \$5 to \$6 per thousand. I would use stone sills and lintels for doors and windows. In my entrance I would use tile. A tile entrance should not cost more than \$12 to \$15 and will be found substantial and not subject to warping the way wood would be. Your name can be made up in the tile at about 10 cents per figure or letter. For flooring on the store room I would use No. 1 maple, as it will stand the wear. I would not have my store display windows over 16 inches above the street, with glass panels under same for to throw light in your cellar. I would try and get a ventilating system in in some way. There are several ways which will keep your win-

WHEN YOUR AUTOMOBILE DON'T GO
you crawl under it to find out
what is the matter



WHEN YOUR BUSINESS DON'T GO
you might try buying for cash—
credit prices may be the matter

Knight's Fancy Frying Tomatoes, Jersey-packed goods, large No. 3 size Jersey cans, as fine quality as we have ever seen, 2 doz.		per doz., \$1.00
5 or 10-case lots	per doz.,	.97½
Picnic Shoulders, 6 to 8-lbs. average, barrels . . .	per lb.,	.08¼
Quantities to suit	per lb.,	.08¾
Babbitt Potash, 4 doz. cases,	per doz.,	.77½
2 doz. cases	per doz.,	.80
Boyd's Best Quality Porcelain-lined Zinc Jar Tops, ½-gross box		per gro., 2.15
5 or 10-gross lots	per gro.,	2.10
No. 2 Roasted Rio Coffee, 50-lb. lots or over . . .		per lb., .07½
You will be utterly surprised at excellent quality of this lot of Coffee. It is a good, bright roast, almost whole bean and remarkably clean.		
Champion Brand Choice New, Bright Apricots, 25-lb. boxes		per lb., .08¼
5 or 10-box lots	per lb.,	.08½
White, Fat New Irish Mackerel, 300 to 320 fish in bbl.		per bbl., 13.50
Elegant fish to retail three for 25 cents, and a particularly fine lot of Irish Mackerel.		

Standard Cream Chocolate drops, 30-lb. pails . . .		per lb., \$0.09¼
5 or 10-pail lots	per lb.,	.09½
These are fresh goods and the weather is now favorable for shipping.		
Red Seal Lye, 4 doz. cases		per case, 3.60
2 doz. cases	per case,	1.85
Jersey Lily Brand Pure Lard, 55-lb. tubs		per lb., .10¾
5 to 10-tub lots	per lb.,	.10¾
Pure Lard, 50-lb. tins (each tin crated)		per lb., .10¾
5 to 10-tin lots	per lb.,	.10¾
10-lb. tins, 60-lb. case	per lb.,	.12
5-lb. tins, 60-lb. case	per lb.,	.12½
3-lb. tins, 60-lb. case	per lb.,	.12½
Armour Best Quality Lard Compound, 60-lb. hard wood tubs		per lb., .08¼
Jersey Lily Large Lump Laundry Starch, 50-lb. boxes		per lb., .03½
5 or 10-box lots	per lb.,	.03¾
Bright Star Brand Cut Refugee Stringless Beans, No. 2 cans, 2 doz.		per doz., .75
5 or 10-case lots	per doz.,	.72½
These are new packing, genuine Refugee Cut Beans. Good quality goods and a big bargain.		
Victor Brand Ammonia, 12° strength, 16-oz. bottles, 3 doz.		per doz., .37½

These Prices for This Week Only—August 31st to September 5th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

dows from steaming or sweating over in the winter. Windows should be closed in with glass back and a small door at the side of the back, say about 22 inches wide. I would use a corner post, and not the patent fastener that is sometimes used for plate glass. This will give you a better effect and reduce your insurance. I would use a metal ceiling on store room, not the common ceiling, but the nut lock ceiling. This locks each seam and will keep all dust and dirt from falling down. On the other ceilings it is only a short time until the nails start to fall out, leaving openings for dirt to work through. A ceiling of this description would likely cost you about \$125 complete, painting included. In fixtures, I would use the Walker fixture. While they cost more than the cheaper kind, they are put up good and will more than pay in the end. Complete fixtures can be got from the one firm.

I would wire building for electricity, also make provision for gas, using combination fixtures. Would use only gas in entrance light, allowing it to burn all night, but would use only electric for windows. A good fixture for windows is the Poke-Bonnet, made by a Chicago firm. There is a great difference of opinion on the heating question. The writer is using gas furnaces, which are free from all fumes and moisture. You should be able to heat with two of these, say throw one register off the front one and three off the back one. These would cost you about \$50 set up and complete. To the writer's mind it would be a mistake to burn coal. To be sure hot water or steam is preferable to any other systems, but it would likely cost you from \$700 to \$1,000. I would suggest that you use gas furnaces temporarily for the store room and gas for the second floor until such a time as you wish to put in the other systems, unless you wish to go to that expense now. The furnaces spoken of would only be for the store room, gas stoves would be used for the flat. In building run a chimney near the centre of the wall, with 13-inch opening; flues can be placed from the second floor up for the flat.

The roof is a hard matter. There are many good ones, but it is very hard to get one that will not be more or less trouble. I would give it a good slant or fall, say $\frac{3}{4}$ of an inch to the foot.

The arranging of the flat is largely according to taste. With a 30-foot building you will likely have some of the rooms rather long and narrow even if you do take off a large wide hall.

A builder should be careful relative to whether he will be closed in on other sides. If there is any liability of this I would place a skylight of the latest improved pattern in the hall, which will give plenty of light by having transoms over all doors.

Numerous other minor points will come up which can only be decided by the builder, as location, amount of expenditure, etc., enter largely into their decision.

The writer will be pleased to answer any questions upon receipt of self-addressed stamped envelope. His address can be got from the "Grocery World and General Merchant."

—, Pa., Aug. 27, 1908.

Ring Up Better Times.

No better barometer of business conditions can be found than the cash register, say men of commerce, who have achieved skill in reading the signs of the times.

A big movement in the cash register market means big investment, and not only that, but investment in varied lines. It means mercantile investment—the buying and selling of the necessities and luxuries of life—which is everywhere regarded as a specially strong mark of confidence. Merchandising is first, last and always dependent on the prosperity of the wage-worker, and the wage-worker's prosperity is dependent on the state of industries.

For these reasons the report that the National Cash Register Company surpassed all records for July business causes the commercial world to sit up and take notice. The big institution at Dayton, Ohio, the name of which has become identified with cash registering machinery wherever the tokens of civilization are used in barter, is a centre of special interest these days. Pessimists are respectfully invited to scan its bulletins and cheer up.

Asked about the breaking of the record in July John H. Patterson, president of the National Cash Register Company said: "It is quite true. We shipped 9,120 cash registers during the month of July. This is the largest month's business in cash registers in the history of the country."

"This remarkable July business shows an increase of nearly 1,000 cash registers over shipment for June this year and nearly 2,000 more than shipments for May."

"Of course, this increase is due in large part to the fact that improved machinery and decreased expenses enable our company to sell cash registers at much lower prices. There has been a great educational campaign and storekeepers all over the country appreciate the fact that a cash register is necessary to do business economically and successfully. They are consequently taking advantage of the reduction in prices. But unquestionably the heavy business is the most emphatic vote of confidence in business conditions."

"Where there is smoke there is fire." The demand for cash registers means moving cash."

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

Ten Thousand Dollars in Cash Given Away IN OUR GREAT MERIT CONTEST PLAN!



All Mother's Oats Coupons that are sent us after being redeemed in cash or premiums are recorded in the name of the sender. These are totalled each year ending September 1st, and according to the number sent. 2630 Cash Prizes from \$1.00 up to \$500.00 are distributed.

**Remember, September 1st, 1908,
Closes Our Second Annual
Contest**

Send in your coupons at once

THE GREAT WESTERN CEREAL CO.
AKRON, OHIO

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Advertising Manager.

W. H. NAYLOR,
Circulation Manager.

FRANK D. WARNER,
Manager "Prices-Current."

Monday, August 31, 1908.

A condition exists in the whole-
sale grocery business to-day with
regard to sugar
that is probably
Unparalleled. not paralleled in
any other mercan-
tile line in the world. Of all the
jobbers who are selling sugar in
the East, probably not one, taking
his year's sugar business through,
is making any profit on it whatever.

The biggest sugar demand of the
year is now on. Fruit crops are
large, preserving is general, and
sugar is selling in every wholesale
and retail grocery in the United
States. At the present time it is
probable that the sales of sugar
constitute at least 30 per cent. of
the average Eastern jobbing gro-
cery business. Here and there a
jobber will make a little profit on
an individual order, but the bulk of
all this business is being done at an
absolute loss. Except in isolated
cases, jobbers are not even asking
a profit of over 15 points per 100
pounds, or around 50 cents a barrel,
while every barrel of sugar shipped
out by the average jobber costs 40
to 45 cents, and in very many cases
they are selling at cost or even
below.

The reason for this astounding
condition is simply the jobbers' lack

of good faith toward each other.
For a period of several years sugar
was sold under a factor limited price
plan, and the jobbers made more
money on it than they had for a long
time. But one after another traitors
appeared, the limited price degener-
ated into a farce, and in disgust the
refiners refused to longer enforce
it. So has it been with every effort
made to hold sugar prices—the
plan has been betrayed in the house
of its friends, and in the end came
demoralization and total disappear-
ance of profit.

Is there another case on record
where dishonesty and bad faith is
permitted to render unprofitable 30
per cent. of a wholesale business?

A careful reading of the decision
of the Blair County (Pa.) Court on

The Unconstitutionality
of the Pennsylvania
Food Act of 1907.

the unconstitution-
ality of the Penn-
sylvania food law
of 1907, which is
published in full elsewhere, justifies
the opinion that if the decision is
affirmed by the higher court the
food act of 1907 will be wholly de-
stroyed. There is no room under
that decision for a part of the act
to remain, for the main point on
which the opinion as to unconsti-
tutionality is based taints the whole
if it taints any.

In the last issue it was stated that
the decision was partly based on the
fact that the law, though an amend-
ment to prior acts on the same sub-
ject, did not reproduce the amended
parts of those prior acts as the Con-
stitution makes necessary. The act
of 1907 certainly does not reproduce
in any proper way the text of any
preceding food laws, and if that is
necessary in the given case by rea-
son of the fact that the act of 1907
is really an amendment, there
would seem to be small hope for
it. Manifestly the only chance here
is to establish the fact that the act
of 1907 is not an amendment, which
the "Grocery World and General
Merchant" believes there is a fight-
ing chance of doing.

But if this part of the decision is
upheld, the whole act falls.

The court also bases its decision
on the fact that the Pennsylvania
act reads into itself the rules and
regulations promulgated under the
Federal food law. Because these
are shifting, unstable and varying
the court holds that the standard
they create for Pennsylvania could
never be a stable one, and for that
reason the provision is unconsti-

tutional. While most of the Fed-
eral regulations so far read into the
Pennsylvania law have been liberal
rather than otherwise, thus afford-
ing a protection which the trade will
miss, there would nevertheless seem
to be much logic in the court's po-
sition.

If this part of the decision is up-
held the balance of the law may or
may not stand. The department's
lawyers contended that it should be
treated as mere surplusage, leaving
the rest of the act intact. The
court intimates, however, that if
that part is unconstitutional all may
be unconstitutional, for that par-
ticular portion was adopted as a
protection to the retailer, and if the
protection is destroyed the Legis-
lature might not have passed the
act without it.

The final paragraph of the opin-
ion, criticising (but not setting
aside) the act because it deals un-
fairly with Pennsylvania jobbers, is
gratuitous. The court suggests
that the law favors outside job-
bers because Pennsylvania retailers
cannot prosecute them except
through the machinery of the Fed-
eral food law. Prosecution thus be-
gun, the court thinks, may be nulli-
fied by the press of business in the
United States courts. The facts
are that the State courts are much
more congested than the Federal
courts, particularly on food cases.
Also is it true that the Federal
Government, with its confiscation
proceedings, can punish an offender
much more speedily and publicly
than the State court. This too can
be said—that if the Pennsylvania
act of 1907 does give the Pennsyl-
vania retailer more protection
against the Pennsylvania jobber
than against the outside jobber, the
result would certainly seem to be
holding business in Pennsylvania
that might otherwise have gone
outside. If that is true, the act is
a decided help to Pennsylvania
jobbers.

There are times when the native
American manufacturer misses the
titles of nobility,
notably when news
What We Miss. from England re-
ports that the

King has knighted some English
manufacturer simply for making
good goods. The case of Sir
Thomas Lipton is of course well
known. His knighthood is gener-
ally supposed to have been bestowed
more as a reward for sundry large
contributions to royal charities

than from any other reason. The
latest case in point is that of Wil-
liam P. Hartley, maker of jams and
marmalades. A copy of the Liver-
pool (England) "Courier" which
somebody sends the "Grocery
World and General Merchant" con-
tains the news that Mr. Hartley has
been knighted by the King as one
of the favors bestowed at every
royal birthday.

Both Lipton and Hartley produce
good goods; both, let it be admitted,
are honors to their native land. But
we have just as good in this coun-
try who are forced to worry along
with plain civilian titles. Why not
create an American Academy of
Immortals in which should go the
busts of our own manufacturing
celebrities?

The Pennsylvania organizations
of dairymen and creamerymen,
with their allied
associations, are
Greed. showing consider-
able greed in their
demands for protection against oleo
competition. For instance, the fol-
lowing letter has recently been
given wide circulation among the
dairy interests of Pennsylvania:—

TO THE GRANGERS AND DAIRY IN-
TERESTS OF PENNSYLVANIA.

The repeal of the pure food law
of 1895 has proved to be a serious
detriment to the dairy interests of
Pennsylvania and also to the public
health.

The present food law, approved
June 1, 1907, as construed by the
courts, is inefficient and furnishes but
little protection to the dairy inter-
ests or to the consuming public.

After careful consideration by the
Grange Committee it seems advis-
able that a dairy commissioner be
appointed who shall have charge of
the dairy interests, and who shall
enforce only special dairy legislation.
By this means we hope to avoid the
complications of a general food law
embracing both dairy and trade oc-
cupations.

The passage of the food law of
1907 has thrown the markets of
Pennsylvania open to the manufac-
ture and sale of adulterated butter
and bogus lard. This same law has,
by a recent court decision, made it
impossible for our State Dairy and
Food Commissioner to successfully
prosecute dealers who sell watered
and skimmed milk as pure.

Therefore we recommend that the
next Legislature shall create the
office of Dairy Commissioner, who
shall deal only with dairy products,
viz.: Butter and butter substitutes,
such as oleomargarine, butterine,
renovated butter, adulterated butter,
milk, cream, condensed milk, ice
cream, cheese and all other prod-
ucts made wholly or chiefly from
milk.

We further recommend that the
laws which deal with other food
products shall be placed in the hands
of the State Health Department.
We would suggest a careful and
early consideration of this subject
by every grange in the State, in order
that the State grange influence may
be exerted in this important move-
ment.

If reports of the decisions of the various granges are promptly forwarded to Worthy State Master W. F. Hill, Huntingdon, Pa., the work will be greatly facilitated.

ANNA P. HICKS,
Secretary Goshen Grange, No. 121.
MARGARET SHARPLESS,
Secretary Brandywine Grange, No. 60.

The dairy interests are better protected in Pennsylvania than in any other State in the Union. In no other State that the writer remembers is the sale of colored oleo forbidden under heavy penalty with license or without. The repeal of the general food law of 1895 had no bearing on the oleo situation whatever, since there was already a separate and more than sufficient oleo law which was left in force. Also wholly untrue is the statement that the food law of 1907 has "thrown the markets of Pennsylvania open to the manufacturer of adulterated butter." The good women who sign such a statement are simply exhibiting colossal ignorance. We repeat, the sale of oleo was practically not touched either by the food act of 1895 or 1907; it was controlled by its own act, which is fully as stringent, if not more so, than the dairy interests have any right to expect.

Thomas P. Hunter: A Merchant

I don't know any grocery success that appeals to me more than the success of Thomas P. Hunter, the founder of the Acme Tea Co. and the president of the corporation that now controls the 186 stores run under that name.

You can say what you like about the chain-store plan in general and the Acme Tea Co. in particular, Thomas P. Hunter is a *merchant*, and the success of his stores is due more to that than to anything else.

The Acme Tea Co. moved into its new warehouse at Fourth and Willow streets only a few weeks before it celebrated its twenty-third anniversary. The warehouse is one of the greatest grocery achievements of this decade. It covers a city block, is eight stories high, and is probably the largest building in the United States devoted to grocery purposes by one concern. It has its own coffee roasting plant

and its own packing plants in many lines.

Tom Hunter, to-day a millionaire or very near it, was thirty years ago a poor Irish farm boy, uneducated and uncouth. He came to this country in 1880 and got work in a small Philadelphia grocery store. And in Philadelphia he has remained ever since. In his original place of employment he remained five years, slaving and saving, thinking and planning. When he was twenty-four years old he opened his first little store. Probably there has never been a grocery store run more economically than that. It succeeded. From the profits he started another and so the process has been continued until to-day there are 186.

Naturally the company no longer needs to wait on the profits of the established stores before it can open others—it is a very rich concern and probably has five

times the capital it could possibly use.

Tom Hunter is as straight as a string. Damn his stores if you like, argue against the chain-store principle till you're black in the face, you still must admit, if you know, that a whiter, cleaner business man than Tom Hunter never lived. I have talked a thousand times with men who knew the Acme business; some of them liked Mr. Hunter, and others, for reasons of their own, did not. But not one even whispered against his business integrity or his sense of justice and right.

Two incidents that show the man and his methods:—

Some time ago the Acme Tea Co. made a contract to buy certain goods of a New York house at a certain price. The goods were delivered and accepted, but the bill was returned to the shipper on the ground that the price which it named was not the contract price.

Some acrimonious correspondence followed, neither party receding from his position. Then over to Philadelphia came the general manager of the company, very angry and excited. Mr. Hunter sent

Three Pies from This Carton

This is without doubt the scientific, profitable, clean and economical way to sell mincemeat.

A small carton, 3x4x2 inches, containing enough mincemeat to make three pies! Not simply a substitute for mincemeat, but a combination of clean, rich materials which simply needs water, sweetening or cider. Think of the saving.

Think of something else—**Veribest Mincemeat** needs no preservative. Most liquid mincemeat does. Know what food laws say about preservatives—and about you, if you handle goods with them in?

ARMOUR AND COMPANY



a clerk for the contract, and the seller, with a gasp, admitted he was wrong and that the goods had been incorrectly billed. He contended that he had no idea how he could ever have named such a price, but conceded that he had, humbly apologized and started out.

"Hold on," said Mr. Hunter. Back again came the seller, sheepishly.

"I believe you when you say you didn't intend to make that price," said Mr. Hunter, "and I will therefore tear this contract up." And he did, and the next day a check went over for the original price charged in the bill.

There has been a lot of talk about the class of goods sold in cut stores. Some of the Philadelphia cut stores sell stuff that would be contemptuously refused by a self-respecting animal. But not the Acme. The goods sold there are as good as any sold in Philadelphia. If you disbelieve that, listen to this:—

Some months ago a committee of Philadelphia grocers set out to discover what kind of goods were being sold by Philadelphia stores. They privately bought some goods from the Acme, from Martindale, from Mitchell Fletcher & Co., from Acker, from some of the good neighborhood stores, and from the other cut stores. The goods were then turned out into dishes, secretly marked, and judged by the committee.

Every member of this committee agreed that the goods of the Acme Tea Co. and one other concern were the best of the lot. Some of the committeemen didn't like to admit it, but nevertheless they did. Among the samples were goods that can't conceal inferiority if they have it—canned goods.

I have known Thomas P. Hunter for probably ten years. I know a little bit about the way he runs the machinery of his business—he has reduced it to a beautiful science which can teach a lesson to nine out of ten merchants in business to-day.

Altogether, I regard him as pretty close to the ideal business man—honest, straightforward, methodical, fair and always able and willing to see that his side of a case is not the only side.

E. J. B.

The first new cauliflower is in from Western New York and commands \$3 per dozen, which is rather a stiff price. The demand is fair.

Government Runs Down Bogus Double Vanilla Extract, Misbranded Cider and Old "Fresh" Eggs

Details of Three New Cases of Food Condemnations and Confiscations Under the Federal Food Law. First Case Against Sale of Old Eggs for Fresh.

The United States Department of Agriculture has, during the week, sent the "Grocery World and General Merchant" the details of three other food condemnation cases, one of vanilla extract, the second of cider, and the third of eggs. The egg case is of peculiar interest, since it represents the first effort made under any food law to pursue eggs sold as fresh when they were not.

The defendant in the vanilla extract case was C. B. Woodworth Sons Co., of Rochester, N. Y.

The following is a statement of facts upon which the case is based:

On August 7, 1907, an inspector of the Department of Agriculture purchased from Colter & Co., Cincinnati, Ohio, a sample of food product labeled "Double Extract of Vanilla, for flavoring ice creams, custards, sauces, jellies and pastry, C. B. Woodworth Sons Co., Rochester, N. Y." The product was duly analyzed in the Bureau of Chemistry, Department of Agriculture, and the following results were obtained and stated:—

Volume (cc) 122
Vanillin (per cent.) 0.049
Resins Practically none.
Coal-tar dye Present.

In "Standards of Purity for Food Products," Circular No. 19, Office of the Secretary, Department of Agriculture, established under authority of the act of March 3, 1903, vanilla extract is defined as follows:—

Vanilla extract is a flavoring extract prepared from vanilla bean, with or without sugar or glycerin, and contains one hundred (100) cubic centimeters the soluble matters from not less than ten (10) grams of vanilla bean.

It was thus apparent that the article was both adulterated and misbranded; adulterated because it was not vanilla extract but a mere imitation, colored with a coal-tar dye to make it resemble real vanilla extract. It was also a substitution of an imitation for a genuine food article.

It was misbranded because labeled "Double Extract of Vanilla," when it was in fact an imitation of that article, containing a mere trace of vanilla and a coal-tar dye to impart the color of pure extract.

The Secretary of Agriculture having afforded the manufacturers an opportunity to show any fault or error in the aforesaid analysis, and they having failed to do so, the facts were duly reported to the Attorney-General, who referred the case to the United States attorney for the western district of New York, who filed two informations against the said C. B. Woodworth Sons Company.

At the hearing the Woodworth people plead guilty and were fined \$100 and costs.

The cider prosecution was against A. Schmidt, Jr., & Bros. Wine Co., of Sandusky, Ohio. The facts were as follows:—

On or about May 19, 1908, an inspector of the Department of Agriculture located in course of transit a quantity of cider, consisting of 10 barrels, 75 half barrels and 50 kegs, consigned by A. Schmidt, Jr., & Bros. Wine Company, of Sandusky, Ohio, to the O. L. Gregory Vinegar Company, Paducah, Ky. The cider was marked and branded "Blue Ribbon Apple Cider, containing one-tenth per cent. benzoate of soda, O. L. Gregory Vinegar Company, Paducah, Ky." Since the cider was manufactured by the consignor, A. Schmidt, Jr., & Bros. Wine Company, at Sandusky, Ohio, and the labels on the package bore the name and address of O. L. Gregory Vinegar Company stated in a manner purporting manufacture by that company at Paducah, Ky., the product was misbranded in violation of Section 8 of the act.

On May 20, 1908, the facts were reported by the Secretary of Agriculture to the United States attorney at Louisville, Ky. Libel for seizure and condemnation, under Section 10 of the act, was duly filed in the court aforesaid in session at Paducah, Ky., upon which seizure was forthwith made and notice given to claimant, O. L. Gregory Vinegar Company. The said claimant appeared and admitted that the cider seized was subject to seizure by the United States for the causes stated in the libel. Whereupon the court adjudged the cider misbranded, and upon the filing of a good and sufficient bond, in accordance with Section 10 of the act and under the provisions of the decree hereinbefore set forth, the goods were duly surrendered to the claimant.

Messrs. F. Rogerson Co., of Washington, D. C., were the defendants in the egg case.

The facts in the case were as follows:—

On December 19, 1907, an inspector of the Department of Agriculture purchased from F. Rogerson Company, 920 Louisiana avenue, Washington, D. C., three dozen eggs, each dozen being contained in pasteboard boxes upon which was printed "Fresh Eggs." The eggs were forthwith examined in the Bureau of Chemistry of said Department, and the result disclosed that they were not fresh; that the albumen in some of the eggs clung to the shell membrane; that the size of the air chamber varied to the maximum of one-third of the size of the egg, showing a large amount of evaporation; that minute rosette crystals were present in the

albumen of each egg, and that large rosette crystals were found in the yolk of each egg. The eggs were therefore misbranded within the meaning of Section 8 of the act.

On January 28, 1908, the Secretary of Agriculture accorded F. Rogerson Company a hearing. As there was nothing disclosed at this hearing tending to show any fault or error in the result of the aforesaid examination, the facts were duly reported to the Attorney-General and by him to the United States attorney for the District of Columbia, who, on the 29th of May, 1908, filed an information in the police court of the said District, alleging the sale of misbranded eggs by said F. Rogerson Company.

In this case there was no confiscation, the defendant being criminally prosecuted and being fined \$75.

Details of other cases were sent with the above, two being based on adulterated milk and one against cocaine hydrochlorid, a drug.

Written for the "Grocery World and General Merchant."

Think Cheapening of Norwegian Sardines a Mistake.

Well-known New York Importers Discuss the Exposure of Plan to Use Cottonseed Instead of Olive Oil.

We have read with interest a report sent over by a special agent of the United States State Department regarding the quality of oil to be used on Norwegian sardines. The gentleman reports correctly that the good grades of smoked sardines which are sent over to America are packed in pure olive oil, but he suggests that American importers should have those sardines packed in cottonseed oil and introduce them to the American trade, claiming that they are just as good and better than those sardines packed in olive oil. Our opinion is that cottonseed oil will never take the place of olive oil in packing sardines. The only oil that has ever proved a great success and the only oil that will give that particular delicate flavor to a sardine is olive oil, and no substitute has yet been found. Of course, we are importing lots of sprats packed in peanut oil, but these are cheap goods and intended for the cheap trade. They do not taste as well as fish prepared with olive oil. If we could get the price we would never import either sardines or sprats packed in anything else but olive oil. Unfortunately, the trader that buys sprats wants cheap goods and for this reason only we are having them packed in peanut oil instead of in pure olive oil. Of course, this has to be stated on the

bel very distinctly, as the pure food law will not admit any sardines or sprats for consumption in the United States unless it states very plainly on the label what kind of oil is used. The use of cottonseed oil on those Norway smoked sardines may cheapen the product just slightly, but the difference in the quality will be quickly seen, and instead of increasing the sale of Norway smoked sardines we are quite sure that the sale will rapidly fall off. It should be the aim of the Norwegian packers, together with the American importers, to improve the quality on these most delicate fish and not to reduce the quality. The consumer to-day pays virtually exactly the same price for good and bad Norwegian smoked sardines, but after he has tried a number of brands he will soon pick the one that tastes best to him, and in the end the best goods will always sell

the best. We see that from our own experience.

We import from Norway the very finest goods and some slightly inferior brand. The very finest goods sell the best and they have gained a reputation for themselves owing to their fine quality, and the trade pays the slightly higher price for the same willingly instead of taking the poor goods at a lower price.

If the Norwegian packers want to keep their business, if they want to increase their trade in Norwegian smoked sardines, they must stick to olive oil in packing their sardines, and it would certainly be in their own interest as well as in the sardine eating public, that they pass a resolution between themselves not to use anything but pure olive oil in packing their sardines.

STROHMEYER & ARPE CO.
New York, N. Y., Aug. 27, 1908.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

HOME COMING.

This week will bring a number of people back from vacation. They'll be hungry for good things—for nice fruit, decent coffee, good meat, and any number of delicacies that the ordinary hotel or boarding house doesn't offer. Let each of your respective departments look its best. Advertising matter is prepared, soliciting new business on the strength of quality, prices, service and absolute reliability. Be on your guard for new faces. Welcome the old ones by simply saying "Glad to see you back again Mrs. ———." That tells her she was missed.

COMMISSIONS.

Commissions will go into effect Monday morning on the following:

Five-pound bags coffee, \$1, 10 cents commission; barrel Our Own Flour, \$6.75, 25 cents commission; Laurelvale ham, 18 cents a pound, 1/2 cent commission; five-pound boxes tea, \$2.50, 25 cents commission; Laurelvale cheese, 20 cents a pound, 1 cent commission; O-O package oats, 10 cents a package, 1/2 cent commission.

These six things if followed up strong will enable you to command a good addition to your pay envelope. You will find a good demand for flour the next ten days.

SPEAKING OF FLOUR.

Ours is a blended flour—spring and Northern wheat. You may be asked the question some time, but unless you are it's a waste of time to enter into it with the average home bread maker. It's a flour that has strength. It has what bakers call "spring" and kneads easy. The bread is sweet and has that clean, wholesome, nutty taste. The flour being made of selected wheat, it takes more liquid and consequently makes far more loaves than the flours that are sold for 75 cents a barrel less.

That's about the way to talk flour.

"THAT'S ALL, THANK YOU."

There are times when the woman who says that means it. But, as a general thing, there's nothing to it.

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

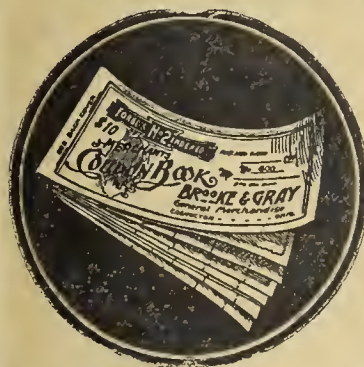
CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

They Are Worth Having and nearly every merchant knows it. Simplest way of keeping accounts. FORBES INDEXED COUPON BOOKS



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES

FORBES BUILDING

COSHOCOTON, OHIO

THE HIGH-WATER MARK in Low-water Times

That's the record of

SHREDDED WHEAT

to August, 1908.

While other cereal concerns have cut down advertising and show a decreased business, Shredded Wheat is advertising more extensively than ever and shows an increase in sales of many thousand cases over the sales for corresponding months of 1907.

The reason? You know it if you know Shredded Wheat. No other cereal food can match it for strength-giving, body-building material, for economy, or for wide culinary uses.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Shredded Wheat Company, Niagara Falls, N. Y.

Last Saturday we had an illustration of this. The woman and her daughter was going out, having made a 15-cent purchase, saying "That's all, thank you." Salesman 14 asked her to look at Nicelle oil in display—he got her interested and took her order for over four dollars' worth of other goods. That's doing something.

It's the courteous way you go about it and the full sense of earnestness you display in your talk that does the trick. Sales are lost—business is lost—by overdoing and not feeling what you say. Sell goods as though the biggest part of the profit were coming to you instead of the smallest part. Number 14 gets a mark of credit for his tact.

TEA AD. WANTED.

Every employee may compete for a tea ad. that we wish to get up. The ad. is to be written for an 8-inch double column and must include only our Li Chang blend. No cuts to be used. Just a talk about Li Chang with the price. Any new idea that can be worked in in connection with tea advertising will be welcomed. Ad. to be turned in the office along with your name not later than the 10th.

CORRESPONDENCE.

Milk at a Price.

Plainfield, N. J., Aug. 24, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Your quotation on Magnolia condensed milk is 15 cents lower than what I can buy it for from Wilkinson, Gaddis & Co., of Newark, N. J. I wish you would refer me to a house that sells according to your quotations.

Yours truly,
MARTIN JACKSON.

Either Halpen, Green & Co., or Barber & Perkins, Philadelphia, will sell Magnolia milk at \$4.15.

Frank C. Damon's Address Wanted.

Will Frank C. Damon, who contributed an article to the "Grocery World and General Merchant" of July 13th, kindly send his address to this office?

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

THE GROCERY MARKETS

Tea.

There has been no change in the tea market during the week. The demand is dull and the entire list unchanged in price.

Coffee.

Almost the entire business in coffee options during the week has been speculative switches from September to the far months, this being an effort to postpone delivery on future coffee contracts. The market is about unchanged to a decline of 10 points. The feature of the week in Brazil coffee has been the passing by the Government of Sao Paulo, the Brazilian State which produces the entire Santos crop, of a new valorization law. This runs for a series of years, and merges into one loan of \$75,000,000 all the loans which have been previously raised to float the coffee corner. The new loan has been underwritten very largely by the same interests that underwrote the others. The important part of the new law, so far as the trade is concerned, is the fact that it puts a maximum limit on the amount of Santos coffee that can be exported from Brazil in any one year, and imposes an extra tax of 20 per cent. on all coffee exported after that maximum is reached. The maximum for 1909 is 9,000,000 bags, for 1910, 9,500,000, and after that 10,000,000 bags. Not only is this not a reduction from present exportations, but it allows some leeway. The trade look on the new law as an acknowledgment by the Government that the coming crop will be larger than last year, in spite of the syndicate's reports to the contrary. This because less than 9,000,000 bags of Santos was exported last year, and if next year's exports were not likely to be heavier, there would have been no need for the maximum limit and the extra tax. There is no question that while the valorization plan has not increased the prices of Rio and Santos coffee, it has narrowed distributing channels for coffee in a large way to a few powerful houses. The new law, if enforced, will go further in this direction. Mild coffees are unchanged and Java and Mocha steady at ruling prices. A hand to mouth demand is still noted.

Sugar.

On Wednesday last all refiners concurred in a decline of 10 points on refined, McCahan being for a

while 10 points below the Franklin. On Thursday all declined 10 points more. The cause of the drop was weakness in raws, which have persisted for several weeks. The demand for refined continues heavy, and a decline in the face of that is somewhat unprecedented.

Syrup and Molasses.

Since the last report glucose has advanced 10 points and compound syrup, both in bulk and tinned, also. Compound goods advanced 1 cent per gallon and tinned goods several cents per case. The demand for syrup is poor. Sugar syrup is in moderate demand at unchanged prices. Molasses is dull and unchanged.

Fish.

The demand for mackerel during the week has been fair. Prices are unchanged, but the outlook is firm. The supply of Irish mackerel is small and receipts of Irish are also light. New Norway fat mackerel are expected soon, at prices considerably higher than those now ruling on the fish now in this country. Cod, hake and haddock are selling fairly for future delivery at prices that show no change from the last quotation. Sardines of all grades, domestic, French, Norwegian, etc., are unchanged and in moderate demand. There has been an excellent demand for new red Alaska salmon on the basis of \$1.15 coast, though some sales are said to have been made at \$1.12½. Other grades of salmon are unchanged and in fair request.

Dried Fruits.

Prunes are about unchanged but steady to firm. The coast basis for Santa Claras is still 4½ cents for 50 to 90 size, outside prunes about ¼ less. The average asking for spot old prunes is 4 cents. For new 30s and 40s a premium of 1½ and 1 cent respectively is asked. The demand for prunes is light. Peaches are unchanged in price and dull. Raisins show no change from the last advance and are in very light demand. It is likely that lower prices will be obtainable on both, as soon as the strain between the grower and packer is relieved. Apricots are very firm and scarce, demand fair. Currants are in moderate demand at unchanged prices. Apples are unchanged in price but rather weak. Other dried fruits quiet and unchanged.

Canned Goods.

Tomatoes are dull, both spot and future, although packing has proceeded to such a point that all goods

are now practically spot. Future goods are still quoted on a basis of 77½ cents factory, though occasionally one hears of an offer at 75. Spot old goods are more easily obtainable at 75 cents factory than futures. Corn is neglected and dull, all grades being unchanged, but steady. Peas are likewise dull. Fine peas are scarce. All grades remain unchanged. Peaches have proven disappointing, so far as the size of the crop and pack is concerned. Prices remain unchanged, however, and show no indication of change. Apples are quoted at \$2.10 for new pack New York State gallons. Old goods might be gotten a little under that, but not more than 10 cents under. California canned goods are dull and unchanged, prices still being on an unsettled basis. The small line of Baltimore canned goods is unchanged and dull.

Beans and Peas.

Domestic pea beans are nominally unchanged, but in very light demand. Imported range from \$2 to \$2.10 and are naturally getting most of the trade. Marrows are unchanged and dull. California limas show no change, the large way basis being 5½ both spot and to arrive. The demand is light. Split peas are unchanged, all grades being scarce and firm at the last quotations.

Butter.

The butter market is steady and unchanged, with a fair demand for all grades. Fresh receipts clean up every day. The bulk of the receipts still show heat, and the percentage of butter running fancy is very small. The market is healthy and is expected to rule along the present basis for the next few days.

Eggs.

The egg market is very firm at an advance of 1 cent over a week ago. The percentage of fancy eggs is very light and the bulk of the receipts show hot weather defects and sell for what they will bring. The trade look for a large percentage of fancy eggs in the near future, with probably no early change in the price of any grade. Present prices scarcely warrant bringing fancy eggs out of storage in any quantity.

Cheese.

The cheese market has advanced in the country districts ¼ cent over last week. This has not yet reached the local market, but probably will do so within a few days. The quality of the cheese arriving is very good and the situation generally

OPPORTUNITY

The opportunity you pass to-day becomes the lost hope of yesterday. But the wisdom gained by the lesson may become the well-filled purse of to-morrow.—*London Opinion*

PERRI WALLA INDIA CEYLON TEA

50 lb. cases, ½ lb. Dec. Canisters (With Hinge Covers)

50 lb. cases, 1 lb. and ½ lb. Canisters

50 lb. cases, 1 lb. Decorated “

Price, 37c. per lb.

50 lb. cases, ¼ lb. Canisters (With Hinge Covers)

Price, 40c. per lb.

10c. size Canisters, 3 doz. to a carton

Price, 90c. per dozen

Our Offer

Perri Walla Tea—New Crop—Due here on steamer September 4

With an order for one fifty lb. case, ½s, at 37c. per lb., ordered before September 4, we will add FREE of charge one decorated counter display carton containing 36 handsome 10c. canisters with hinge covers. We do this with a view that dealers will distribute these 36 free canisters to 36 housewives to acquaint them with the merits of the Tea, regarded by the nobility as the “Aristocrat of India.” To win the individual, hundreds of stores expend hundreds of thousands of dollars in advertising. What advertising is so permanent or so powerful as reliable goods? Perri Walla Tea is unique, it is unmatched. It suits everyone.



FRANCIS H. LEGGETT & COMPANY

IMPORTING AND MANUFACTURING GROCERS

West Broadway, Franklin and Varick Streets

FRANCIS H. LEGGETT, President.

JOHN C. JUHRING, Vice-President.

THEODORE F. WHITMARSH,
Vice-President and Treasurer.

ROBERT E. NUESE, Secretary.

Manufactory: 132 to 138 King Street.

Telephone: 2230 Franklin.

Private Branch Exchange to all Departments.

Cable Address: Leggett, New York,

Bordeaux Office: 18 Rue Victoire Americaine.

Cartage Department: 2-3 Congress Street.

WE HAVE INTERESTING PRICES ON

Galvanized Wash Tubs

AND

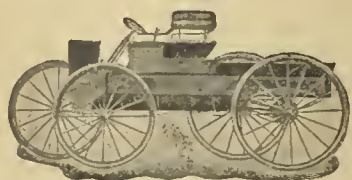
Galvanized Water Pails

And will be pleased to have your orders.

**JAMES M. VANCE & CO.**

Wholesale Hardware

211 and 213 Market St., Philadelphia



Quick, Easy
Inexpensive Delivery

Delivering by a **Lindsley Car** is like playing at delivering goods. It is so quick, so easy, so inexpensive. No heavy team eating its head off when not in use; no horse to sicken and die when most you need it.

The **Lindsley Car** is much less likely to get out of order than a horse, and costs less to fix when it does. Moreover, it eats less than a horse, and does more. Fifteen hundred pounds, 30 miles on a gallon of gasoline (15 cents)—does a team live that can do that?

J. V. Lindsley & Co. SUITE 1112 Monadnock Bldg. **Chicago**

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

satisfactory. The consumptive demand for cheese is good.

Provisions.

Everything in the provision line is steady. There is a disposition on the part of certain houses to cut the price of smoked meats to increase sales, but generally speaking the market is no lower. Pure lard rules $\frac{1}{4}$ cent above a week ago and everything in this line is cleaned up. Compound lard is very dull at $\frac{1}{4}$ cent decline, due to the prevailing low prices on cottonseed oil. No further decline is looked for, but a steady market. Canned meats, dried beef and barrel pork are all unchanged.

Produce.

Potatoes, 50 cents per basket, 78 to 85 cents per bushel, demand good; sweet potatoes, firsts, 45 to 50 cents per basket; seconds, 25 to 30 cents per basket, demand fair; beets, \$1.50 per barrel, demand good; Pennsylvania cabbage, \$1.75 to \$2 per barrel; Jersey, 35 to 40 cents per basket; Savoy, \$1 to \$1.25 per barrel, demand good; carrots, \$2 per 100 bunches, demand good; cucumbers, 25 to 60 cents per basket; pickling, 75 to 80 cents per basket, demand fair to good; Jersey onions, 30 to 35 cents per basket; white pickling, \$3.50 to \$4 per barrel; yellow, \$2.75 to \$3 per barrel, demand fair; squash, 20 to 25 cents per basket, demand good; York State salad, \$1 per dozen, demand good; green peppers, 15 to 30 cents per basket; red, 60 to 65 cents per basket; cayenne, 75 to 80 cents per basket, demand fair; corn, Pennsylvania, \$1 per 100; Jersey, 30 to 50 cents per basket, demand fair; string beans, green, 40 to 50 cents per basket, demand good; yellow and white turnips, 25 to 30 cents per basket, demand fair.

Green Fruit.

Bananas, firsts, \$1.25 to \$1.50 per bunch; 8-hands, 85 cents to \$1 per bunch; 7-hands, 65 to 75 cents per bunch; 6-hands, 40 to 55 cents per bunch, demand poor; California oranges, \$4 to \$5 per box, demand fair; lemons, \$3 to \$4 per box, demand fair; limes, 80 cents per 100, demand fair; pineapples, \$4.50 to \$5 per crate, fair demand.

Nuts.

Peanuts, green, choice, $4\frac{3}{4}$ cents per pound; fancy, $6\frac{3}{4}$ cents per pound; jumbo, $7\frac{3}{4}$ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair;

almonds, 17 to 18 cents per pound; Brazils, $9\frac{1}{2}$ cents per pound; filberts, 10 cents per pound; pecans, 10 cents per pound; walnuts, $11\frac{1}{2}$ to 12 cents per pound; mixed nuts, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORT**Baltimore Canned Goods.**

No. 1.

Continued unfavorable reports about the tomato crop are coming in daily from nearly all sections of Maryland, Delaware, Virginia and New Jersey. They come from interested sources, 'tis true, but they are entitled to a hearing, especially because it is from the same sources that such news must originate, and by separating the wheat from the chaff, the sheep from the goats, one may obtain a reasonable basis for operating in the canned article. The early crop has been smaller, to this date, than was expected even though it was known that much damage had been done by the drouth and hot weather previous to this month. The abundant rains since the first of the month caused the plants to run vines more than to fruit, so the growers claim, the luxuriant appearance which was deceptive and they now begin to realize. A crop scare at this time in the season, however, is not of itself a safe basis on which to make large purchases. The tomato canning season is just getting fully under way and conservative buying is recommended rather than plunging. It is reasonable to be sure that we have seen the low prices of the year, but nothing dead sure in the tomato market. At this writing the market tendency is upward. The corn market continues firm, but the demand has not increased, possibly because the canners show little disposition to accept business a shade under their asking price. String beans is the strongest article, at the price, in the line of vegetables, nearly all the other vegetables being dull this week.

The promised "bumper crop" of peaches has not arrived yet and the canning season is on its third over. The early varieties of the fruit are all right as to quality, but they are used chiefly for pie peaches and seconds, and careful culling, some standard fruit can be selected. There is a scarcity of strictly fancy selected extra peaches. There has got to be a large increase in the daily receipts of the fresh fruit for canning purposes to overstock the market with the canned article and postpone purchases to meet a higher level of prices in September. The other lines of fruit are unchanged this week as prices, and no increase in the demand.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

mand. Cove oysters are firm, but inactive.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

Many more packing houses are running this week than last, but part days' runs is the order of the day. Tomatoes have not been ripening fast enough for the packer to make his daily output proportion as low cost on account of frequent stopping and starting expenses without much volume of pack. Growers are complaining of considerable injury in the way of scald and blight to vines, more especially in low ground sections. Others advise there are no tomatoes on the vines or not as many as there should be where the vines are looking healthy. It is natural under such circumstances that there has been undue excitement and packers bidding 25 to 30 cents per basket for raw stock have evidently paid about 100 per cent. more than they should, which will, in all probability, not be recovered when the canned product is sold.

There has been very little business to report for the past week. Buyers continue to hold off, while a number are inclined to come in to shade under the market from the fact that packers maintain a strong position, notwithstanding the "reported" lower offerings—little business has resulted. The buyer has heard of short prospective packs before—therefore he refuses to plunge into the chilly waters until he is sure the decks are burning beneath him. Of course, heavy buying must soon follow such tactics, which may have an equally strengthening effect on the market, even though reports as to crop damage, etc., should not be materialized to their fullest extent.

New packed tomatoes can be secured in a small way on the basis of 77½ cents for full standard 3s and 57½ cents for full standard 2s for standard brands

of reputation; only fair standards are obtainable at 75 cents and offerings of this class are exceedingly light. Packers are preferring to ship out their future orders and not take much new business on this basis. After a personal canvass and inspection of the growing tomatoes in Harford County and the peninsula of Maryland and Delaware, it is altogether probable that there will be some shortage in the average yield per acre, brought about by scald and blight, and vines in low ground sections are seriously affected. It is also a pretty safe guess that the acreage is not quite as large as last year, a condition brought about by high price of farm products and lower contract price per ton for tomatoes. Just how much this will affect the total pack is impossible to forecast without one was acquainted with future weather conditions, how long the season will last and what will be the yield of the late tomatoes, which show up remarkably well in some sections, although as yet the green fruit on the vine is admittedly sparse, and it will be sometime before the ripe, red fruit appears. Other sections have been seriously affected with drouth followed by frequent rains, and hot sunshine which will have a tendency to cut in half the total pack of some factories in comparison with last year's figures. A number of packers are giving special attention to fancy selected tomatoes in sanitary tins, and while but few of these are offered for immediate shipment, samples of these new packed goods can be shown.

New packed corn for immediate shipment is not being offered very freely. Future contracts are heavy and packers are inclined to see these filled before naming future prices, at least for blocks of any volume—consequently quotations are more or less nominal on the basis of 62½ to 67½ cents for Southern packed Maine style, and 70 to 80 cents for new packed

shoepeg, with a possibility of buying a scattering car of old packed shoepeg on the basis of 67½ cents f. o. b.

STRASBAUGH, SILVER & Co.
Aberdeen, Md.

Spices.

The market is very active. The demand is increasing for the entire list. Spot supplies are exceedingly small and the situation for the fall months is going to be critical.

Pepper.—The market is very steady and futures are tending upward. We look for a big demand during September and October. Lampong crop is reported short of last year and it is predicted that higher prices will rule for this grade.

Cayennes.—Supplies are small and any great demand will have the tendency to increase values.

Cloves.—Demand very large at present. The market at this writing is very much unsettled.

Pimento (Allspice).—Present market extremely low; in fact, the lowest for a number of years. The crop is estimated as being large, but it is not as yet harvested.

Mace.—Large demand has practically cleared up all supplies. The market is very firm and with no chance of lower prices to rule.

Cassias.—Saigon is scarce and firmer. Batavia, demand very good at steady prices. China steady, but practically unchanged.

Nutmegs are firmer and demand very good. There has been some large buying lately.

Gingers.—The tendency is upward and we expect to see much higher prices rule. Stocks are very small and there are no goods to arrive for some time.

Seeds.—There was a sudden advance in Caraway for shipment from Holland. Coriander is also higher. Celery, Poppy and Mustard are all practically unchanged.

McCORMICK & Co., Inc.
Baltimore, Md.

Imported Fish Products.

During the last week the herring business has improved somewhat, owing to the now prevailing cooler weather.

Holland herring are coming rather freely and have sold better than before, although selling prices here are still below import cost.

Scotch herring arrived this week and show very fine quality and are selling quite freely, although slightly below last week's quotations.

Irish mackerel of good quality are in good demand, but not in good supply.

Norway Fat Mackerel.—Fishing will soon begin in Norway and we look for a cable that fishing has commenced at any moment.

Imported Oil Sardines.—France reports a total failure of catch, and in Portugal they are catching only a few very large fish, which cannot



The Best Known and Known as the Best

- ¶ The past history of the "Exton" Crackers foretells their future. They will be in demand long after the inferior, cheap ones are buried under the sod of bitter experience.
- ¶ Continual drumming to sell the cheap, low-grade crackers, costs more than the difference between the best and the inferior.
- ¶ It's a well-known fact that those who have the largest and best all-the-year-round cracker trade, are the ones who sell the old-reliable "Exton" brand.

Manufactured since 1847 by

A. Exton & Co. :: Trenton, N. J.

be used for making $\frac{1}{4}$ tins for the American market.

Norway Smoked Sardines.—The sale is increasing daily.

STROHMEYER & ARPE Co.
New York, N. Y.

MARKET NOTES.

The Delaware peach season is about over. The crop was large, but so much of the fruit was spoiled by bad weather that the receipts were much smaller than was expected, though way beyond last year. Prices have also been much lower. From 40 to 90 cents per basket has been this year's range, while last year prices ranged from 75 cents to \$1.75. The quality of much of the receipts has been poor this year. New Jersey peaches of fine quality are in market at \$1 to \$1.25, and some equally fine Pennsylvanias at 75 cents to \$1.25. The demand is good.

All the watermelons on the market are from nearby points and range from 5 to 25 cents. The quality is good and so is the demand.

Lima beans from nearby points range from \$1.50 to \$1.75 per basket and the demand is good.

The first New Jersey quinces are in market and brought \$1.25 per basket. The crop will be fair.

The first Colorado cantaloupes are in market, but they were transshipped from Chicago instead of coming direct. Direct shipments will begin in a day or two, however.

For the best of the stock now in market \$4.50 is asked. New Jersey cantaloupes are about done.

Tomatoes are cheap. Cannery are paying 15 to 18 cents, and the best jobbing price is 25 cents. Plenty are coming and the quality is fair.

Nearby sweet potatoes average 40 cents per basket. Southern sweets are about done.

Corn has advanced, owing to conditions of supply and demand. The present price is \$1.50 per 100, and the demand is good.

Grapes from Delaware and Maryland range from 50 to 60 cents per case. A few Champions from the Hudson River district command 60 cents per small case of about 20 pounds. California grapes range from \$1 to \$1.25 per box and the demand is fair.

Eggplants range from 30 to 35 cents. Supplies are small and the demand good.

National Cannery Association to Run Down Jobbers Who Reject Unfairly.

Will Make an Organized Attack Upon
Wholesale Grocers who Reject Future
Canned Goods on Unfair Pretexts.

The National Association of Canned Goods Packers announces that from now on it proposes to vigorously defend the interests of its members against unfair treatment by wholesale grocers, particularly in the matter of unjust re-

jections of canned goods. It is well known that jobbers who have bought goods for future delivery have a way of rejecting them on trifling pretexts when the market has meanwhile declined, just as packers have a way of withholding full delivery when the market has advanced. The association's plan will be to preserve the history of every unfair rejection of canned goods made by jobbers and circulate it among packers everywhere so that they can protect themselves against fraud.

Another interesting piece of work which the association is undertaking is the securing of packers' views everywhere as to whether cannery should advertise canned goods. The members are to be asked to indicate their views through the following blank:—

To the National Cannery Association.

The undersigned ^{is} _{is not} in favor of advertising canned food products in a general way without mentioning firm or brands.

We ^{do} _{do not} think that consumption can be increased by a general campaign of newspaper and magazine advertising.

We ^{would} _{would not} be willing to contribute to the cost of the same.

(If answer is favorable, indicate below the value of your output last year and the percentage which you think should be spent in advertising as outlined above.)

The total output of.....factory last year was.....cases, valued at \$.....of which we think.....per cent. could be profitably invested in advertising.
Name of Firm.....Address.....

Still another thing which the National Cannery Association pro-

poses to do in the future is to itself gather statistics as to canned goods packs. In future this will not be done by trade papers as formerly.

AMONG THE TRADE.

Bulk olives have made another advance of 5 to 10 cents per gallon during the week.

The Northwest Provision Co., 30th and Dauphin streets, has paid the fines assessed against John Geltz and Alexander Josis for selling sausage containing cereal. The Northwest Co. made the goods in question.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia



Are You in the Swim?

Seasonable goods are selling well and if you are pushing business you must carry in stock goods that are in season and in demand.



SYRUPS—All grades of mixed and pure sugar syrups; this is one of our specialties and we carry a large assortment; our brands are well and favorably known and include **Royal Table Syrup, Ex. Amber Drips, Gilt Edge Syrup, Quaker City Syrup, etc.** Also have a line of Pure New Orleans Molasses.

CANNED PEACHES—We add to stock, for immediate shipment, a lot of choice Maryland Canned Peaches, all yellows; freshly packed and desirable goods at a popular price. "Perry & Brooks'" yellows, per dozen, \$1.10.

FRUIT JARS—The season is here and jars are selling; we have a stock of best machine-made jars, pints, quarts and $\frac{1}{2}$ -gallons; prices right. Send us your orders.

KIRK, FOSTER & CO.

WHOLESALE
GROCERS **209**

NORTH WATER STREET
PHILADELPHIA - PENNSYLVANIA

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, on request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

—, Pa., August 10, 1908.
Editor "Science of Advertising."

Dear Sir:—I have been thinking of trying to get up a booklet, a sort of consumers' guide, mentioning the different line of goods I handle, with a complete price list of everything I handle in the grocery line, this being my principal business. Instead of giving out calendars for next year to include one in the booklet, or on the back of it, so as to make it more of an object to preserve it.

It may not be possible to make such a book effective enough to pay its cost, as it would be mostly general advertising.

I carry between \$9,000 and \$10,000 stock. Have been doing business here over twenty-three years and have never made much more than a living. Of course, I am a poor advertiser. The reason I have not done much open advertising is the conditions are unfavorable on account of a lot of company stores controlling three-quarters of the trade. However, with such a booklet I could within a radius of five miles reach 1,000 families.

What I want to know first is what would the cost be, say, for 1,000, you to edit, write up, publish, etc., after I give you all the material I can.

Yours respectfully,

* * * *

I regret that I am not able to accept such commissions as this, as my time is much too fully occupied in other directions. My advice, moreover, is not to issue any such thing.

* * *

The above correspondent incloses one of his billheads to show his lines, which are as follows: Dry goods, notions, groceries, provisions, shoes, rubbers, sewing machines, fruit and vegetables, flour, feed and grain, wood, willow, china and stoneware, fish, clams and oysters, salt. He therefore keeps about a typical general store. My opinion is that a booklet which would be a complete catalogue and price-list of all these lines would be worthless as a business getter. I have often explained that such a general price-list is sure to sacrifice either one thing or the other. Either it sacrifices the accuracy of the prices or the usefulness of the price-list; often both. The reason for this is that it is impossible to quote prices on most lines which are not liable to be overturned the next day after they are printed.

The fact that the old price-list is still out doing service can get the storekeeper into all sorts of trouble, particularly if the change in the prices has been a downward change. So that in my judgment such an advertisement not only cannot get results in any adequate degree, but it is apt to be a positive nuisance and detriment. I strongly advise the correspondent not to do any such advertising.

* * *

My advice is to follow the course of many other general storekeepers who are situated about like this correspondent. I should issue a little store paper, say of four pages, sending it regularly once a week, or every two weeks, or every month, as the case may be, to a selected list of people. In that I should pick out good things in all departments and advertise them brightly; doubtless this correspondent has seen examples of general store papers which were reproduced in this department and pronounced good. In my judgment this method of advertising would stand to bring better results in a day than the catalogue and price-list style would in a year.

Last Year's Oleomargarine Output.

The figures covering the output of oleomargarine for the year ending June 30, 1908, show again over the previous year of about 14 per cent. The gain shown by the year ending June 30, 1907, was about twice that. The figures are as follows:—

	Production—pounds.	
	Colored.	Uncolored.
July, 1907 . . .	302,148	3,642,192
August, 1907 .	357,225	4,046,264
Sept., 1907 . .	461,433	6,386,244
October, 1907 .	572,616	9,013,048
Nov., 1907 . . .	455,711	5,906,786
Dec., 1907 . . .	434,489	6,687,124
Jan., 1908 . . .	464,433	6,937,060
Feb., 1908 . . .	494,265	7,204,332
March, 1908 . .	488,658	7,696,576
April, 1908 . .	483,022	7,558,660
May, 1908 . . .	261,709	4,502,664
June, 1908 . . .	223,316	4,523,140

4,998,025 74,104,090

Total number of pounds produced, 79,102,115.

Comparison with previous years appears in the following:—

1907-1908 — Colored, 5,152,255 pounds; uncolored, 63,836,384; total, 68,988,639 pounds.

1906-1907 — Colored, 5,152,255 pounds; uncolored, 63,836,384 pounds; total, 68,988,639 pounds.

1905-1906 — Colored, 2,551,021 pounds; uncolored, 50,595,632 pounds; total, 53,146,659 pounds.

1904-1905 — Colored, 3,285,200 pounds; uncolored, 46,786,672 pounds; total, 49,880,982 pounds.

1903-1904 — Colored, 1,639,102 pounds; uncolored, 46,432,388 pounds; total, 48,071,480 pounds.

1902-1903 — Colored, 2,421,454 pounds; uncolored, 69,382,548 pounds; total, 71,804,102 pounds.

THOMAS P. LEE & SON'S STORE

2521 Columbia Ave., Philadelphia, Pa.



Here is a store carrying an enormous stock, yet two-thirds of its floor space is empty. It is a science to fix a store like this—you can accommodate twice as many people, work faster, and as everything is in its place and under cover you don't lose by dirt, vermin and tasters. We can fix *your* store this way.

MILLER & ENGLAND

No order too big,
none too small,
to be given our
prompt and best
attention.

7012-14-16-18 Woodland Ave.

PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.

Keep Good Customers and a Good Reputation by Selling

ZIPP'S Flavoring Extracts

Branded "U. S. P."

Finest—Purest—Strongest

Absolutely pure extracts from fresh natural fruits—guaranteed under the **National Pure Food Act** and approved by all Health Commissioners.

Nothing but profit for the dealer and satisfaction for his customers in **Zipp's**—FAMOUS everywhere for their fine flavoring qualities. They deserve your strongest recommendation.

Vanilla
Almond
Lemon

Wintergreen
Peppermint

Orange
Ginger
Rose

THE ZIPP MANUFACTURING COMPANY
CLEVELAND, OHIO



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-

out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

Simply Did as the Housewife Did

W. P. Hapgood, of the Columbia Conserve Co., Tells How his Concern was Enabled to Stop Using Preservative in Catsup. Proper Sterilization is Enough, He Says.

[The following is a portion of an address of W. P. Hapgood, of the Columbia Conserve Co., of Indianapolis, Ind., before the National Association of Dairy and Food Departments, describing how his company broke away from using preservatives in catsup.]

When the Columbia Conserve Co., as far back as 1903, decided to discontinue using artificial coloring in catsup and in other products packed by it, it also decided to discontinue, as soon as possible, the use of chemical preservatives. My argument at that time was that all the articles in which we were then dealing and in which we are still dealing, had been packed for years by the housewife without chemical preservatives, and that if she could do it, we could too. I admit that there were some difficulties with which we had to contend with which she did not. These difficulties were principally two. First, the matter of transportation and, second, the matter of handling a very much larger pack and consequently being more rushed at the time of pack and consequently more liable to oversight which might entail disastrous results.

You all know that the only difficulty to overcome with reference to the shipping of such products is sterilizing them properly, either before or after they are put in the package. If they are properly sterilized and properly sealed the matter of transportation is settled. The concerns to-day who are still contending that catsup cannot be packed without chemical preservatives so as to bear transportation know absolutely that it can be done. They now give as the real reason for advocating benzoate of soda the fact that catsup without chemicals will not keep after it is opened. Did the housewife in former days have any difficulty in keeping it after it was opened? As you all know she did not have such difficulty, and we knew it when in 1903 we made up our minds that we should become at least as efficient in our specialty as she was in one of her many daily duties. There is no longer any difficulty about packing catsup without preservatives and have it remain in sound condition before it is opened. Anyone can do that if he will use sound vegetables and then sterilize the catsup.

With reference to the second matter, will catsup properly sterilized in a sealed bottle keep after the seal is broken? This can be answered with equal positiveness in the affirmative. I will again call your attention to the fact that the housewife kept her catsup after it was opened. How did she do it? Simply by the proper preparation of the ingredients and by the proper distribution of such ingredients throughout the entire mass. We packers can do the same and as you all know some of us have done the same. I do not mean to say that my firm has never had catsup ferment after the seal has been broken, but I do say most emphatically that we have had only a very small fraction of it ferment. If the catsup is properly sterilized in the bottles, which I wish to impress upon you is a perfectly simple thing to do, so that it is sweet when opened, it will keep after the seal has been broken from a week to months.

How long is a reasonable time for the consumer to demand that catsup keep after it has been placed on the table? The inside time in which in my experience fermentation will begin in pure catsup will be a week. Our results show that the average keeping quality of Columbia catsup after being opened will be at least a month. Is this not a sufficient length of time for any food product to keep after it has been placed on the table? Can the consumer reasonably demand more?

Our records show that in the pint size our fermentation both before and after the bottles have been opened is very considerably less than $\frac{1}{3}$ of 1 per cent. and that in the $\frac{1}{2}$ -pint size it is less than $\frac{3}{4}$ of 1 per cent. The reason why the fermentation has been greater in the $\frac{1}{2}$ -pint size than in the pint size is due entirely to the fact that last year we were unfortunate enough to get a very bad lot of $\frac{1}{2}$ -pint size bottles. It was almost impossible for us to seal these bottles.

In order to thoroughly test the proposition of fermentation we have

during the past thirty days gone over the entire stock of catsup and we have submitted it to what we call a hot water test. That is, we have placed each bottle in water at about 190 degrees. We find that this test, if there is any fermentation present in the catsup, will make it visible without necessitating the breaking of the seal. In no instance where we have submitted the bottles to the test and which did not show fermentation before the seal was broken, was it found to contain fermentation upon opening. We, therefore, consider this test final. This test on this large stock of catsup almost twelve months old has agreed with the experience of our customers. The fermentation in the pint size is less than $\frac{1}{5}$ of 1 per cent. and in the $\frac{1}{2}$ -pint size less than $\frac{3}{4}$ of 1 per cent.

I think these figures are conclusive. I think those packers who are advocating benzoate of soda in catsup know that they are conclusive. Why then are these packers still desirous of using benzoate in catsup and other products. Is it because they think that those things of which I speak have not been done or because they cannot do them? I believe at first they thought that these things were not being done; that we were wolves in sheep's clothing. Now I feel that they have changed their minds with reference to our moral condition, that is with reference to what we have done and are doing.

Are they still doubtful about their own ability to do these same things? I think not. Some of the concerns who used benzoate of soda last year are now selling catsup without chemical preservatives for fall delivery. But for some reason known only to themselves those packers are still advocating the use of benzoate.

Those who are not doing it now know that they can do it. Why don't those who are doing it come out openly and say it can be done? Is it because they are still doubtful? No, it is because they are like those who still say they can't do it. They simply do not want to do it unless they are forced to. Forced either by law or competition. Why don't they want to do it? Because it costs a trifle more, and as they don't feel that they can raise their prices they are not willing to lower their profits. They also want as much latitude as they can get. They don't like to be confined to the

narrow ground of accuracy. They realize that it takes more care to handle food products properly than improperly and they don't wish to be forced to exercise this care. If they are forced to do so they will, but they prefer to work along the line of least resistance. That is the characteristic of the average man, and I regret to say that many of those in my profession are not above the average in this particular.

W. P. HAPGOOD.

Indianapolis, Ind.

An Attempted Infringement on Well-known Coffee Brand.

Thomas Martindale & Co., of Philadelphia, Compelled to Defend Their Well-known "Saludo" Brand Against Attempt of Chicago and Canadian Concerns to Register Coffee Trade-mark which is Believed to Infringe on "Saludo." Patent Office Refuses Registration.

Messrs. Thomas Martindale & Co., of Philadelphia, Pa., who for several years have packed and sold coffee under the trademark "Saludo," have been compelled to defend their interests against two other concerns who are seeking to register a trademark for coffee which is believed to be an infringement upon "Saludo."

The two concerns named are Sherman Bros. & Co., of Chicago, and Larkin & Co., of Toronto, Canada. Both are seeking to register the word "Salada" for coffee. Each is opposing the other and both are opposed by Martindale & Co. The latter firm registered the word "Saludo" for coffee in 1895 and have continuously used it in their business ever since. The two other concerns made application during the spring of this year, the Sherman people in March and Larkin & Co. in April. The Patent office has declined to register "Salada" for either applicant on the ground that "Salada" is an infringement on "Saludo." At the same time the chance is given the two applicants to convince the Commissioner of Patents that it is not, but that they will succeed seems scarcely likely to anybody who knows what the Patent office is when it once makes up its mind.

To the average person, it seems clear that the words "Salada" and "Saludo" are so much alike as to cause serious confusion between two brands of package coffee bearing them.



Get Your Request in TO-DAY



Our complete Fall and Holiday catalogue—the most important issue of the year—will be out within the next few days.

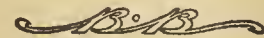
Readers of the "Grocery World and General Merchant" will do well to get their request in TO-DAY, to make sure they receive an early copy.

This book will name net prices on a very extensive line of Grocers' Sundries and the most complete line of Holiday Goods ever shown by any jobbing concern.

Our full line is now on display in EIGHT cities, where, as usual, every price is marked in plain figures.

For your own interest, see our line, either in the catalogue or in one of our houses, before committing yourself on your Fall wants.

Our catalogue is mailed free to merchants who buy our goods to sell again. Ask for No. D 680.



Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

SAMPLE HOUSES—BALTIMORE, DALLAS,
OMAHA, SAN FRANCISCO





FANCY MUSTARD SARDINES

Our Harbor Brand—most of the sardines caught we wouldn't pack under the Harbor brand at all. The fish that we use are selected with the most fastidious care, and the mustard sauce we put on them is unusually rich and delicious.

Packed in green, red and gold. Retail at 10 cents.

JED FRYE & CO., 25 South St., New York



71% profit and 35 years' reputation go with the exclusive agency for GOFF'S COUGH SYRUP.

You and your trade *know* Goff's is the standard.

S. B. GOFF & SONS CO.

CAMDEN, N. J.

Established 1872

Tungsten Lamp Fixtures

WE are offering Grocery Stores a special proposition for the installation and maintenance of fixtures equipped with the new Tungsten Lamps. These lamps will give more and better light for less money than any other illuminant—electricity or gas—now on the market.

We will be pleased to furnish you complete estimates upon inquiry.

THE PHILADELPHIA ELECTRIC CO.

10th and Chestnut Streets
Philadelphia



Saving on Clerks.

I don't know anything that pays better, for the money invested, than to be open-handed with employees.

Many a business man thinks he's economical with the men who work for him, where as a matter of fact he's wildly extravagant.

One day a week or so ago while I was at home I got to talking with the young fellow who comes for our grocery order every morning.

I buy my goods of the retailer, because I believe he ought to be supported. As a matter of fact I oughtn't to have the slightest trouble to buy groceries at wholesale, for I have a couple of kids who eat in wholesale lots.

My wife told me afterward that this young fellow had been coming to our house for about a year. He's a nice quiet gentlemanly boy and I should say a good solicitor, judging by the size of the grocery bills I get let in for every month.

This morning he was real down in the mouth, and he wanted somebody to tell his troubles to. As usual I got it.

He was going to leave. Why? Well, he didn't think he was treated right. In what way? Every time he was sick his boss docked him and he never gave him even a day's vacation without taking it out of his pay.

"I can't stand such low down meanness any longer," he said, "and I'm going to throw up the job."

"How long have you been working for ——?" I asked him.

"About a year."

"Been sick any?"

"Yes," he replied, "I was sick twice, once for one day and the other time for two days. And he docked me both times," he added bitterly.

"How about a vacation?" I asked. "Had any?"

"Not this year," he said, "I couldn't afford to lose the money. I took a week last year—he made me pay for it. I think that's why I feel so broke up now; if I could get away for a few days I'd feel all right."

"Do you make good for him on the outside?" I asked him.

"Sure I do," he replied, "when

I took this route there were sixty customers to see. I've got that up to ninety-three, and another fellow has to help me."

"What'll you do if you leave?" I asked.

"Oh, I'll get another job with another grocer out here," he said confidently, "and I'll take a lot of the trade I built up with me, too."

And I haven't the least doubt that he will.

Of course I didn't ask the young fellow what he got a week; let's say it's \$15. In a year he had been docked \$15 for one week's vacation and \$7.50 for three days' sickness. His employer saved \$22.50 in a whole year, and as a result is going to lose a man who increased the order business 50 per cent. in about a year! More than that, he's going to lose all the trade that the solicitor can possibly take along with him.

Great business, ain't it?

A big grocer that probably has forty or fifty people in his store told me once that he always docked his people when they were sick.

"I pay a clerk so much," he said, "for six full days of labor. If he only gives me five days or four or three in a week, why should I pay him for the whole six? Has he earned it? Suppose one of my customers comes in here and orders ten pounds of sugar. If I only wrap her up eight pounds will she pay me for ten?"

And that's about what all the men have in their minds when they do it.

What I said to him was this:—

"If you look on what you're getting for your money as simply the clerk's actual presence in the store," I said, "a clerk who's away two days don't earn anything in that time. But I should think that what you ought to expect to get from a clerk as much as his time is his good will. If you've got his good will he can do more for the business in half a day than he'll be likely to do in a day if his good will ain't in it. Even if he thinks he's doing as much he won't be. And you can't get the good will of any clerk if you dock him every time he's sick."

Why, I knew a man once who docked his clerks for Fourth of July! That's a solemn fact! Wouldn't that crimp your whiskers?

Did that man's clerks love him? Did they lie awake at nights to think of things to help the business? Answer, no; they did the very least they could do and not a tap more.

So will any clerk who thinks he's getting a miserly deal. Thinks so with reason, I mean. Of course there are some clerks who want the whole store.

I knew a clerk not long ago who embezzled about \$400 from his employer, a grocer. He told a friend of mine, after he got out on bail, that he took the money more to get square with the grocer than for any other reason—he was so low down mean with him.

I knew the grocer and I knew it was true.

Was that an excuse for stealing? Sure not! I simply mention it to show how far a clerk's lack of good will—which his employer's meanness is to blame for more times than not—will take him.

Put yourself in the clerk's place.

THE STROLLER.

MAGAZINE NOTES.

Detective stories are by no means uncommon, but a detective story as good as the complete novel in the September "Lippincott's" is, and all who care for this type of fiction would do well to get a copy. The tale is entitled "The Investigation at Holman Square," and the author is Nevil Monroe Hopkins, who has already made quite a name for himself in this field. Mr. Hopkins combines great powers of invention with a knack of telling a story straightforwardly and without circumlocution, yet in a way which doesn't permit the interest to lag for a minute. The story opens with the finding of a love letter on a New York street by a young electrician, who advertises it, and thereby starts a series of startling events. The reader will find himself completely baffled as to the real perpetrator of the murder in Holman Square, just as were the police in the story—until the private detective, Mason Brant, unravelled the mystery. The author has made good use of his own expert knowledge of electrical subjects in working out the plot.

Opportunity.

Francis H. Leggett & Co., of New York, importers and owners of the justly celebrated Perri Walla tea, which they style the Nabob of India, are out again in this issue "On Opportunity." They say the opportunity you pass today becomes the lost hope of yesterday, but the wisdom gained by the lesson may become the well-filled purse of to-morrow. See announcement, page 15.

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY

108 North Front Street,

Philadelphia.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Display of Green Goods.

Cover the bottom of the window with plain white paper.

On the right place a basket nicely filled with grapes. Secure some sprays of grape vine with nice green leaves, or get green paper and thin wire and make your leaves, which will last longer. Turn the basket on one side, partly over the leaves. On the other side place a basket of peaches, arranged in the same way with peach leaves. In the centre back place a pile of cantaloupes. Directly in front of these place a row of home canned peaches in a semi-circle, inside this a row of small jars cantaloupes spiced, and in front of these tumblers of different jellies and preserves made from peaches and grapes. In the centre of this semi-circle place a nice peach mustard. Over this place a sign:—

Good Things From These.

C. M. CONOVER.

Harrisburg, Pa.

A Camping Window.

This display can be put in without much expense. For a background use cereals for centre and baked beans and salmon to the right and left. Secure three small sticks about five feet long, fasten together at top and to end of a wire or rope fasten an iron kettle. Under the kettle place a few small sticks that have been partly burned. To the right and left of the kettle place small piles of canned goods, such as dried beef, corned beef, pickles, olives, cakes in packages, and coffee, tea and cocoa. In front

of the small pile of package coffee and cocoa have one package torn open so as to show goods. Have a card printed like this:—

Here are the Good Things
for the Camp.

Tack this on a small stick and fasten it back of cereals. This display will prove to be very attractive.

A. B. DUGAN.

York, Pa.

ASSOCIATION NEWS.

Easton, Pa.

The first annual outing and banquet of the Retail Grocers' Protective Association of Easton, Pa., held during the week at Island Park, was a pronounced success in every respect. After an afternoon spent enjoying athletic sports, the members of the association and their friends, in all about 125, had dinner served them on Henthorn's pavilion, part of the park's equipment.

The dinner was quite an elaborate affair. George Kline, the South Side grocer, acted as toastmaster, and Mayor McKeen delivered the address of welcome. Toasts were responded to by the following: Fred. R. Drake, "The Wholesaler"; J. W. Gilds, "The Retailer"; J. P. Correll, "The Customer."

St. Louis, Mo.

The St. Louis (Mo.) Retail Grocers' Association is considering a novel method of compelling manufacturers to support the retail prices of their products. The president,

who has originated the plan, describes it as follows:—

The proposition which I will advocate is that the association members take it up directly with the manufacturers whose goods are being slaughtered by the cut-price concerns as leaders. Let us ask the manufacturers to enter into the protected selling price plan and cut off the source of supply to those who are pursuing the present course of selling goods at less than they cost at wholesale, let alone the cost of doing business.

After we have given them a chance then we can make our own arrangements and get manufacturers we know are to be depended on for quality to put up goods under the "St. Louis Retail Grocers' Association Brand," and let us devote our energies to pushing that brand.

My idea in handling the scheme would be to go at it slow. Let us take up one line of foodstuffs at a time; get in touch with the manufacturer whose goods are being used as leaders by the cut-raters and then make our arrangements to get a substitute in case the cutters cannot be stopped.

Let us take up first a line of breakfast foods which are being slaughtered; then baked beans, for instance, catsup, soaps and so down the list as we find the manufacturers are not willing to work with us in establishing a price which will not make the consumer pay big prices for other goods in order to make up the loss on the proprietary articles.

Wilmington, Del.

The Wilmington (Del.) Retail Grocers' Association had about 15,000 people at their picnic at Shellpot Park. A series of sports constituted the feature of the day.

Astoria, Oregon.

The Astoria (Ore.) Retail Grocers' Association has sent the following letter to all the jobbers,

brokers and commission men in that district:—

Gentlemen:—The fact that some wholesale dealers are selling direct to restaurants and consumers, as well as to the regular dealers, has come to our notice and is strongly resented on our part as unfair to us and against mutual interests of both the wholesaler and dealer.

It is a policy which we think is not followed or favored by the majority of wholesalers, as the practice invariably leads to friction and unpleasant feelings between the two branches of the trade, in place of the cordiality and friendliness which should and generally does exist.

We therefore trust that our good friends of the wholesale trade will respect our feelings in the matter and leave us all the trade that legitimately belongs to us, and we can assure them that they will in the end sell more goods than they would under the other policy, while the retailer will have all the business he is entitled to, and be able to pay for what he buys, and cherish kinder feelings towards those who have so fairly protected him.

We are, Yours very truly,
ASTORIA GROCERS' ASSOCIATION.

Federal Food Prosecutions in Arkansas.

The first steps toward enforcement of the national pure food law in Arkansas took place last week, when a United States inspector seized over 600 cases of Sugar Glen and Burro molasses in the hands of several local jobbers. The authorities claim the goods were seized because the label represents the product to be a combination of molasses and corn syrup, when it contained a good proportion of glucose. This they allege is not corn syrup.

Two-Minute Sermons for the Retail Grocer

III.—Business Examinations.

Examination days are more frequent in business life than in school life.

The average young man who has finished school and is ready to engage in business feels that the hard grind to prepare for examination is a thing of the past, when in reality he has just begun to get acquainted with the examination-passing business, and will be an old man, indeed, before he quits passing them at pretty regular intervals.

When he first starts out he finds that his school experiences seem to have had little to do towards preparing him for business, and one of his first examinations after getting into the business world is to discover what he really brought with him which can be made useful. The next thing he knows some chief

clerk or manager of a department is taking him through a little examination on some line of work he has been following up, and these examinations become more frequent as he becomes older in the business, for he will soon realize that his most valuable possession is a good memory, and that his worth to his employers is enhanced if he is at all times prepared to give out information about his department without waiting to make a long search through the records for the facts wanted.

After he has progressed until he has himself become a manager, he is taking himself through examination exercises every day of his life, and it is his ability to pass the proper percentage of the questions of the day which makes him valuable to the business. F. A. P.



The New York Letter

Notable Uncertainty in California Fruit Quotations. Leading Retailers Refusing to Make Prices. Prosecutions for Bad Egg Sales.

Special Correspondence of "Grocery World and General Merchant."

New York, August 28, 1908.

Uncertainty as to future prices of dried and canned fruit is probably a principal cause of the rather marked dullness in the market of which some of the jobbers are now complaining. The feeling of the retailers that considerable changes will soon be made in quotations is illustrated in the case of L. J. Callanan, who in sending out his bi-monthly magazine and price-list next week will omit quotations on nearly all kinds of fruit. He will say in explanation that the omission is because of the extreme changes that he expects to be made in prices when the new crop is packed and received, beginning in October. He adds that he looks for generally lower prices.

The jobbers, or some of them, have been saying that there has been more than the usual degree of sum-

mer dullness, especially in dried and canned fruits of various kinds. The contract question between the jobbers and the California packers seems to have been adjusted by the packers making most of the concessions that were asked. The jobbers were of the opinion that when they began to buy after the troubles with the packers were eliminated the business would start off with some life, but there has been disappointment in booking orders of the retail trade.

It has been especially expected that the city retail trade would improve about this time when many families are returning from the seashore. On some lines, packed last year, concessions have been offered in the hope of encouraging the retailers to buy, but even this course has not brought the desired results. The retailers to a large extent, according to reports, are firm in buy-

ing only for immediate requirements and, for the rest, are awaiting developments and the adjustment of prices for the coming season.

Further reductions in the prices of refined sugar were announced this week by the several companies. Plentiful supplies of raw sugar and a quiet market for the product of the refineries are given as the reasons for lowering the quotations.

In the Court of Special Sessions, Monday, Abram Hochberg and Sam Goldstein, egg dealers of Pitt street, were fined respectively \$25 and \$50 for selling eggs that were unfit for food. The complaints were made by Supervising Inspector Fuller, of the city Health Board's Food Inspection Bureau. It is stated that the inspectors of this bureau have made many complaints against dealers accused of selling adulterated food, especially meats and sausage in which preservatives have been used. The cases have been awaiting trial in the Court of Special Sessions. In a number of instances of late defendants have been permitted to

withdraw previous pleas and to admit guilts, on which fines of \$25 were imposed.

The judges said in one of the cases that they proposed to do what they can to enforce the food law and that a second offense would bring a more substantial fine or perhaps imprisonment.

In accepting the pleas of guilty and imposing small fines for the first offense, the judges believed they were giving a fair warning to all dealers who may be selling food below the necessary standards. The dealers who get off in this way generally escape newspaper publicity. The question has been raised whether it would not be better to see that the names are made public in the papers in all cases.

The complaints have been largely against the small packers and dealers in meat products, including delicatessen stores.

Three men employed on barges about the harbor were arrested this week on the charge of having something to do with the smuggling of a quantity of leaf tobacco from one of the North German Lloyd steamships. The prisoners said that

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

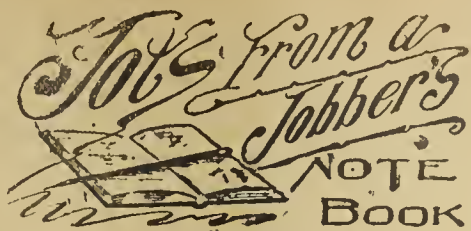
They had been hired by another man, who has not been caught, to carry the smuggled tobacco to Brooklyn. The authorities believe that although the inspectors are constantly on the watch for smuggling in various guises, considerable contraband tobacco gets through the lines, as wholesale dealers every now and then are surprised on learning of low prices at which a particular lot of imported smoking material is sold.

Members of wholesale grocery companies on the West Side are to have their annual good tournament next Thursday at Englewood, N. J. Most of the prominent firms will be represented on the links by their experts in the game.

The various associations of retail grocers who have been quiet for several weeks will resume in September their meetings and will get busy with the work laid down for a time because of the warm weather.

FRED. A. MCGILL.

New apples range from \$1.50 to \$3.25 per barrel and the demand for good stock is good.



The firm of P. F. Brown & Co., of this city, is making an experiment in the sale of eggs which is being watched with great interest by the general trade. They have started an advertising campaign on what they call "Milhen Farm Eggs," a dozen of which are packed in a carton and delivered to the grocer every morning for delivery to his own customers. The strong point of the plan is that every egg is guaranteed to the consumer by Brown & Co. They are sold as fresh, new-laid eggs, and each carton bears a date representing the degree of freshness of the contents. The plan is entirely new. Carton butter has frequently been exploited, in fact the same firm have made a great success on their carton Gurnse butter, but eggs have never been exploited in just this way before. The wholesale butter and egg trade seem to think that if Brown & Co. can get enough fresh eggs to

deliver, their plan has a good chance of a rather large success. I am not informed as to the price put upon the eggs by Brown & Co., either to the retailer or to the consumer, but I assume that it is a cent or two above the regular market. I have no doubt, however, that this can easily be obtained on account of the guarantee feature. The weakness of the plan will naturally develop in severe winter when absolutely fresh eggs are so extremely scarce as to be almost prohibitive in price. The difficulty would not lie in finding a market so much as in filling the demand which had already been created.

It can scarcely be doubted that the average manufacturer is not so busy now as he likes to be. Not so busy, in fact, as he usually is at this season of the year. In that respect, business, though better than it was six months ago, has not recovered its normal tone, though everybody seems to be extremely hopeful of the coming fall. For instance, a certain packer of carton butter told me a day or two ago that he had had occasion to place two orders during the week for supplies in

connection with his business. One was for parchment wrappers. Usually it takes three days to get an order for these through. This particular order was delivered in two hours. The other order was for cartons, which usually have to be ordered *five months* in advance. This time the manufacturer agreed to deliver within a week. These instances can mean only one thing—less business than usual. Part of it is doubtless accounted for by the summer vacation, which, in August especially, makes everything dull.

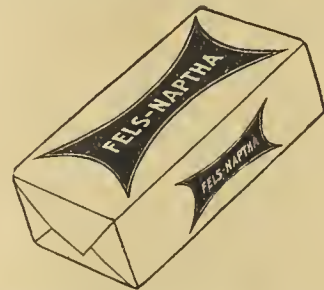
On the whole this season's jar business has not been what the trade hoped and expected. When the season opened, and large fruit crops loomed up on every side, the trade prepared for a tremendous demand for jars. The manufacturers did also and put the price high enough to get them back some of their losses of previous years. They have sold a good many jars, without doubt, but nowhere near as many as they hoped to sell. One reason was the price—it was so high that there was no incentive to buy more than an actual demand could be expected for. Another reason was the

Less Than One Per Cent.

of the grocers in sections where Fels-Naptha soap has been introduced, are without a stock of it!

A clear, sure indication of the big popularity of this soap.

Besides belonging to the other 99 per cent., Mr. Grocer, you want to see that **Fels-Naptha** is right handy for the demand of your customers.



How to Test It



THE way to test **Onarga Country Gentleman** Corn is not to taste it alone, but to taste it in comparison with the best other corn you know.

If the other brand is cooked in the old-fashioned cooker—ten chances to one it will be—**Onarga** will overshadow it so far that any one can tell the difference instantly. Overshadow it particularly in tenderness, succulence and the fact that it is cooked evenly throughout.

Onarga Country Gentleman Corn is now cooked in the new automatic cooker. It was good corn before, but now is at least ten times better.

IROQUOIS CANNING CO., ONARGA, ILLINOIS

fact that almost all jobbers had jars carried over from last year. Some had several carloads. A third reason was that as the housewives did little preserving last year on account of the failure of fruit crops, they had plenty of jars available for this year without buying more.

THE JOBBER.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued May 26, 1908:—
888,512. Drawer cabinet. C. F. Kurz, Cleveland, Ohio.
888,513. Bin cabinet. C. F. Kurz, Cleveland, Ohio.
888,655. Ironing gloss. Gottlieb Reichert, Cobb, Wis.
888,746. Butter cutter. C. P. Ross, Seattle, Wash.
888,930. Breadmaker's gauge. John Robesky, Bakersfield, Cal.
888,960. Toaster. N. S. Clark, Richmond, Cal.
889,046. Bag fastener. S. W. Rohn and R. N. Sheldon, Norwalk, Ohio.
889,082. Yeast compound. J. E. Yost, Arkansas City, Kan.
889,116. Degermining Indian corn. J. F. Gent, Terre Haute, Ind., assignor of two-thirds to T. T. Gaff, Barnstable, Mass.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For milk chocolate. "Lucerna" Anglo-Swiss Milk Chocolate Co., Hochdorf-Luzern, Switzerland. The word "Lucerna" and a fantastic representation of the earth as a head, with clouds in the form of a hand holding a stick of chocolate to the mouth in the earth. The word "Lucerna" and a representation of a star, below which is a representation of the earth with a band around it, upon which are the words "Swiss Milk Chocolate."

For canned salmon. Northwestern Fisheries Co., Seattle, Wash. A representation of a pennant upon which are the words "Pennant Brand."

For coffee. H. R. Hall Co., Chicago, Ill. The word "Electra."

For flour. The Rea-Patterson Milling Co., Coffeyville, Kan. A representation of a shield, at the centre of which is a large letter "T," the words "Pink Tea" appearing at the sides of the letter.

For cakes, biscuits and bread. Robert McVitie, Edinburgh, Scotland and London, England. The letters "M. P." Representations of deer heads.

For flour. The Dunlop Milling Co., Clarksville, Tenn. The words "Green Dragon" and a representation of a dragon.

For pickles, catsup, mustard, sauces, relishes and chow-chow. Alart & McGuire, New York, N. Y. The word "Hottentot."

For flour. Niagara Falls Milling Co., Niagara Falls and Buffalo, N. Y. The words "Bridal Veil" and a representation of a curtained window, through which a woman is looking at Niagara Falls.

For candy jellies. Roach, Tisdale & Co., Minneapolis, Minn. The word "Varsity."

For candy, maple walnuts, chocolate creams, chocolate cream cakes, cream almonds and salted peanuts. Roach, Tisdale & Co., Minneapolis, Minn. The word "Artico."

For ginger snaps. Standard Biscuit Co., San Francisco, Cal. The words "The Old Oaken Bucket."

For candies. J. L. Bailey, Fitchburg, Mass. A panel flanked by lions and surmounted by a shield and a crown and containing the words "The House of Bailey."

For canned salmon. North Alaska Salmon Co., San Francisco, Cal. A circular border inclosing a representation of a portion of a coast.

For canned vegetables and fruits. Isidor Levin, Philadelphia, Pa. The word "Climax."

For Flour. S. Hamill Co., Keokuk, Iowa. The words "Palm Cream" and a representation of a palm tree.

For butter scotch. W. H. C. Burnett, Detroit, Mich. The word "All-scotch."

For maple syrup. St. Paul Refining Co., St. Paul, Minn. A representation of a tree with a bucket at the foot of the same and the words "Blood of the Maple" thereon.

For cereal breakfast foods. Postum Cereal Co., Lim., Battle Creek, Mich. A representation of Elijah fed by the ravens.

For canned soup. W. A. Schwalbe, Milwaukee, Wis. A representation of a flying bird with a ribbon within its beak.

For coffee. Tennessee Coffee Co., Nashville, Tenn. A representation of a horse with a jockey mounted thereon.

For beet sugar. American Beet Sugar Co., New York, N. Y. The words "Old Colony Refinery."

For coffee. Tennessee Coffee Co., Nashville, Tenn. A representation of a white horse with an Arab rider.

For hams and bacon. Brittain & Co., Marshalltown, Iowa. The words "Anchor Brand" and a representation of an anchor.

For chocolate and candy. Fenn Bros., Inc., Sioux Falls, S. D. The words "Blue Seal" on a representation of a seal.

For candy. F. M. Switzer, St. Louis, Mo. The word "Buttermels."

For milk, cream, buttermilk, butter and cheese. White Springs Farm Dairy Co., Geneva, N. Y. A representation of a shield with the letters "W. S. F. D. Co." diagonally across the same, a representation of a bucket above the letters and a representation of a bottle below the same.

For spices and flavoring extracts. G. F. Upham, New York, N. Y. The words "Lucky Cross" and a representation of a swastika.

For chocolate candy. J. W. Herbert, Wheeling, W. Va. A circular border inclosing a representation of a cocoa bean and a monogram "H. C. Co."

For milk, evaporated milk, condensed milk, malted milk and areated milk. The John Wildi Evaporated Milk Co., Highland, Ill. The words "Every Day."

For soap. C. E. Fulford, Ltd., Leeds, England. The words "Zam-Buk."

For soap. F. J. Probst, New York, N. Y. The word "Acorn" and a representation of an acorn.

For flour, tea and hams. Baldwin, Knowlton & Lake, Memphis, Tenn. The words "Golden Harvest."

For flavoring extracts, chocolates, cocoa, spices, baked beans, fruit, butter, coffee essence, molasses, catsup, soups, chicory, clam chowder, prepared coconut, gelatin, condensed milk, macaroni, noodles, olives, preserves, strained honey, lard, canned meats, prepared mustard, jellies, canned fish, smoked fish, salted fish, olive oil, cottonseed-oil, butter, cheese eggs, maple syrup, cane syrup, compound syrup, mixed mustard, chili sauce, horseradish, pickles, corn starch, flour, sage, thyme, savory and marjorem. Crocker Grocery Co., Wilkes-Barre, Pa. The word "Winola."

For compound of New Orleans molasses and corn syrup. Schnull & Co., Indianapolis, Ind. The words "Old Time" and a fanciful design showing a large central black circular disk with black triangular figures radiating therefrom and open white circular spaces at the sides.

For coffee substitutes. Postum Cereal Co., Ltd., Battle Creek, Mich. The words "Grape-Nuts."

For butter. J. J. Hogan, Philadelphia, Pa. The word "Elite."

For cornmeal. C. L. Plumb, New York, N. Y. The words "Golden Glory."

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers 77 cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 10 cents per issue.

WANTED.

WANTED.—National Cash Register. Total adder. Must be in first-class condition and reasonable. Address John E. Peters, 29 Park Avenue, Paterson, N. J. 10

WANTED.—To buy an interest and manage good, live retail business in a manufacturing town; general merchandise preferred. Have had ten years' experience and will guarantee results. State your proposition fully when answering this advertisement. Address "Retail," care "Grocery World and General Merchant," Philadelphia, Pa. 9

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 11

FOR SALE.

FOR SALE.—Daily: fresh eggs; also storage eggs, potatoes, apples, pears, baled hay and all kinds of farm products. D. K. Phillips, Shoemakersville, Pa. 11

FOR SALE.—American Dried Beef Slicing Machine. Nearly new. Will sell at a sacrifice. Address 211 Gay Street, Phoenixville, Pa. 9

FOR SALE.—Finest grocery and market store in one of the best sections of Washington, D. C. Business \$25,000 annually. Proprietor, two clerks, one porter, one horse and wagon. Storeroom handsomely fitted up. Walker pivot bins, large meat box, butter box, showcases, scales, Bowser oil tank, etc., all of which go with the building at a monthly rental of \$50, except the horse and wagon, electric coffee mill, McCaskey register, cigar case and one Templeton cheese cutter. Stock probably \$3,000. Will sell at inventory. Address "A. B. C.," care "Grocery World and General Merchant," Philadelphia, Pa. 11

FOR SALE.—Slicing machine, Enterprise rotary, double knife. Cost \$22.50. Will sell for \$12. In use one month. Write Milton Bergstresser, Emaus, Pa. 10

FOR SALE.—Meat slicing machine. Good as new. Rotary. Cost \$16. Will sell cheap. Write W. P. Laird, care "Grocery World and General Merchant," Philadelphia, Pa. 10

FOR SALE.—In Tamaqua, Pa., three story brick house. Hot water heat and electric light throughout, hardwood floors, complete bath, fine lot and centrally located. Especially good proposition for doctor, dentist, or other professional or business man. For particulars apply to K. B., care "Grocery World and General Merchant," Philadelphia, Pa. 10

FOR SALE.—Good cash grocery business, doing about \$1,400 monthly. Rent of store, with five rooms and bath, \$25 per month. Situated in suburban section of Newark, N. J. Reason for selling, going into other business. Address C. H. Veghte, 84 Third Street, Elizabeth, N. J. 10

FOR SALE.—Centrally located dry goods and grocery business in Port Deposit, Md., in aristocratic residential section. Two-story frame building 17x80 feet. Yearly business, \$19,000; two-thirds cash, balance monthly. Stock, \$5,500. Prosperous town, with excellent educational advantages. Reason for selling, closing up the estate. Will sell stock cheap. Sell or rent the building. Apply P. O. Box 316, Port Deposit, Md. 10

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. 11

FOR SALE.—Very reasonable, a pair of beef stalls in best market in city. Fine chance for practical butcher. Owner cannot attend. F. W., "Grocery World and General Merchant," Philadelphia, Pa. 9

FOR SALE.—In Lebanon, Pa., a manufacturing town of thirty thousand inhabitants stock and fixtures of grocery and notice store. Has a 25-year established business warehouse and large stable. Also three story dwelling with all conveniences and in good condition. A chance for the right man. Address X, Lebanon, Pa.

FOR SALE.—Or to let, first-class corner grocery and meat store. Complete fixture. Price \$450. Stock on hand at wholesale price, ready to start. Rent, \$25 per month. Corner Sixth and Franklin Sts., Elizabeth, N. J. Population, 70,000. Fred. Klopau, corner Sixth and Franklin Sts., Elizabeth, N. J.

FOR SALE.—Mr. Grocer and General Merchant: If you are looking for a motor car delivery wagon, 900 lbs., to cost \$650, can run summer and winter, address H. H. Granzow, Ashland, Pa.

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS? We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about. In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line. If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you. Write, call or telephone. WARNER & CO., 927 Arch Street, Philadelphia, Pa. Phones, Bell Filbert 2500, Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 314.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 day. Present stock \$5,000, but can be reduced \$2,500 without impairing business. Use two teams. Net clear 10 per cent. Balance of building divided into flat and office profitably rented. Owner retiring from business and will sell at inventory.

No. 333.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about \$4,000 per month. 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strict up to the mark. The business can be very decidedly increased.

No. 345.—In West Philadelphia. Meat and provisions. Size 15x28 feet. Doing about \$11,000, three-fourths cash. Most sells meats, so stock only averages \$25. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around \$800. Dwelling.

No. 353.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Doing \$14,000 yearly, two-thirds cash. Dwelling connected. Stock, \$1,000 to \$1,500. No team. Net profits, 10 per cent. Owner wants to go further into suburbs and will sell at inventory or lump sum of \$1,500. Splendid chance for adding meats.

No. 356.—In West Philadelphia. Groceries, meats and provisions. Size, 18x28 feet. Does \$400 weekly, two-thirds cash balance weekly. Dwelling connected, wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell inventory. Will take about \$1,000.

No. 362.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 365.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything. Stock about \$600. This store was established seven years ago and is thoroughly prosperous and profitable. The present owner bought it four months ago. He wanted a certain ice cream store which the owner refused to sell and he then bought this store. The ice cream store is now for sale, and as the owner of the grocery prefers that business he wants it if he can get it. Will sell fixtures at \$550 and stock at inventory. Will take all told about \$1,100. Full investigation. In order to guarantee a business of \$300 per week, seller will deposit \$100 as a forfeit for the buyer's protection.

No. 367.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 369.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$250 weekly, two-thirds cash. Stock \$700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 372.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 374.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 375.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 376.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,600.

No. 378.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22 x 45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 380.—In West Philadelphia. Groceries and provisions. Store 16 x 30 feet. Does \$400 weekly, two-thirds cash. Stock, \$800 to \$1,000. Net profits, 10 per cent. Good dwelling for sale or rent. Fixed charges low. Owner in ill-health and going to California. Will sell fixtures for \$500 and stock at inventory. Will take around \$1,300.

No. 381.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 382.—In Germantown, Philadelphia. Groceries and provisions. Store 16 x 25 feet. Does \$150 per week on stock of \$750. No team. Expenses very light and net profits 20 per cent. Owner going in larger business. Splendid chance for man and wife. Price, inventory; will take less than \$1,000.

No. 383.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 384.—In Tioga, Philadelphia. Groceries, meats and provisions. Store 16 x 35 feet. Does \$300 weekly. Stock about \$300. All good, reliable trade. No team. Net profits 15 per cent., as only one boy at \$5 is employed. Rent, \$40. Owner sick and must retire. Will sell fixtures at about \$500 and stock at inventory.

No. 385.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20, with back room 16 x 14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

No. 386.—North Philadelphia. Fine residence district. Groceries, meats and provisions. Store 20 x 50 feet. Does \$400 weekly, half cash, balance weekly and monthly. Stock about \$500. Clear, net profits, 10 per cent. No team delivery. Good dwelling connected. Owner going to Germany and will sell at inventory. Will take about \$1,000.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID LITTLE STORE FOR MAN AND WIFE.

We offer clean, prosperous little store in West Philadelphia. Does \$200 weekly on stock of about \$500. Expenses are low and net profits are 15 per cent. Owner is in other business and his wife objects to running the store alone. Will sell at inventory and rent all fixtures except \$25 worth of loose fixtures. About \$550 takes the whole place. Full investigation courted.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED.—Man who understands groceries, meat and provision business. One who would be able to manage same after a short time. Answer with references. "Bud," care "Grocery World and General Merchant," Philadelphia, Pa. 10

WANTED.—Salesmen for Lebanon Valley, Cumberland Valley, Pennsylvania, and Northern Central lines west and north of Harrisburg. Men who have experience in the grocery and woodenware lines. Men with established trade preferred. Good proposition to right parties. Address Jobber, P. O. Box 124, Harrisburg, Pa. 9

SITUATION WANTED.

WANTED.—Successful salesman, selling jobbers and department stores, thoroughly understanding promotion of sales, desires sole selling agency for Greater New York and vicinity of popular priced consumed necessity line; salary, commission. W. Martin, 147 W. 26th Street, New York. 9

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS

Sixty-Third and Market Streets
Philadelphia, Pa.

We'll Never Do It

¶ We note from last week's "Grocery World and General Merchant" that some Norwegian sardine packers are thinking of using cottonseed oil instead of olive. They can do whatever they like, but we will never pack our *Vita Sardines* in anything but the very purest olive oil.

¶ Good olive oil is half of any sardine even for the delicious little silver-skinned fish we pack under the *Vita* brand.

F. H. PHILLIPS & CO., 444-446 Greenwich St., NEW YORK

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

DANDELION VEGETABLE BUTTER COLOR

A perfectly Pure Butter Color, and one that complies with the pure food laws of every State, and of the United States.

MANUFACTURED BY
WELLS & RICHARDSON CO., Burlington, Vt.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World Columbus, Ohio

Sample free, or four months' trial for 10 cents

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.



Anker's
Bouillon
Capsules

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. August 31, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.60 per bunch
Selected, 9 hands, packed 2 in crate.....	1.50 per bunch
Selected, 8 hands, packed 1 in crate.....	1.25 per bunch
Selected, 8 hands, packed 2 in crate.....	1.15 per bunch
Selected, 8 hands, packed 3 in crate.....	1.00 per bunch
Selected, 7 hands, packed 1 in crate.....	.90 per bunch
Selected, 7 hands, packed 2 in crate.....	.85 per bunch
Selected, 7 hands, packed 3 in crate.....	.75 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.35 per bunch
Selected, 8 hands.....	.90 per bunch
Selected, 7 hands .....	.70 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocanuts, 100 to bag, easy sheller.....	\$2.85 per bag
Cocanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

APPLES.

Apples, New York State, per barrel.....	\$3.25 to \$4.00
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MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$5.00
Extra Fancy Messina, 360 size, per box.....	3.75 to \$4.00
Choice Messina, 300 size, per box.....	4.25
Choice Messina, 360 size, per box.....	3.25 to 3.50
Extra Fancy Large, 150 size, per per half box.....	2.25

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.50
Fancy quality, 126 to box	4.00
Fancy quality, 150-176 to box	4.75 to 5.00
Fancy quality, 200-216 to box	5.25
Fancy quality, 250-288 to box.....	5.00
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.75
Extra choice, 150-176 to box	4.50
Extra choice, 200-216 to box	5.00
Extra choice, 250 to box.....	5.00

NEW JERSEY SWEET POTATOES.

We are handling some of the finest sweet potatoes grown in New Jersey.

Orders filled at ruling prices on day of shipment.

VEGETABLES.

We ship the best on the market. As prices fluctuate daily on these goods, orders will be filled at the lowest ruling market prices.

SPECIAL THIS WEEK ONLY.

Fancy California Valencia Oranges, 80 size, per box.....	\$2.25
This is surely a good trade.	

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Fly Ribbon

THE GREATEST FLY CATCHER EVER INVENTED

Ever Ready for Use.
Irresistibly attractive to Flies.

CLEAN:::ECONOMICAL:::SANITARY
Does not drip, nor stick to curtain or furniture. An ornament and not an eyesore. Ribbon is about one yard long. Pull out 3 to 4 inches at a time.

Price, \$4.80 Per Gross.
Retails at 5 cts. a piece.

SUTTER & HARDING, Distributors for Philadelphia

Send for Samples and Descriptive Matter to
THE FLY RIBBON MFG. CO.
202 AND 204 E. 100TH ST., NEW YORK CITY

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.	
Packed in paper-lined fancy bags or paper-lined sugar barrels.....	Per lb.
"A" Java.....	.26
"B" Java.....	.24
"C" Java.....	.24
A-Java and Mocha Blend.....	.24
B-Java and Mocha Blend.....	.22
"A" Mocha.....	.24
"B" Mocha.....	.22
"C" Mocha.....	.20
Laguayra (Washed Caracas).....	.18
"A" Maracaibo.....	.18
"B" Maracaibo.....	.17
"A" Santos.....	.16
"B" Santos.....	.15
"C" Santos.....	.14
Peaberry Santos.....	.14
"A" Rio.....	.12
No. 1 Rio.....	10½
No. 2 Rio.....	.09
Lipton Special Mocha and Java, 1 lb. cans.....	.27
Lipton Perfection, 1 lb. cans.....	.20
Battleship, 1 lb. packages, any quantity.....	.15
Log Cabin, 1 lb. packages, 100 to case.....	.14
Arbuckle's, 100 lbs. to case.....	
King Bee, 100 lbs. to case.....per case	15.00
Seven Day, 100 lbs. to case.....per case	
TEA.	
No. 25 Gunpowder.....	.24
No. 28 Gunpowder.....	.35
Best Gunpowder.....	.45
No. 25 English Breakfast.....	.20
No. 28 English Breakfast.....	.33
Best English Breakfast.....	.40
No. 25 Moyune Gunpowder.....	.33
No. 28 Moyune Gunpowder.....	.38
Best Moyune Gunpowder.....	.50
No. 25 Imperial.....	.33
No. 28 Imperial.....	.35
Best Imperial.....	.50
No. 25 Oolong.....	.28
No. 28 Oolong.....	.35
Best Oolong.....	.45
Young Hyson.....	.35
Japan.....	.35
Heno ¼ and ¾ lb. packages.....	.50
Silver Moon.....	.27
Silver Bell, 1 lb. packages.....	.25
Salada (Ceylon and India Tea)— Green, Black and Mixed, ¼ and ¾ lb. packages, 10 lb. to box.....	.45
Green, Black and Mixed, 100. packages, 5 doz. to box.....per doz.	.90
CANNED VEGETABLES.	
Baked Beans—	Per doz.
Pin Money, 3 lb., sauce, 2 doz.....	1.50
Pin Money, 2 lb., sauce, 2 doz.....	1.15
Pin Money, 1 lb., sauce, 4 doz.....	.85
Pin Money, 3 lb., plain, 2 doz.....	1.45
Wagner's, 1 lb., tall, 4 doz.....	.48
Wagner's, 3 lb., plain, 2 doz.....	1.03
Wagner's, 3 lb., sauce, 2 doz.....	1.08
Excursion, 3 lb., sauce, 2 doz.....	.85
Saratoga, 2 lb., 2 doz.....	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz.....	.90
Standard Shoepeg, 2 lb., 2 doz.....	.85
Standard, 2 lb., 2 doz.....	.75
Belmont Cream, 2 lb., 2 doz.....	.90
Winorr Brand Kernelled Corn, 2 doz.....	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.....	1.25
Belle Brand, 2 doz.....	.85
Little Fellow, 2 lb., 2 doz.....	
Rob Roy, 2 lb., 2 doz.....	
Pin Money, petits pois, 2 doz.....	1.50
Pin Money, standard early June, 2 doz.....	1.00
French, extra fins, 100 in case, per case, 18.50	
Pin Money Combination— 2 lb., 2 doz.....	.90
Kidney Beans— 2 lb., 2 doz.....	.75
Lima Beans— Derby, soaked, 2 lb., 2 doz.....	.80
Standard, 2 lb., 2 doz.....	1.25
Little Darling, 2 doz.....	
Pumpkins— 3 lb., 2 doz.....	.90
Gallons.....	
String Beans— 2 lb., 2 doz.....	.65
Pin Money Vegetables— 2 lb., 2 doz., 12 kinds in can.....	.85
Sweet Potatoes, 3 lb., 2 doz.....	
1 lb. Pulp, for soup.....	.43
Succotash— 2 lb., 2 doz.....	.95
Tomatoes— Pin Money, whole, 3s, 2 doz.....	.95
Standard, 3s, 2 doz.....	.91
Gallon, ¼ doz.....	2.40
Fair Quality, 3s.....	.85
2s, 2 doz.....	.70
CANNED FISH.	
Salmon—	
Clover Leaf, 1 lb., flat, 4 doz.....	2.10
Clover Leaf, ½ lb., flat, 4 doz.....	1.25
Sockeye, 1 lb., flat, 4 doz.....	2.10
Seward, 1 lb., tall, 4 doz.....	
Jockey, 1 lb., tall, 4 doz.....	1.50
Stonewall, 1 lb., tall, 4 doz.....	.95
Argo, 1 lb., tall, 4 doz.....	1.65
Sockeye, ½ lb., flat, 4 doz.....	
Iceberg, 1 lb. tall, 4 doz.....	1.45
Lobsters— Gold Label, picnic size, 4 doz.....	
Beaver, 1 lb., flat, 4 doz.....	
Star, ½ lb., 8 doz. in case.....	2.45
Star, ½ lb., flat, 4 doz.....	
Gold Label, ½ lb., flat, 8 doz.....	
Beaver, ½ lb., flat, 8 doz.....	
Clams— Gold Label Brand, 1 lb., tall, 4 doz.....	1.10
Mackerel— Mackerel in sauce, oval.....	
Oysters— Standard, 5 oz., 2 doz.....	.90
Sardines, in Oil— ½ oil, 100.....	per case.
Gold Label, ¼ oil, 100 cans.....	6.50
Standard, ¼ oil, 100.....	3.50
½ lb., oil, with key, 100.....	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans	4.50
Mustard Sardines— Gold Label, 100 cans.....	6.50
Standard, 100 cans.....	3.65
Leon D'or Brand, 100 oans.....	4.00
Mustard Sardines— Gold Label, 50 cans.....	4.50
Mustard, 50 cans.....	2.95
Harbor Brand, 48 cans.....	8.75
Imported Sardines— Oil, Martell Brand, 100 cans.....	16.00
Oil, Marie Elizabeth, boneless, 100 cans	
Oil Imported— Martell, 100 cans.....	
North Cape, Smoked, 100 cans.....	8.50
Grisetta, with key, 100 cans.....	9.50
King Oscar, 100 cans.....	
CANNED FRUITS.	
Apples, 3 lb., 2 doz.....	.80
Blackberries, 2 lb., 2 doz.....	.75
Blueberries, 2 lb., 2 doz.....	.95
Cherries, 2 lb., 2 doz.....	.80
Gooseberries, 2 lb., 2 doz.....	1.00
Pie Peaches, 3 lb., 2 doz.....	.85
Pears, 3 lb., 2 doz.....	.95
Sliced Pineapples, 2 lb., 2 doz.....	1.25
Singapore Pineapples, 1½ lb., chunks, 4 doz.....	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	.90
Raspberries, 2 lb., 2 doz.....	
Strawberries, 2 lb., 2 doz.....	1.00
Standard Peaches, Sunset 3 lb., 2 doz.....	2.00
California Apricots, 2 doz.....	1.90
California Cherries, 2 doz.....	2.60
California Peaches, 2½ lb., 2 doz.....	2.35
Wheeler Peaches, 3 lb., 2 doz.....	1.25
Sliced California Peaches, 1 lb., 4 doz.....	
DRIED AND EVAPORATED FRUITS.	
Apples—	Per lb.
Evaporated, 50 lb.....	.09
Evaporated, 1 lb. packages, 4 doz.....	.09½
Dried, 50 lbs.....	
Peaches— Standard, 50 lbs.....	

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant." by R. C. Williams Co.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1-

MOLASSES AND SYRUPS.

Porto Rico Molasses—		Per gal.
Fancy, barrels.....		.42@.45
Choice, barrels.....		.40
Good, barrels.....		.26@.30
Fancy, quart jars.....	per doz.,	1.20
New Orleans Molasses—		
Fancy Open Kettle.....		.41@.43
Prime.....		.37
Good.....		.35
Ordinary.....		.22
Blended, fancy.....		.36
Blended, choice.....		.33
Blended, good.....		.30
2-lb tins, 3 dozen.....	per case,	2.90
Quarts, 2 dozen.....	per case,	2.90
Sugar Syrup—		
Pure, extra fancy.....		.35@.33
Pure, choice.....		.24
Blended, fancy.....		.32
Choice.....		.29
Vanilla Drips.....		.29@.30
Tins, 2-lb., 2 dozen.....	per case,	1.95
Tins, 2½-lb., 2 dozen.....	per case,	2.30
Tins, 5-lb., 2 dozen.....	per case,	2.50
Tins, 5-lb., 1 dozen.....	per case,	2.25

SALT FISH.

Mackerel—		Per bbl.
Extra Shore Bloaters, count 85@ 95.....	32.00	
Georges count 110@115.....	25.00	
Cape Shore, medium, count 160@175.....	14.50	
Medium Irish $\frac{1}{2}$ thin, count 300@400.....	14.00	
Norway, count 400@450.....	21 00	
Norway, count 300@350.....	24.00	
Norway, new, count 240@270.....	18.00	
Norway, new, count 300@350.....	16.00	
Norway, new, count 350@400.....	15.50	
Codfish—		Per lb.
Fancy strips, 60-lb. boxes.....	10 $\frac{1}{2}$	
Fancy bricks, 40-lb. boxes.....	.09	
Fancy middles, 40-lb. boxes.....	.12	
Choice strips, 40-lb. boxes.....	.08 $\frac{3}{4}$	
Choice middles, 40-lb. boxes.....	.08 $\frac{3}{4}$	
Hake, bricks, 40-lb. boxes.....	.06	
Fancy, whole, quintals.....	.08	
Choice, whole, quintals.....	.07 $\frac{1}{2}$	
Herring, Smoked—		
Scaled, per box.....	.15	
Halibut, fancy chunks, Iceland, 20 lbs.....		
Bloaters, Cromarty, 100s.....		

TEAS.

Gunpowder—	Per lb.
Common to fair.....	.15@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.28@.35
Choicest.....	.45@.65
Imperial—	
Common to fair.....	.22@.25
Superior to fine.....	.30@.35
Extra fine to finest.....	.40@.45
Choicest.....	.50@.55
Young Hyson—	
Common to fair.....	.16@.18
Superior to fine.....	.22@.30
Extra fine to finest.....	.35@.40
Choicest.....	.45@.60
Hyson—	
Common to fair.....	@.14
Superior to fine.....	@.18
Extra fine to finest.....	@.25
Japan—	
Common to fair.....	
Superior to fine.....	.23@.25
Extra fine to finest.....	.28@.30
Choicest.....	.32@.38
Basket-fired—Common to fair.....	.22@.25
Basket-fired—Superior to fine.....	.28@.30
Basket-fired—Extra fine to finest.....	.32@.38
Basket-fired—Choicest.....	—@.45
Dust.....	@.12½
Ooloung—	
Common to fair.....	@.17
Superior to fine.....	.17@.22
Extra fine to finest.....	.25@.35
Choicest.....	.40@.65
Pouchong—	
Common to fair.....	.17@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.30@.35
Choicest.....	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown.....	.86
Old Government—Best.....	.29
Old Government—Choice.....	.27
Old Government—Prime.....	.25
Old Government—Good.....	.23
Mocha—	
Genuine Arabian.....	.28
Maracaibo—	
Cucuta—Best.....	.16½
Cucuta—Choice.....	.16
Cucuta—Prime.....	.15
Cucuta—Good.....	.14
Laguayra—	
Caracas—Finest.....	.20
Caracas—Choice.....	.17

— 2 —

Peaberry—	
Santos—Fancy	.17%
Santos—Choice...	.17
Santos—Fine	.16
Rio—Fancy	.17
Rio—Choice...	.16%
Rio—Fine...	.16
Santos—	
Best	.16
Choice	.15
Prime	.14%
Good	.13%
Fair	.12%
Rio—	
No. 1—Golden	.15%
No. 2	.15
No. 3	.14%
No. 4	.14
No. 5	.13%
No. 6	.13
No. 7	.12%

SPICES.

Whole, bags or barrels.	Per lb.
Allspice.....	.07
Cassia buds.....	.35
Cinnamon, Mats.....	.10
Cinnamon, Twalo.....	.20
Cinnamon, Ceylon.....	.23@ .27
Cinnamon, Batavia.....	.25@ .80
Cinnamon, Saigon.....	.75
Cloves, Zanzibar.....	.17@ .20
Cloves, Amboyna.....	.25
Cloves, Penang.....	.85@ .88
Ginger, African.....	.08
Ginger, Jamaica, bleached.....	.21@ .22
Ginger, Jamaica, unbleached.....	.20@ .21
Ginger, Calcutta.....	.08
Nutmegs, 75-80s.....	.22@ .25
Nutmegs, 105-110s.....	.13@ .20
Nutmegs, 130-140s.....	
Black Pepper, Singapore.....	10½@ .12
Black Pepper, Shot.....	.14
White Pepper, Singapore.....	.15@ .17
White Pepper, fanoy.....	.25@ .30
Red Peppers.....	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice.....	.15½
Cinnamon, extra.....	.26½
Cinnamon, Saigon.....	.73½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.89½
Black Pepper.....	.13
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, Straight Penang.....	.87½
Mustard.....	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
Cinnamon, Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
Ginger, Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Pepper, black.....	.96
Pepper, cayenne.....	.98
Pepper, white.....	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif..	4.75
Medium green 2½s, Calif.....	3.25
Tips, green, 1s.....	2.75
Tips, white, California, 1s.....	3.75
Beans, Baked—	
Standard, plain 1s.....	.55
Standard, plain or sauce, 2s.....	.75 @ .80
Standard, plain or sauce, 3s.....	1.00 @ 1.05
Fancy, plain or sauce, 2s.....	.90 @ 1.35
Fancy, plain or sauce, 3s.....	1.10 @ 1.80
Beans, Lima—	
Fancy 1s.....	1.35
Fancy 2s.....	1.50
Extra standard 2s.....	1.15 @ 1.25
Standard.....	1.10 @ 1.15
Soaked.....	75 @ .85
Beans, Stringless—	
Fancy 2s.....	2.00 @ 2.10
Fancy 1s.....	1.10 @ 1.35
Extra 2s.....	1.40 @ 1.75
Extra standard 2s.....	1.10 @ 1.15
Standard 2s.....	.90
Standard, not stringless, 2s.....	.80
Beans—	
Yellow Wax 2s, fancy.....	1.20 @ 1.25
Yellow Wax, standard cut.....	1.00 @ 1.10
Red Kidney 2s.....	.85 @ 1.00
Corn—	
Fancy Maine 2s.....	1.20 @ 1.25
Fancy New York 2s.....	1.00 @ 1.10
Standard New York 2s.....	.90 @ 1.00
Maryland 2s, Maine Style.....	.75 @ .80
Other standard grades 2s.....	
Peas—	
Smallest Sifted 2s.....	2.10
Extra Sifted 2s.....	1.60 @ 1.75
Sifted 2s.....	1.15 @ 1.25

—3—

Telephone 2s.....	1.25
Sweet Wrinkled 2s.....	1.40@1.60
Standard E. J. 2s.....	1.00@1.10
Soaked 2s.....	.75@.80
Succotash—	
Extra fancy Maine 2s.....	1.40
Fancy Maine 2s.....	1.10@1.25
Extra standard 2s.....	.95@1.00
Pumpkin—	
Fancy, 3s.....	1.10@1.20
Fancy, gallons.....	2.40
Squash—	
Fancy 3s.....	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey....	1.60
5½-in. cans, ex. stand. N. Jersey....	1.40
5-in. cans, standard New Jersey....	1.15
Standard Maryland, No. 3.....	.95@1.00
2-lb. cans.....	.75@.80
Gallons, standard New Jersey....	2.75
Gallons, extra standard Maryland	2.50
Quarts, glass jars.....	2.75
Beets—	
Fancy Strawberry 3s.....	1.40@1.60
Cut 3s.....	1.10@1.15
Sweet Potatoes 3s.....	1.15
Sauer Krant 3s.....	.95@1.10
Spinach—	
Standard Maryland 3s.....	1.15@1.40
Fancy New Jersey 3s.....	1.40@1.65
Gallons.....	4.75@5.00

FRUITS.
CALIFORNIA.

APRICOOTS—		Per doz.
Extra 2½s.....	2 25	
Extra standard 2½s.....	1 75	
Standard 2½s.....		
Gallons.....	5.25@6.25	
CHERRIES—		
Extra White 2½s.....	2.75	
Extra standard White 2½s.....	2.40	
Standard White 2½s.....	2.35	
Extra Standard gallons.....	7.50@9.25	
BARTLETT PEARS—		
Extra fancy 2½.....	3.25	
Extra 2½s.....	2.40	
Extra standard 2½s.....	2.40	
Standard 2½s.....	2 00	
PLUMS, Egg or Gage—		
Extra fancy.....	2.75	
Extra standard 2½s.....	2.60	
Standard 2½s.....	1.75	
Gallons.....	5.50@7.00	
PEACHES, L. C.—		
Extra fancy 2½.....	3.25	
Extra 2½s.....	2.75	
PEACHES, Crawford—		
Extra fancy 2½.....	2.75	
Extra standard 2½s.....	1.85	

EASTERN.

Pears—	
Fancy New York 2s.....	1.75
Fancy New York State 2½.....	2.90
Standard 2s.....	1.50
Pineapples—	
Sliced or grated 2s.....	2.25@2.40
Sliced or grated 1s.....	1.10@1.20
Pie, grated, gallons.....	3.00
Singapore 1½s.....	1.15@1.25
Plums, egg, 8s.....	
Plums, gage, 8s.....	
Apples—	
Gallons.....	2.25
Strawberries—	
2s, fancy.....	3.00
2s, extra.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard 2s.....	

FISH.

Lobster—	
Flat 1s.....	5.00
Flat ½s.....	2.50@2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink 1s.....	1.10
Medium Red.....	1.25@1.30
Choice Red 1s.....	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s.....	1.25@1.30
Tall 1s.....	2.00
Flat 1s.....	2.20
Oval 1s (steaks).....	3.00
Sardines—	
Domestic ½s, oil, 100 tins.....	3 35@6.00
Domestic ¾s, mustard, 50 tins.....	2.65@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb
Fancy, 1-lb. cartons.....	.09
Smyrna Sult., fancy, 6 cr., 80 lbs.....	.14
Smyrna Sult., choice, 4 cr., 80 lbs...	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons.....	.15
Smyrna choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	

—4—

	Per lb.
Loose Raisins—	
Valencia, 4 cr., 28 lbs.....	
California, 4 cr., 50 lbs.....	.07½
California, 8 cr., 50 lbs.....	.07
California, 2 cr., 50 lbs.....	.06½
Figs—	
Baskets, 1 lb. and 2 lb.....	.15 @.18
Layers, 2¼-in., 10 lbs.....	
2½-in., 12 lbs.....	
2½-in., 12 lbs.....	.08
2-in., 12 lbs.....	
Currents—	
Fancy, 1-lb. cartons.....	.11
Cleaned, 1-lb. cartons, choice.....	
Bulk, choice, 50 lbs.....	.08¾
Natural, choice.....	.06¾
Citron—	
According to quality.....	.14½ @.17
Lemon Peel—	
According to quality.....	.11½ @.13
Orange Peel—	
According to quality.....	.11½ @.13
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.04¾
Prunes, California, 25-lb. boxes.	
Epineuse, 20x80.....	.12
80x40, choice.....	.08¾
40x60, choice.....	.08
50x60, choice.....	.07½
60x70, choice.....	.07
70x80, choice.....	.06¾
Choice, 50-lb. box—	
80x70, 80x90.....	
70x80, 90x100.....	
Prunes in 25-lb boxes.	
Fancy 40x 50.....	.11½
50x 60.....	.10¾
60x 70.....	.10
70x 80.....	
Prunes, Oregon, 25-lb boxes.	
80x40.....	.08
40x60.....	.07½
Apples—	
Fancy, 50 lbs.....	.12
Fancy, 1-lb cartons.....	
Prime, 50 lbs.....	.08
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	
Unpeeled, fancy, 25 lbs.....	.09½
Extra Choice Muir.....	.08¾
Apricots—	
Royal, extra fancy, 25 lbs.....	.14
Moorpark, fancy, 25 lbs.....	
Royal, fancy, 25 lbs.....	.11½
Royal, choice, 25 lbs.....	.09½

NUTS.

Almonds—		
Jordan, shelled, large, 28 lbs.....	.48	@ .52
Valencia, 28 lbs.....		@ .33
Flot, shelled.....		
In shells—		
California P. S., 80 lbs.....		
French Princess.....		.17½
Tarragona, 120 lbs.....		.15
Hard Shell, 100 lbs.....		
Braxils—		
New, large, 180 lbs.....		.10
Filberts—		
Turkish		
Sicily, 130 lbs.....		.10
Jumbo Naples, 110 lbs.....		
Long Naples, 110 lbs.....		.13
Pecans—		
Polished, 80 lbs.....	.11	@ .14
Louisiana Paper Shell.....		
Walnuts—		
Chilli, 1907 crop.....		.12
Grenoble, 220 lbs.....		.15
Marbots, 110 lbs.....		
Cornes, 110 lbs.....		
Mixed Nuts—		
Strictly fancy, boxes, 25 lbs.....		.16
Extra choice, boxes, 25 lbs.....		.13 @ .14½
Choice, bags, 125 lbs.....		.11 @ .12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless.....	
Reduced quarters, with bones....	7.00@22.00
French quarters, boneless.....	
French quarters, with bones.....	17.00@22.00
High quarters, boneless.....	24.50@27.00
Halves, boneless.....	15.00@40.00
French Vegetables, 100 in case.	
Peas, according to quality.....	11.00@20.00
Mushrooms, 1/8, accord'g to qual.	16.00@35.00
Mushrooms, 1/4, accord'g to qual.	15.00@20.00
String Beans, according to qual....	12.00@17.00
Lima Beans, according to quality	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs., per l b.....	.06 @ .09

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY, Standard Weights per Bushel.	
	Column.		Column.		Column.		
Eggs.....	16	Sugar.....	1			Marrow Beans.....	.60 lbs.
Corn Meal.....	17	Compound Lard.....	24			Medium Beans.....	.60 "
Sauer Kraut.....	25					Pea Beans.....	.60 "
						Red Kidney Beans.....	.58 "
						Hominy.....	.56 "
						Pease.....	.60 "
						Barley.....	.48 "
						Potatoes.....	.56 "
						Flaxseed.....	.58 "
						Onions.....	.55 "
						Shellbarks.....	.48 "

-1-

SUGAR.

Confectioners' Lozenge, XXXX.....	5.30
" Powdered.....	5.20
" Crown A.....	5.50
" Crystal A.....	5.15
" Coarse Granulated.....	5.15
Eagle Tablets.....	6.55
Crystal Dominoes.....	7.55
Cut Leaf.....	6.03 1/2
Patent Cubes.....	5.35
Powdered.....	5.20
Extra Fine Granulated.....	5.15
Coarse Granulated.....	5.15
Granulated.....	5.05
Fine Granulated.....	5.05
" in 50-lb. bags packed 2 in 100-lb. bag.....	5.10
" in 25-lb. bags packed 4 in 100-lb. bag.....	5.10
" in 10-lb. bags packed 10 in 100-lb. bag.....	5.20
" in 5-lb. bags packed in bbls.....	5.25
" in 5-lb. bags packed in 100-lb. bags.....	5.25
" in 2-lb. bags packed in bbls.....	5.35
" in 2-lb. bags packed in 100-lb. bags.....	5.35
" in 2-lb. cartons in cases.....	5.25
" in 2-lb. paper packages in cases.....	5.25
Confectioners' A.....	4.95
1-Keystone A.....	4.90
2-American A.....	4.85
3-Centennial A.....	4.80
4-California A.....	4.75
5-Franklin B.....	4.70
6-Keystone B.....	4.65
7-American B.....	4.60
8-Centennial B.....	4.55
9-California B.....	4.50
10-Franklin Extra C.....	4.45
11-Keystone Extra C.....	4.40
12-American Extra C.....	4.40
13-Centennial Extra C.....	4.35
14-California Extra C.....	4.35
15-Franklin C.....	4.35
16-Keystone C.....	4.35

TEA.

	Per lb.
Japan-Basket-fired.....	20 @ 35
Japan-Pan-fired-Common to fair.....	20 @ 23
" Fine.....	24 @ 28
" Choicest.....	30 @ 38
Formosa-Superior to Fine.....	18 @ 20
Choice to Extra.....	22 @ 35
" Choicest.....	40 @ 50
Footchow-Common, cargo.....	14 @ 16
" Good, medium.....	17 @ 22
" Superior.....	23 @ 28
" Fine.....	30 @ 35
" Choicest.....	40 @ 50

-2-

GUNPOWDER-Choice to Extra.....	29 @ 35
" Choicest.....	40 @ 45
MOYUNE-Good.....	27 @ 30
" Fine.....	35 @ 40
" Choice.....	45 @ 50
" Choicest.....	45 @ 55
IMPERIAL-Superior to fine.....	15 @ 20
" Choice to Extra.....	22 @ 25
" Choicest.....	30 @ 35
YOUNG HYSON-Superior to fine.....	15 @ 20
" Choice to Extra.....	28 @ 30
" Choicest.....	35 @ 40
INDIA-Common to Fine.....	18 @ 38
CEYLON-Common to Fine.....	18 @ 40
ENGLISH BREAKFAST-Fair to Good.....	15 @ 17
" Choice to Extra.....	18 @ 28
" Choicest.....	30 @ 40

PACKAGE TEAS.

Lipton's Teas-	Per lb.
	In 1/2 & lb. In 1/4 lb.
Ceylon and India, No. 1.....	.45 .47
Ceylon and India, No. 2.....	.40 .42
Ceylon and India, No. 3.....	.35 .37
Black and Green, No. 1.....	.45
Black and Green, No. 2.....	.40
English Breakfast, No. 1.....	.45
English Breakfast, No. 2.....	.40
Formosa Oolong, No. 1.....	.45
Formosa Oolong, No. 2.....	.40
Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00	
Tetley's Tea-	Per lb.
1/2 lb. or 3/4 lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon.....	.45
No. 1, Buff Label, India and Ceylon.....	.60
Ex. Gold, India and Ceylon.....	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
	1/2-lb. tins, per lb.
India and Ceylon, Sun-Flower.....	.50
Mixed (Green and Black), Sun-Flower.....	.50
Formosa and Oolong, Sun-Flower.....	.50
Sun-Flower, roc. sample size, 36 in carton, all three grades.....	.90
Caricot Blend, Martindale & Co. :-	Per lb.
5-lb. Silver Sacks.....	.22
1-lb. Silver Sacks.....	.22 1/2
3/4-lb. Silver Sacks.....	.23
1/2-lb. Silver Sacks.....	.23 1/2
1/4-lb. Silver Sacks.....	.25
Spring Garden Tea-	
100 lb. barrels.....	per lb. net .18
5 lb. silver bags.....	" " .19
1 lb. silver bags.....	" " .19 1/2
3/4 lb. silver bags.....	" " .20
1/2 lb. silver bags.....	" " .21
Packed in cases containing 100 pounds	
McCormick & Co's Banquet Brand-	Per doz.
No. 10.....	.85
No. 25.....	6.00
No. 50.....	4.00
No. 100.....	4.00

-3-

AMMONIA.

Purple Ribbon. 16 oz., 8 doz. boxes.....	Per doz. .90
Purple Ribbon, quarts, 1 doz. boxes.....	1.50
Purple Ribbon, 1/2 gals 1/2 doz. boxes.....	e.70
Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75
Colburn's Autumn, botel size, 1 doz. boxes.....	.90
Violet, pints, e doz.....	.85

AXLE GREASE.

Frazer's, 15 lb. palls.....	.80
Frazer's, boxes, 1/4 gross.....	per gross 9.25
Mica, 1/4 gross.....	per gross 8.40
Peerless, 1/4 gross.....	per gross 4.50

BAKING POWDER.

Sea Foam Baking Powder-	
1/2 lb., 4 doz. in case.....	95
1 lb., 2 doz. in case.....	1 75

—5—

GREEN COFFEE.

		Per lb.
Rio, Golden, fancy.....	.09	@.09½
“ prime.....		@.08
“ choice.....		@.07½
Santos, Peaberry, extra fancy		@.12½
“ fancy.....	.10	@.10½
“ choice.....		@.09½
Maracaibo, strictly fancy, mild.....	.12	@.12½
“ choice.....		@.11½
Washed Caracas, fancy .....	.14	@.14½
Laguayra, fancy		@.10½
Java, extra fancy Old Government.....	20½	@.21
“ extra fancy		@.20
“ fancy		@.19½
Mocha, ⅛ and ¼ bales, genuine, finest...		@.19
“ Seed, Santos, fancy.....		@.10½
“ “ choice.....		@.10½

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@. 12
“ Prime.....	@. 10
“ Choice.....	@. 09½
Santos, Peaberry, extra fancy	@. 16
“ extra fancy.....	@. 13
“ fancy.....	@. 12½
“ choice.....	@. 12
Laguayra, fancy.....	@. 14
Maracaibo, choice.....	@. 14½
“ fancy	@. 15
“ extra fancy.....	@. 15½
Java, extra fancy Old Government.....	@. 25½
“ fancy.....	@. 24½
Mocha, finest.....	@. 23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	. 22
“ “ 2.....	. 20
“ “ 3.....	. 17
“ “ 4.....	. 14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent, discount on package coffee. Sold on the equality plan.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa.....	15 $\frac{1}{4}$	15 $\frac{3}{8}$ ⁸⁰
Arbuckle's Seven Day.....	10 $\frac{1}{4}$	10 $\frac{3}{8}$
Lion.....	13 $\frac{1}{8}$	13 $\frac{1}{4}$

B. Fischer & Co.—	
Hotel Astor Coffee, 1-lb tins.....	.26
Thos. Martindale & Co.—	
Saludo, lbs.....	.20
“ 50-lb. tins.....	.19
“ barrels.....	.18
Viv, lbs.....	.16
“ 50-lb. tins.....	.15
“ barrels.....	.14
Ground or pulverized without extra charge.	
Lipton's—	
Special.....	.26
Perfection.....	.20
Packed in 30 and 60-lb. cases.	
German-American Coffee Co.—	Per lb.
Triunfo, 24 2 lb. cans.....	.29
“ 48 1-lb. cans.....	.29½
Trinidad, 60 or 100 1-lb. cartons.....	.26
“G-A” Blend, 20 3-lb. cans.....	.24
La Cruzada, 60 or 100 1-lb. cartons.....	.21½
Iowa, 60 or 100 1 and 2-lb. cartons.....	.18½
Tumbala, 60 or 100 1-lb. cartons.....	.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb.....	.35

COFFEE ESSENCE AND
CHICORY.

Pfeiffer & Diller's "Kosyr"—		
50 tins in box.....	per box	3.80
12 in tins box.....	per carton	.95
2-lb. tins.....	per doz.	5.75
George Floto's Sons—		Per gross
Coffee Essence, ½-gross improved cans.....		2.25
“ ½-gross cans, tin ends.....		2.70
“ ½-gross cans, all tin.....		2.85
Vienna Coffee Essence, Manila, ½ gross....		2.25
Package Chicory, 55-lb. cases.....	per lb.	.04½
Hummel's Essence, tin can, ½ gross, per gross		2.85
“ “ tin ends, “		2.70
“ “ improved “		2.15
Chicory, Selig's 65's.....		.05¾
“ English, ground, bags about 160 lbs...		.05¼
“ Franck's, stick, 65 lbs.....		.06¾
“ Muller's, Columbus brand, 5 sticks		
to lb., 65 lbs.....		.04¾

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

—6—

Duck, kegs, 12½ lbs.....	4.75
“ kegs, 6¼ lbs.....	2.05
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
“ kegs, 12½ lbs.....	2.05
“ “ kegs, 6¼ lbs.....	1.50
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85
BB, bags, 25 lbs.....	2.10

BLUING—Dry.

	Per gross
Barlow's, small, 2 doz.....	2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Ball Blue, 1 oz., 3 doz.....	2.60
" " 2 oz., 3 doz.....	4.80

BLUING—Liquid.

	Per gross
Boyer's Bengal, 8 oz., $\frac{1}{4}$ gross.....	3.90
Cream Indigo, 2 oz., $\frac{1}{4}$ gross.....	3.90
“ 4 oz., $\frac{1}{4}$ gross.....	7.40
“ 8 oz., $\frac{1}{4}$ gross.....	11.40

BUTTER.

Tub Butter—	Per lb.
Creamery, extra, 60-lb. tubs .....	.26
“ first, “ .....	.25
“ second, “ .....	.24
“ third, “ .....	.23
“ imitation, 30-60 lbs.....	.22
5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.27
Ladles, 30-60 lbs., bakers' use.....	.20
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.30
B. B., E. D. brands, 20-50-lb. boxes.....	.29
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.28
Sheaf ("400") Elgin, 20-50-lb. boxes.....	.25-
Sheaf.....	.26
Milhen Farm, lbs. and ½ lbs.....	.31
Gurnse, lbs. and ½ lbs.....	.29
Belle Spring .....	.27

CANDLES.

P. & G., 8's, 30 lbs.....	Per lb.
" 16's, 30 lbs.....	.10 $\frac{3}{4}$
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.11 $\frac{1}{2}$
Searchlight, hotel, 16's, 30 lbs.....	.08 $\frac{3}{4}$
Pearless, hotel, 16's, 30 lbs.....	.09 $\frac{1}{4}$
Bright Light, 16's, 30 lbs..... per box	.10 $\frac{1}{4}$
Werk's, 8's, 30 lbs.....	2.00
" 16's, 30 lbs.....	.11
Carriage, size 6x1 $\frac{1}{2}$.....	.12
Martha Washington, long 12's.....	.19
	.17

JARS AND JAR RUBBERS.

Glass Jars—	Gross
Pints.....	6.75
Quarts.....	7.00
Half-gallons.....	8.70
Jelly Tumblers—	
Barrels, 22 doz.....per doz.	.17
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, ½ gro., no rubbers...per gro.	2.75
Jar Rubbers—	
Lip, wide.....per gross	.85
Acme, wide, 1 doz. cartons.....per lb.	.45
“ medium, 1 doz. cartons.....“	.40
Reliable, white rubber, wide.....	.26
“ “ medium.....	.26
Black, medium.....per lb.	.25
(or lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand,	Sweet Marjoram.....per doz.	.25
" "	Sage" "	.25
" "	Thyme....." "	.25
" "	Savory" "	.25
" "	Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory.... percase	1.00
Colburn's "A" brand,	Sweet Marjoram,	
Thyme, Sage, Savory—		
¼-lb. cartons, 1 doz.....	per doz.	.40
¾-lb. " " " " " "	" "	.75
½-lb. " " " " " "	" "	1.25
¼-lb. screw cap bottles, 2 doz.....	" "	.90
¼-lb. square cans, 2 doz.....	" "	.85

—7—

CANNED GOODS.

	Per doz.
Tomatoes—	
Mrs. Hancock's, trying.....	1.15
DuBois', frying.....	1.10
Jersey King, No. 3, standard Jersey.....	.92½
Silver Lake, fancy Jersey.....	1.05
Peerless, extra fancy, No. 3.....	.90
Plantation, No. 10, 1 doz.....	2.40
Silver Lake, No. 10, 1 doz.....	2.50
Golden Rule, No. 3, seconds.....	.77½
Alta, No. 2.....	.60
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake.....	1.00
Early Autumn.....	.92½
Boyer's, No. 2.....	1.07
Oxford, Maine packed.....	.87
String Beans—	
Extra fancy.....	1.50
Boyer's, 2s.....	.57½
Acorn, 3s.....	.85
“ No. 2.....	.57½
Safe, No. 2.....	.50
White Wax Beans—	
Boyer's, No. 2.....	.60
Acorn, No. 2.....	.57½
Champion.....	
Winsom, N. Y., No. 10, 1 doz.....	3.60
Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
“ No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.90
“ No. 2, sauce.....	.90
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37½
Van Camp's, No. 1, sauce, 4 doz.....	.87½
“ No. 2, sauce, 2 doz.....	1.32½
Moore & Brady, No. 3, plain.....	.85
“ No. 3, sauce.....	.90
“ No. 1, picnic size, plain.....	.42½
“ No. 1, picnic size, sauce.....	.47½
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97½
“ No. 3, tomato sauce.....	1.05
“ Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 1, sauce.....	
“ No. 2, sauce.....	.95
“ No. 2, plain.....	.90
Bunker Hill, No. 3, plain.....	.77½
“ No. 3, tomato sauce.....	.77½
Snider's, tomato sauce, No. 3, 2 doz.....	1.75
“ No. 2, 3 doz.....	1.35
“ No. 1, 4 doz.....	.85
Sunnyside, sauce, No. 3, 2 doz.....	.90
“ plain, No. 3, 3 doz.....	.87½
“ sauce, No. 1, 4 doz.....	.47½
Red Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77½
Corn—	
Paris, fancy Maine.....	1.20
American Beauty, extra fancy, Shoe Peg.....	.85
Cream of Susquehanna.....	.95
Baker's, G. W., whole grain.....	.75
Shoe Peg, Susquehanna, No. 2.....	.85
“ Osborn's., No. 2.....	.72½
Mark, crushed.....	.70
Rex, No. 2, fancy, whole grain.....	.67½
Vanity, No. 2, whole grain.....	.65
Peas—	
Tres Fins, 100 cans.....	13.50
French, very fine, 100 cans.....	12.75
“ fine, 100 cans.....	11.75
“ medium, 100 cans.....	10.25
Boyer's, Midgets.....	1.55
“ Extra Sifted.....	1.25
“ Sifted.....	1.10
“ Early June.....	.95
Jumbo June.....	.90
B. B. F., Early June.....	1.00
Hermit brand, No. 2.....	.52½
Beets—	
Silver Lake, fancy, No. 3.....	.95
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.12½
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	1.10
Farren's, No. 3.....	1.05
“ No. 10.....	3.25

California Canned Fruit.

Apricots—	Per doz.
Extra quality.....	2.40
Extra standard	2.10
Standard.....	1.50
Pears—	
Bartlett, extra quality, 2½s.....	2.25
“ extra standard, 2½s.....	2.20
“ standard, 2½s.....	2.00
Cherries—	
Extra quality, 2½s.....	2.60
Extra standard, 2½s.....	2.50
Standard, 2½s.....	2.25

—8—

Peaches—

Goddess, No. 2½, ex. standard, lemon cling	2.0
Tloga, No. 2½, extra standard, lemon cling	1.9
Valley, No. 2½, standard, lemon cling.....	1.8
Agate, No. 2½, standard, lemon cling.....	1.7
Lake View, No. 2½, yellow, free	1.7
Oak, sliced, lemon cling, No. 1, 4 doz.....	1.3
Columbus, No. 2½, pie, peeled, yellow, free	1.4
“ No. 2½, pie, peeled, lemon, cling	1.4

Plums
Egg 100

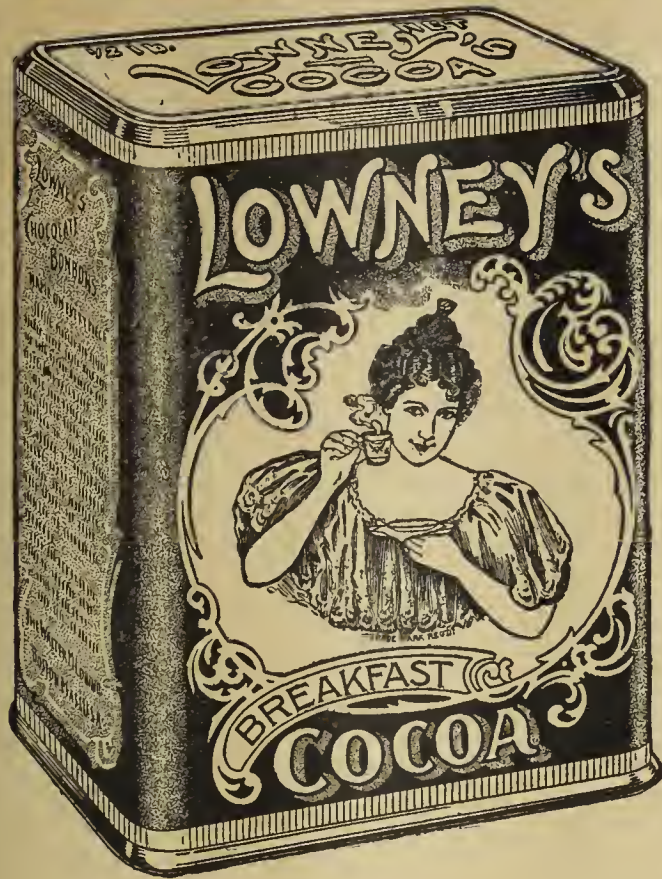
Egg, extra standard.....	
Green Gage, extra standard	
Egg, standard.....	1.3
Gage, standard.....	1.3

Domestic Canned Fruit.

Apples—	
Wayne Co., No. 10, 1 doz.....	2.5
Booth's, oval, No. 3.....	.7
Blackberries—	
Farren's, extra preserved, No. 2.....	1.3
Silver Lake, syrup, No. 2.....	1.2
Nigger Head, No. 2.....	1.0
Spring Garden, No. 2.....	.9
Blueberries—	
Loggies, No. 2.....	1.
" No. 10.....	6.0
Cherries—	
Silver Lake, pitted, No. 2.....	
Flour City, white, No. 2.....	1.2
Peaches—	
Maryland Leader, yellow, No. 3.....	1.1
" white.....	1.0
P. & B., yellow, No. 3.....	1.1
Pears—	
Silver Lake, No. 3.....	
Fowling Creek, good, No. 3.....	1.2
Ayres Good, No. 3.....	1.0
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.3
Pride of Rochester, fancy, preserved, No. 2.....	1.9
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	.8
Silver Lake, No. 10, 1 doz.....	2.2
Strawberries—	
Anchor, No. 2.....	.9
Jumbo, No. 1, 4 doz.....	1.0
Silver Lake, No. 2.....	1.4
Defence, No. 2.....	1.8
Pineapple—	
Acorn, E. & C., No. 2.....	1.0
General, E. & C., sliced, No. 2.....	1.8
Indian River, E. & C., No. 2.....	1.6
Terrapin, E. & C., sliced, No. 2.....	1.6
Orange Grove, E. & C., No. 2.....	1.3
Singapore Chunks, No. 1½, 4 doz.....	1.0
Wallace, E. & C., sliced, No. 2.....	1.3
Singapore, cubes, No. 1½, 4 doz.....	1.0
Wagner's, No. 1, cocktail, 2 doz.....	.9
P. & B., grated, No. 3.....	.7
James, No. 3, pie, grated.....	.8
Singapore, cubes, No. 1, 4 doz.....	.0
The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved—	
Chop Tan Hin, ¾ lb., cubes.....	.7
" ¾ lb., sliced.....	.7
" 1½ lb., cubes.....	1.0
" 1½ lb., chunks.....	1.1
" 1¾ lb., spiral sliced.....	1.1
" 1¾ lb., smooth sliced.....	1.1

**Canned Crabs, Clams, Lobsters,
Shrimps, Mackerel, Kipperd
Herring and Oysters.**

Crabs—		Per Doz.
Devised, No. 1, 4 doz.....		2 1/2
“ No. 2, 2 doz.....		3 1/2
Clams—		
Gold Label, No. 1, 4 doz.....		1 1/2
Star, No. 1, 4 doz.....		1 1/2
Lobster—		
B. & M., No. 1, flat, 4 doz.....		4 1/2
“ No. 1/2, flat, 4 doz.....		2 1/2
“ No. 1, tall, 2 doz.....		4 1/2
“ No. 3/4, flat, 4 doz.....		3 1/2
Star brand, No. 1/4, flat, 4 doz.....		1 1/2
“ No. 1, tall, 4 doz.....		3 1/2
“ No. 1/2, flat, 4 doz.....		2 1/2
Shrimps—		
Peerless brand (Barataria), new, pickled,		
No. 1, 2 doz.....		1 1/2
Cotton Bale, pickled, No. 1, 2 doz.....		1 1/2
Mackerel—		
Pickert's, soured, No. 1, 4 doz.....		1 1/2
“ No. 2, 2 doz.....		2 1/2
“ No. 3, 2 doz.....		3 1/2
Underwood, soured, No. 1, 50 cans.....		5 1/2
“ No. 2, 2 doz.....		1 1/2
Oysters—		
Boyer's, No. 1, 2 doz.....		1 1/2
“ No. 2, 2 doz.....		1 1/2
M. & B., No. 1, 2 doz.....		1 1/2
Stewart's, No. 2, 2 doz.....		1 1/2
“ No. 1, 2 doz.....		1 1/2
Victory, No. 1, 2 doz.....		1 1/2
Kipped Herring—		
Maconache's, 2 doz., plain.....		1 1/2
Gold Label, No. 1, spiced, 4 doz.....		1 1/2



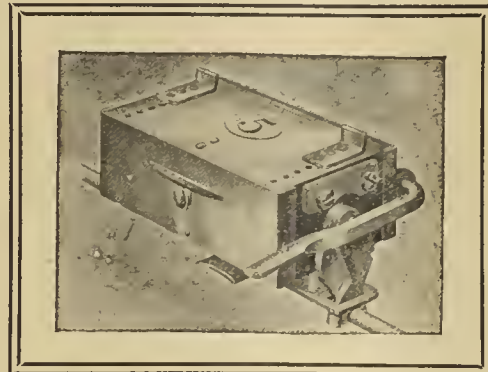
YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. LOWNEY'S COCOA is simply ground to the fineness of flour without treatment and has the *natural* delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening.

The same is true of LOWNEY'S PREMIUM CHOCOLATE for cooking.

The Walter M. Lowney Company
BOSTON, MASS.

LAMSON ELECTRIC CABLE CASH CARRIERS.

GIVE PROTECTION, QUICK SERVICE AND ECONOMY



Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office

Boston Office

500 Penn Mutual Bldg.

161 Devonshire Street

District Offices in all Principal Cities

THERE IS SATISFACTION

In handling a product which you know to be high grade. Gail Borden was the Pioneer in the condensing of Milk. The Borden Products have been Manufactured for 50 years with scrupulous care for those who demand the Best, and you are safe in recommending the Borden Brands as the

STANDARDS OF QUALITY.



PEERLESS

BRAND EVAPORATED
MILK

An Unsweetened Condensed Milk.

**ONE OF THE
BORDEN
STANDARDS.**

BORDEN'S CONDENSED MILK CO.
EST. 1857 "LEADERS OF QUALITY" NEW YORK



"One Ounce of Prevention Is Worth a Pound of Cure"

If you will tell your customers to use the product pictured here, on their floors it will make them look like new and it will preserve them. A floor treated with **Moore's Wax** will last twice as long as one that isn't. Your customers are getting this wax from paint stores. You might as well have this money. Besides the big profit, every case contains Universal Coupons for you and your customers.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

You Are the One That Gets Hurt

When you sell your customers a low-priced coffee. You are taking chances unless it's ARIOSA, because it is very difficult to get a good quality of coffee at a low price and yet have the flavor always the same.

You can't afford to take chances. We buy in larger quantities than any five concerns in the country, and we can afford to give quality and make a price that nobody can duplicate.

ARBUCKLE BROTHERS
New York

MONEY IN "ELBOW ROOM"

There is selling power in a well arranged store where goods are in sight and convenient. With the right fixtures you can actually *get more* into your store and still have "elbow room" for yourself and customers.

We can equip your store with such fixtures at less cost including

Our Charge for the Planning

than you could buy them for. We have equipped stores from Maine to California.

Why not learn of our methods? Just write and let us show you what we have done for others. Our experience costs you nothing.

J. A. FLESCH & SON
ARCHITECTS AND DESIGNERS
OF STORE FIXTURES FOR MODERN GROCERY STORES
1012 OPERA HOUSE BUILDING
112 CLARK STREET
CHICAGO

Wrap Up the Penny

It is poor business to give away a part of your **profits** to each customer if they do not know you are doing so.

If you give 52 cents' worth of coffee for 50 cents without your customer knowing it **you lose** two cents and receive no benefit from your generosity. Remember it is **your** loss.

Better sell 50 cents' worth for 48 cents, or put the two pennies in the package where they will be seen and thus

Advertise Your Business

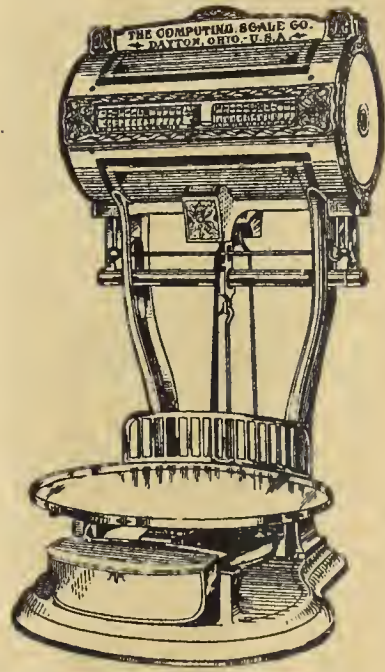
The **best** and **safest** way to secure trade and hold it is to use such methods as will promote **absolute confidence**. Impress upon your customers the fact that you are trying to be **fair** and **square** with them. The **surest** way to show this is to use

Dayton Moneyweight Scales

There is nothing on the market to-day which will bring as **large** and as **sure** returns on the money invested as our **latest improved scales**.

Eighteen years of experience and development places us in a position to equip the merchant with scales which produce the desired results in the **quickest** and **surest** way. Let us **prove** it.

It is **no credit** to be the **last** to investigate, therefore, send in the attached coupon or your name and address by return mail.



The new low platform No.
140 DAYTON Scale

Moneyweight Scale Co.

35 State Street, Chicago



DISTRICT OFFICES: { Philadelphia Office, 1651 N. 8th Street.
Pittsburg Office, 205 McCance Bldg.

New York Office, 11 E. 14th Street
Buffalo Office, 62 Pearl Street.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

Date.....

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME

STREET and NO.....

TOWN..... STATE.....

BUSINESS

-13-

HIRES CONDENSED MILK



Silver.....	4.15
Queen.....	4.00
Premium.....	3.85
Blue Ribbon.....	3.85
Gold, tall.....	3.75
Gold, family.....	3.15

COCOANUT.

Franklin Baker Co's—

Per case



Brazil, 70 5-cent packages.....	2.50
" 35 10-cent ".....	2.50
" 38 5-cent and 16 10-cent packages.....	2.50
" 18 20 cent packages.....	2.50
Per lb.	
" Shred, in pails, 20 lbs.....	.10
" " in boxes, 25 lbs.....	.09 3/4
" " in barrels, 135 lbs.....	.09
Table Talk, Thread, in pails, 20 lbs.....	.10
" " in boxes, 25 lbs.....	.09 3/4
" " in barrels, 135 lbs.....	.09
Premium, 60 1/4-lb. packages, 15 lbs. to case	.22
" 30 1/2-lb. " 15 " " "	.22
" 30 1/4-lb. and 15 1/2-lb. packages,	.22 1/2
15 lbs. to case.....	.22 1/2
Schep's Shredded, 1/4-lb. pkgs., 15 lbs. to case	.23 1/2
" 1/2-lb. " " " " "	.22 1/2
Dunham's, 5-cent package.....	.20
" " " " " " " " " " " "	.26
" " " " " " " " " " " "	.28
" " " " " " " " " " " "	.26 1/2

COCOANUTS.

Franklin Baker Co's—

Per bag

Porto Rico, Jumbo, 80s.....	4.00
San Blas, 100s.....	3.50

CRACKERS AND CAKES.

A. Exton & Co.—	Bbls.	Bxs.
Butter Crackers.....	.08	.08 1/2
Oyster.....	.08	.08 1/2
Wine Scroll.....	.10	.10 1/2
Cracker Dust.....	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son—	Bbls.	Bxs.
Assorted Jumbles.....	.07 1/2	.08
Brown Edge Water.....	.10	.10
Butter Thin.....	.12	.12
Clover Mixed.....	.08	.08
Cocoanut Ripple.....	.10	.10
Cookie Mixed.....	.08 1/2	.09
Crystal Bar.....	.09	.09
Fig Bars.....	.10	.10
Frosted Spiced Wafer.....	.09	.09
Fruit Cookies.....	.08 1/2	.09
Fruit Gem.....	.08	.08
Graham Wafer.....	.10	.10
Grandma Cookies.....	.08 1/2	.09
Honey Jumbles, XX.....	.09 1/2	.10
Iced Charter Oak.....	.09	.09
Iced Ginger Tablet.....	.08	.08
Iced Honey Jumbles.....	.09 1/2	.10
Iced Penn Treaty.....	.07	.09 1/2
Iced Vedette Wafer.....	.07 1/2	.08
Lemon Bar.....	.08 1/2	.09
Man-in-the-Moon.....	.08	.08
Milk Lunch.....	.07	.07 1/2
Orange Cookies.....	.07 1/2	.08
Quaker City Mixed.....	.07 1/2	.08
Salted Strips.....	.08 1/2	.09
Saltines.....	.12	.12
Soda Biscuit XX.....	.06	.06 1/2
Soda Biscuit XXX.....	.06 1/2	.07
Spiced Wafers.....	.07 1/2	.08
Sunshine Cookies.....	.07 1/2	.08
Water Crackers Star.....	.06 1/2	.07
Package goods—		
Animals.....	.50	.50
Butter Thin.....	1.00	1.00
Gingerettes.....	1.00	1.00
Gold Medal Soda (small).....	.50	.50
" " (large).....	.90	.90
Graham Wafers.....	1.00	1.00
Ivinettes.....	.50	.50
Milk Lunch.....	1.00	1.00
Our Ginger Snaps.....	.50	.50
Pink Tea.....	1.00	1.00
Sugar Snaps.....	.50	.50
Saltona Biscuit.....	1.00	1.00
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

-14-

DELIKATESSEN.

Wein Senf, Prepared Mustard.

Stone Pots, small size, 2 doz in case, per doz.	1.15
" " with Horse radish, p.dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
" " with Horse-radish, p.dz.	1.75
Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars.....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs.....	
" " in 10 " " " " " "	.25-.40
" " in 5 " " " " " "	
" " in 2 gallon pails.....per pail	.75
" " in 1 " " " " " "	.40
Prepared Special, with spoon, 2 doz. in case,	
per doz.....	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case,	
per doz.....	.95

Imported and American Fancy Cheese.

Emmenthaler Swiss Cheese, Selected tub.....	.23
" " " " " " " " " " " "	.24
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case, per lb., .32 1/2 "	.34
Parmesan, loaves about 30 lbs.....loaf, .27 cut,	.32
Edam Cheese, 12 in case.....case, 10.50, single,	.80
" " in tin.....per lb.	.26
" 1-lb. tins.....per case	3.75
Camembert, in wood boxes.....per doz., 2.75-2.85	
Sap Sago, grated, ready for use, 10 oz. bottles,	
per doz.....	1.45
Parmesan, grated, ready for use, large bottles,	
per doz.....	1.75
Parmesan, grated, ready for use, small bottles,	
per doz.....	1.75
Olmutter Hand Cheese, 100 in box.....	2.25
Edelweiss, Romatour and Bier-Kase.....per doz.	4.00
American Swiss, No. 1.....loaf, .16 cut,	.19
" " Square loaves, No. 1, about	
25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, .14;	.16
1/2 box, 14; less.....	.16
Muenster Cheese.....per lb.	.17
Brick Cheese, No. 1.....	.16
English Dairy Cheese.....	.17 1/2
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box.....	2.25
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 " " " " " "	2.40
Picnic size, 2 " " " " " "	1.35
Trial size.....	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " No. 1 " " " " " "	2.40
" Roquefort " " " " " "	2.95
" " " " " " " " " " " "	1.45
Fromage de Brie, M. C. C., 1 in box.....per box	1.55
" d'Isigny, 6 " " " " " "	1.55
Wm. Tell brand, 12 in box.....	1.40
Neufchatel (Cow brand), 25 in box.....	.95
Star Cream, or Phila., 12 " " " " " "	1.90
Miniature Cream, or Phila., 12 in box.....	.95
Hand Cheese, 8 doz.....	1.35
" 4 " " " " " " " " " "	.70
" 4 " " " " " " " " " "	.85
Farmer Hand Cheese, 4 doz. in box.....	1.45
Schutzen Cheese, 12 in box.....	1.25
American Mountain Cheese (Alpen Kase), 50	
1-lb. packages.....per lb.	.18

Imported and American Meats and Sausages.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" " 8 " " " " " " " " " "	2.75
Carlsbad Speck (Imported Bacon).....	.32
Imported Cervelat Sausage (Rolf's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner.....by bbl. .12; less, per lb.	.14
" Landjager, short.....	.24
" " long.....	.25
" Mortadella, Dry.....	.25
" Knackwurst, 25 in box, per box,	
\$4.75.....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes,	
.21 1/2; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-	
lb. boxes, .20; less.....	.21
" Cervelat, Crescent, 50 and 100-lb.	
boxes, .17; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb.	
boxes, .14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb.	
boxes, .23 1/2; less.....	.25
" Salami (E), 50 and 100-lb. boxes,	
.20; less.....	.22
" Salami, Blue Ribbon, 50 and 100-lb.	
boxes, .18 1/2; less.....	.20
" Salami, G. A. P., 50 and 100-lb.	
boxes, .16 1/2; less.....	.18
" Tongue Sausage.....per lb.	.18
Smoked Braunschweiger Liver Sau-	
sage.....per lb.	.15
" Lachs Ham.....	.28
" Petit Delicatess Frankfurters, plain,	
per doz.....	1.00
" " Sauer Kraut.....per doz.	1.00
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck.....	.18
Mettwurst, half-round.....	.16
Liver Sausage (Special), truffle, goose, or sar-	
dellen.....per lb.	.24
Smoked Thuringer Blutwurst.....	.18
" Pfefferwurst.....	.18

-15-

Pickled Meats.

	Per doz.	
Lamb Tongues (Derby Brand), pint glass jars.	4.75	
“ “ quart glass jars.	5.75	
“ “ 10-oz. jars.....	2.50	
Calves' Head, in round tins.....per doz.	1.65	
Pickled Meats, in glass..... “	1.00	
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)		
Beef Salad, in glass.....	1.00	
“ “ pints.....		
“ “ quarts.....		
Lamb Tongues, in glass.....	1.60	

Holland and Scotland Herrings.

Holland—	Kegs or	Pails.
Mixed, "Y. M., " 1/2 bbl.....	5.50	.60-.75
Milkers, "Y. M., " 1/2 bbl.....	6.50	.75-.85
Mixed, standard, bbl.....	5.50-6.50	
Milkers, standard, bbl.....	1/2 bbl.....	
Scotland—		
Mixed, large, fulls, bbl.....		8.00
" " 1/2 bbl.....		8.00
Milkers, " bbl.....		8.00
" " 1/2 bbl.....		8.00
Marinirte Herring, imported, about 40 in pail.		1.25
Roll Herring, imported, about 25 in pail.....		1.00
Spiced Herring, imported, about 40 in pail.....		1.00
Norway Stockfish, dry.....per lb.		.15
Matjes Herring.....per pail		

Bismarck Herring.

Round tins, with key, pint.....	Per tin.	.20
" " quart.....	.35	
" " 2 quart.....	.55	
" " 4 quart.....	1.10	

Smoked Delicatessen Fish, in Season.

Roll Mops, 4 quart tin.....	1.10
“ 2 quart tin .....	.60
“ quart tin .....	.50
Brat-Haring, 4 quart tin.....	1.10
“ 2 quart tin.....	.60
“ quart tin.....	.40
English Sprats, 36 bunches.....	per box
Kruger's Roll- and Brat-Haring, oval tins,	per doz.
	2.50

Russian Sardines.

Imported fish, Wallkoff brand.....per keg	.75
" 5-lb. pails.....per pail	.55
" 10-lb. pails.....	1.05
Cut Spiced Sardines, 10-lb. pail.....	.75
" 5-gal. keg.....per keg	2.75
Russian Sardines, in glass jars.....per doz.	2.25

Norway Anchovies.

Original package.....per 1/2 bbl.	5.50
Repacked in 5-lb. pails.....per pail	.60
" 10-lb. pails.....	1.10
" 5-gal. kegs.....per keg	2.75
" 1/2 lb. flat tins.....per doz.	.95
" 1/2-lb. tall tins.....	1.50
" 1-lb. tall tins.....	2.00
Fancy kegs, keg.....	.80
" 1/2 keg.....	.42
" 1/4 keg.....	.32
" 1/8 keg.....	.20

Salt Sardellen.

Original packages, 1902.....per anker	16.00
Repacked, kegs, about 8 lbs.....per keg	3.25
" pint jars.....per doz.	6.00
" large tumblers.....	2.25
" small tumblers.....	1.25

Russian Caviar.

1-lb. tins.....	Per doz.	19.50
1/2-lb. tins.....	10.50	
1/4-lb. tins.....	5.50	
1/8-lb. tins.....	2.75	

German Dill Pickles—Regular Size.

60-gal. casks, about 2000.....per cask		
50-gal. bbls., about 1200.....per bbl.		
15-gal. keg, about 500.....per 100		
10-gal. keg, about 300.....	1.00	
5-gal. keg, about 150.....		
10-lb. pail, about 50.....per pail		

Domestic Sourkrout—Long Cut.

60-gal. casks.....per cask		
48-gal. bbls.....per bbl.	6.50	
10-gal. kegs.....per keg	2.40	
5-gal. kegs.....per keg	1.25	
10-lb. pails.....per pail		

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....per lb.	.18
Spitzkugeln.....	.25

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.....per bundle	.30
Basler Lebkuchen, No. 1, 6 " " " "	.50
" No. 2, 6 " " " "	.75
" No. 3, 6 " " " "	1.00
Amandines, 9-lb. tins.....per tin	5.25
" small tins.....	.55

-16-

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg.....	2.50
" " 10-gal. keg.....	4.50

Sundries.

German Egg Potatoes, original bags, 110 lbs.,		
per bag.....	2.50	
Green Kern.....per lb.		
Potato Flour.....		
German Dried Pears.....		
Dried Mushrooms.....	.60-1.00	
Juniper Berries.....		
St. John's Bread.....		
Bay Leaves.....	.06-	

COTTOLINE.

30 2-lb. tins.....per case	6.50
15 4-lb. tins.....	6.50
6 10-lb. tins.....	6.50
Freight prepaid on two-case lots.	

EGGS.

Nearby, candled and selected, 30-doz. crates.....	2.25
Western.....	2.25

CHEESE.

New York, full cream, new, fancy, 40-lb. bxs.	
" " " " " " " " " " " "	
Picnic, full cream, new, fancy, 20-lb. boxes.....	

FANCY GROCERIES.

Almond Staple Paste, 5 lb. cans.....per lb.	4.
Anchovies, in oil, $\frac{2}{3}$ bottles.....	3.

Fresh Roasted Coffee



When you buy **Café des Gourmets** Coffee you can give your customers Coffee as nearly fresh roasted as possible. This is due to the fact that immediately after roasting it is put up in air-tight cans, thus keeping all the fine natural flavor and freshness intact.

Café des Gourmets is a blend of high-grade Coffees so arranged that it will satisfy the taste of your most exacting customers. Once you give it a trial no other Coffee will take its place. It costs you 25 cents a pound and will pay you a nice profit.

SAMUEL WILDE'S SONS CO., Importers

Coffees Teas and Spices

11 DUTCH STREET - NEW YORK

Who Thinks For You?

You do it yourself, don't you? Did you wait for others to select your store and your stock, and tell you how to run your business?

If our advertising sent people to *demand* that you sell our Macaroni, Spaghetti, Noodles and Pastels would you feel pleasant?

But, think this over. You can depend on our goods and know their fine quality will increase your trade.

You can make a good profit on them and every case brings you Universal Coupons which are good as cash in buying almost anything you want.

We work *with* you, not *against* you. Will you push our goods?

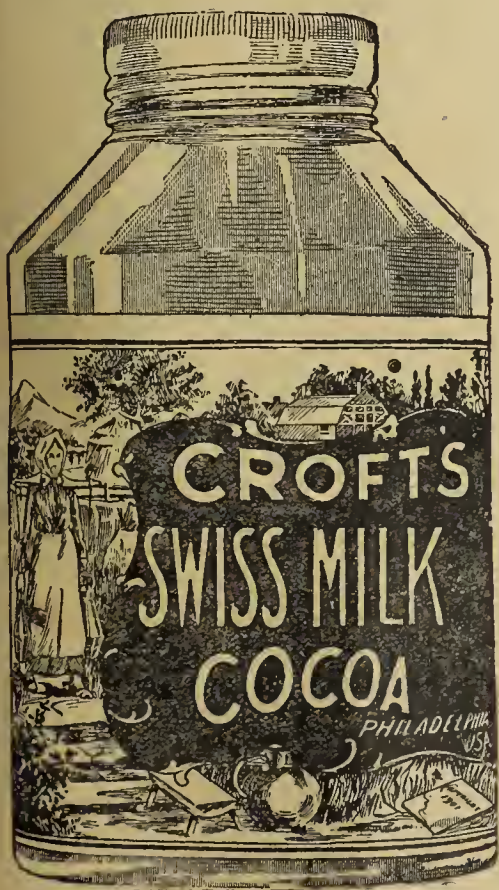
The

Freihofner

**Vienna Baking
Company**

Philadelphia, Penna.

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as Croft's Swiss Milk Cocoa.

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

**CROFT & ALLEN CO. Philadelphia
PENNSYLVANIA**

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents

PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.70
Gold Medal	6.55
Millbourne	6.45
On Top	6.40
Ceresota	6.50
Pillsbury's Best	6.45
Taylor's Fancy	5.25
Semper Idem	4.60
Pride of the West	5.00
Sunbeam	4.90
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
Lea's, white, table, 100 lbs.	2.45
" yellow, granulated, 100 lbs.	2.45
" table, 100 lbs.	2.35
Western, yellow, granulated, 100 lbs.	2.10
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 is.	per case 1.50
Schumacher's, 24 packages	1.25
Beans—	Per bushel.
California Lima	per lb. .057½
Marrows, fancy, N. Y. State, grain bags	2.47½
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.55
Pea, fancy, grain bags	2.60
" Michigan, grain bags	2.50
Red Kidneys	2.00
Peas—	
Green	2.45
Scotch	2.60
Split, yellow	2.25
" green	
Lentils—	Per lb.
ooooo, 110-lb. bags	.05½
Less quantity	.06½
Shaker Corn—	
Fancy, barrels	.05½
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100-lb. bags	
" Grits, 100-lb. bags	
Barley—	
OO	.05½
No. 3, 100 lb. bags	2.85
Noodles—	Per case.
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B	per bbl.
B, 100-lb. kegs	per keg
Oaten Goods—	Per case.
Avena, 18 packages	1.42½
Banner Oats, 20 packages	4.35
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62½
" 36 packages	3.25
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg
Standard, 180 lb. bbls.	
" 90-lb. bags	
Sago—	
Fine, bags about 160 lbs.	.03¾
50-lb. lots	.04½
Admiral, pearl, 24s	.07½
Tapioca—	
Instantaneous, 50 is.	.08½
Colburn's Hasty, 36 packages	.06½
Minute, ¼ gross	per box 2.85
Flake, about 125 lbs.	per lb. .04¼
" less quantity	" .04¾
Pearl, 150 lbs.	" .03½
" less quantity	" .04

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Forre Food, 36 packages	3.20
Maple Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.85
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.55
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.20

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57½
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87½
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87½
Jell-O Ice Cream Powder, 2 doz.	.97½
Jellycon, 1 doz.	.87½
" assorted flavors, 3½ doz.	.87½
Chalmer's, shredded	1.00
" granulated	1.00
" No. 1 packages	.45
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Peter Cooper	.85
Tryphosa	.95
Imperial Wine Jelly	.95
Gelatine, McKinley's	per gross 11.00
Wetmore's, double refined, 36 10-c. packages	.85
Pudding, assorted, 2 doz.	per case 2.70
D-Zerta Jelly, assorted, 2 doz.	1.60
	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05¾
" Elbows, square, 25 lbs.	.05¾
" Macaroni, long, 25 lbs.	.05¾
" square, 25 lbs.	.06½
" Spaghetti, long, 25 lbs.	.05¾
" Vermicelli, square, 25 lbs.	.05¾
" Macaroni, bulk, 25 lbs.	.05¼

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bores, No. 2, 1½ to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" " No. 4	" 5.40
" " No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

Sherer's Eclipse Counters—			
No.	Length.	No. of Drawers	Each.
6½.....	3 feet, 8 inches.....	9.....	15.00
8½.....	4 feet, 10 inches.....	12.....	20.00
10½.....	6 feet.....	15.....	25.00
12½.....	7 feet, 3 inches.....	18.....	28.00
14½.....	8 feet, 6 inches.....	21.....	31.00
16½.....	9 feet, 8 inches.....	24.....	35.00
18½.....	10 feet, 10 inches.....	27.....	40.00
20½.....	12 feet.....	30.....	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .95
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90

Thredded Fish.

Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	240-280				
Ex. Norway, No. 3	325-375	22.00	11.60	6.00	1.35
Ex. Norway, No. 4	410-460	20.00	10.60	5.50	1.25
Ex. Bloaters, XXX	90-95	35.00	18.10	9.25	2.00
Ex. Bloaters, XX	100-110	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	190-210	22.00	11.60	6.00	1.35
Med. Shore, No. 1	220-240	20.00	10.60	5.50	1.25
Large Shore, No. 1	110-130				
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.50	8.35	4.58	1.03
Small Irish, No. 2	475-525	15.00	8.10	4.25	1.00
New Medium Shore	160-180				
New Large Shore	110-120				
Large, No. 2	230-250	15.00	8.10	4.25	1.00

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round, Large	7.00	4.10			
Shore, Round, Med.	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Shad, No. 1, Mess. new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess. new	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.13

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08½

Star Brand Boneless Herring.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½
In original cases, 450 lbs., ¼ c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .27
Smoked Salmon, whole fish	"
Cromarty Bloaters, 50s.	per box
" 100s.	"

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	
Apricots—	
Extra Choice Royals, 25 lbs.	
Choice Royals, 25 lbs.	.09¾
Cherries—	
California, unpitted, Black, 25 lbs.	
California, pitted, Black, 25 lbs.	
Currents—	
Gold Medal, recleaned, 36 1s.	.07¾
Gold Medal, loose, 25 lbs.	.07¾
Private Growth, extra, cleaned, 36 lbs.	.07½
" cleaned, 30 lbs. bulk	.07¼
Peaches—	
Fancy Muirs, 50 lbs.	.10½
Extra Choice Muirs, 50 lbs.	.09½
Choice Muirs, 50 lbs.	.08½
Extra Choice, Yellow, 25 lbs.	.07¾
Choice Yellow, 25 lbs.	.07¼
Pears—	
Choice California, Bartlett, 25 lbs.	.10

-20-

Prunes— Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oreg.
20-30, 25 lbs.				
30-40, 25 "	.08¾	.08½	.08	
40-50, 25 "	.07¾	.07½	.07¼	
50-60, 25 "	.07¼	.07		
60-70, 25 "	.07	.06¾		
70-80, 25 "	.06¾	.06½	.06¼	
80-90, 25 "				
90-100, 25 "	.05½		.05¼	
100-120, 25 "		.04¼	.04¼	
120-150, 25 "				

Raisins—	
Muscatsels, 4 crown, 50 lb.	.05
" 3 " 50 lb.	.05
" 2 " 50 lb.	.05
Cal. Thompson Seedless, 50 lbs.	.06½
Cal. Cleaned Sultanias, 50 lbs.	.06
Cal. Sultanias, 50 lbs.	.06½
Cal. Seedless Muscatsels, 50 lbs.	.06
Gilbert's, Laver, Valencias, 28 lbs.	.05½
Raisins, Seeded—	
G. & S. fancy, 36 1s.	.08½
Gold Ribbon, fancy, 36 1s.	.08
Owl, fancy, 36 1s.	.08
Harvest, choice, 36 1s.	.07½
Citron, fancy, boxes, 10 lbs.	.15
" fancy, 25 lbs.	.15½
Lemon Peel, fancy, boxes, 10 lbs., net	.11
Orange Peel, fancy, boxes, 10 lbs., net	.12

CEREAL COFFEE.

Postum Cereal—	Per doz.
15-cent size, 2 doz.	1.35
25-cent size, 1 doz.	2.25
15- and 25-cent size, assorted	2.50
Ralston Health Cereal, 36 packages	3.50

HORSE RADISH.

Tumblers, 10-c. size, 2 doz.	per doz. .65
Tumblers, 5-c. size, 2 doz.	" .42½
Tumblers, 10-c., Lord's Prayer, 2 doz.	"

INK.

Arnold's, black, 32	per bottle .48
Continental, red, 1 doz.	.30
" black, 3 doz.	.25
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	per bottle .58

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Macbeth Pearl Top.....	3.90	4.10	4.80
Acme, Victor Top.....	3.60	4.20	4.80
Pure Flint, Lustre Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. 0, Tubular Lantern Globes.....	5 doz. 2.75		
Cold Blast	4½ doz. 3.38		
		No. 1.	No. 2.
Jumbo Chimneys, plain..... per doz.	.75	.85	
“ dec., 107.. “	.90	1.00	
	No. 0.	No. 1.	No. 2.
Banner Burners.....	.45	.55	.75
No charge for packages.			
Oil Cans—	Per doz.		
1-gal., glass	2.25		
1-gal., galvanized.....	2.10		
5-gal., Lennox, spout	5.00		
5-gal., “ spigot.....	5.50		
5-gal., Columbia.....	7.00		
5 gal., Banner.....	8.00		
5 gal., Climax, pump.....	10.00		
5-gal., Home Rule, pump.....	12.00		
Lanterns—			
No. 0, Standard	4.75		
No. 0, Dash	7.80		
Cold Blast	8.00		

LIME.	
Prepared, 2 doz. in case.....	per doz. .52½
Chloride, Acme, sifting, 25-lb. boxes, 1 lb .....	.05½
“ “ “ 25-lb. boxes, ½ lb.....	.06½

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company

QUINCY

CHICAGO

BUFFALO

The first man who tried to catch a Fly,
did it without



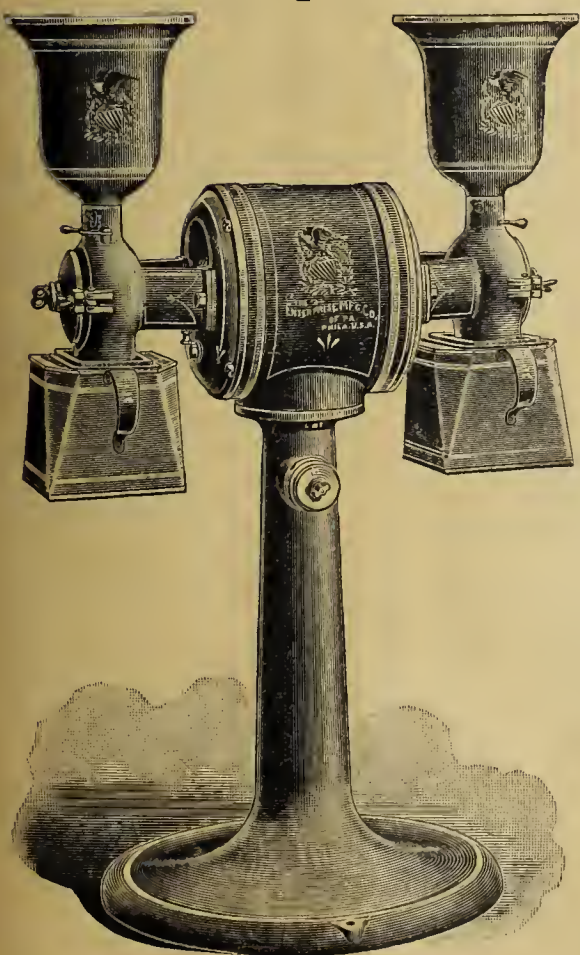
Brown's Fly Coil

and the Fly got away. That's why we are bothered with millions of them to-day. BROWN'S FLY COIL is the thing to catch these millions with, because the Flies can't leave it alone and can't get away from it. Will catch more Flies to the square inch than any other Fly-catching device extant. It is neat, clean, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your Flies and your trade.

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day*. They are **Direct Connected**. They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other Mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute; and pulverize $\frac{1}{2}$ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H. P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Manufacturing Co. of Pa.

Philadelphia, U. S. A.

21 Murray Street, New York

438 Market Street, San Francisco

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.30
Lewis.....	3.25
Red Seal 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
King Bird—	
100s, 3 gross.....	2.85
500s, 1 gross.....	4.00
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
65s.....	.41
100s, 5 gross.....	.90
500s.....	3.95
Vulcan Safety—	
65s, No. 37.....	.55
65s, No. 2.....	.45
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazeppa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¼
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....per lb.	.08¾
" 18, 37 and 68-lb. buckets.....	.09
" 6 10-lb. buckets.....per crate	6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....per case	3.80
" XXX, 18, 37 and 68-lb. buckets,	
per lb.....	.13
" 6 5-lb. glass jars, per case	4.40
Fairmount, bbls. and ½ bbls.....per lb.	.07¾
" 18, 37 and 68-lb. buckets.....	.08
Wm. J. Troth—	
Famous, bbls. and ½ bbls.....per lb.	.08¾
" 18, 37 and 68-lb. buckets.....	.09
" 6 10-lb. buckets.....per crate	6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....per case	3.80
" XXX, 18, 37 and 68-lb. buckets,	
per lb.....	.13
" 6 5-lb. glass jars...per case	4.40
Golden, bbls. and ½ bbls.....per lb.	.07¾
" 18, 37 and 68-lb. buckets.....	.08

	Per case.
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
Family, Seedless—	
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
No. 18, 37 and 68, wooden pails.....per lb.	.13
Barrels, halves, quarters and kits.....per lb.	.12¾
Celebrated, Seedless—	
Bbls., ½s and ¼s.....per lb.	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....gross	11.00
Condensed, 6½ doz. in case.....gross	11.00
Keystone—	
Bbls., ½s and ¼s.....per lb.	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.07½
18 and 37 lb. kanakins.....	.08
10-lb. kanakins, 6 to crate.....per doz.	9.80
5-lb. " 6 to crate.....	5.30
5-lb. glass jars, 6 to crate.....	6.25
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., kegs and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04¾
National, bbls., ½ bbls. and 30-lb. kits.....	.05¾
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.04¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¾

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" " ½ pints.....	2.20
" Extra, quarts.....	5.40
" " pints.....	4.60
" " ½ pints.....	2.15
Fourrees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" " ½ pints, 2 doz.....	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" " 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....per gal.	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscano, J. L. Neff & Co., Agents—	
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 16-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-g l. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	

American Oil.

	Per doz.
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" " pints, 2 doz.....	9.00
" " ½ pints, 2 doz.....	4.75
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....per gal.	2.10
10 ½ gal. tins.....	2.20
20 ¼-gal. tins.....	2.25

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 36, full.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches	
wide.....per lb.	.03
Roll—	
White, light weight, 12, 15, 18, 20 or 24	
inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches	
wide.....	.03¾
Glazed silk parchment, 12, 15, 18, 20 or 24	
inches wide.....	.03¾
White tea, 12 x 16, reg.....per package	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

	Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.
Size of Bag.	
1/4.....	.43
1/2.....	.52
1.....	.78
2.....	.97
3.....	1.25
4.....	1.39
5.....	1.65
6.....	1.95
8.....	2.29
10.....	2.55
12.....	3.11
14.....	3.97
16.....	4.41
20.....	4.79
25.....	4.80
Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	
Buffalo Yellow, Self-opening, Square.	
Panther, Yellow Union, Self-open- ing Square.	
Union Bear Auto- matic, Self-open- ing Square.	
Wolf Automatic, Self-opening Square.	
Record or Flyer, Square, or Peer- less Satchel Bot.	
1/4.....	.31
1/2.....	.37
1.....	.45
2.....	.53
3.....	.65
4.....	.77
5.....	.91
6.....	1.03
8.....	1.19
10.....	1.37
12.....	1.65
14.....	1.93
16.....	2.21
20.....	2.49
25.....	2.77

	Price per 1,000 and not less than 500 lots.
Plain flour sacks, 12½-lb.....per M.	4.00
" 25-lb.....	5.75
" 50-lb.....	11.00

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....per doz.	4.75
" " quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....per pail	2.50
Tripe, 10-lb. pails.....	.90
5-gal. kegs.....per keg	2.00
Pigs' Feet, 10-lb. pails.....per pail	1.00
5-gal. kegs.....per keg	2.25
Pickled Beef Salad, in glass.....per doz.	1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....per keg	.75
" 5-lb. pails.....per pail	.50
" 10-lb. pails.....	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.10
100 10-oz. ".....	4.00
24 20-oz. ".....	2.05
48 20-oz. ".....	4.00
I-X-L, 40 1s, White Rice.....	2.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½

PICKLES.

45 gal., 1200s.....per bbl.	9.20
45 gal., 1000s.....	8.65
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....per keg	3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....per pail	1.00
Williams Bros.—	
No. 8, Sour Gherkins, 2 doz.....	.85
No. 8, Sweet Gherkins, 2 doz.....	.90
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed,	
Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

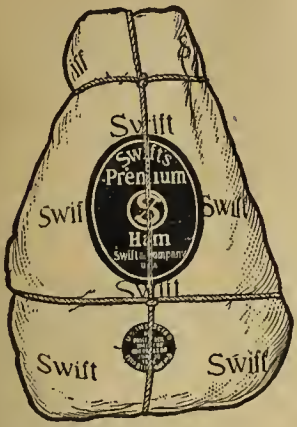
Glass, per case of—	2 doz.	1 doz.	1 doz.	½ doz.
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.				
½ pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.20				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gals.				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

	Per gal.
Duffy's—	
Pure Apple, extra old, bbls.....	.16
" 40 grain, bbls.....	.15
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.16
White Wine, 90 degrees.....	.20
Crown brand, pure cider, quarts.....per doz.	.90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" extra strength.....	.15
Crosse & Blackwell's.....per doz.	2.00

PROVISIONS.

Hams, skinback, 18-20 lbs.....	.13	¾
“ 14-16 lbs.....	.12	¾
“ 10-12 lbs.....	.13	¾
Picnics, 6-8 lbs.....	.09	
N. Y. Shoulders, 10-12 lbs....	.10	
Dried Beef, sets, city smoked.....	.18	
“ tenders and knucks.....	.20	
“ flats.....	.16	
“ air dried, sets.....	.24	
“ “ tenders and knucks.....	.24	
Jersey Pork, butt.....per bbl.	17.75	
“ family.....	20.00	
Breakfast Bacon, rib in.....	.13	
“ boneless.....	.14	¾
S. P. Bellies, 14-15 lbs.....	.11	
Bologna, 25-lb. boxes.....	.08	
Boiled Boneless Ham.....	.22	
Beef Tongues, smoked, 5-6 lbs.....per doz.	9.00	
Cooked Compressed Ham, 25-lb. boxes.....	.10	½
Covered Hams, ¼-cent extra; Covered Shoulders		
Picnics and Bacon, ½-cent extra.		
Armour & Co.—		
Star Hams, regular, 10 to 12 lbs.....	.14	¾
“ “ 12 to 14 lbs.....	.14	¾
“ “ 14 to 16 lbs.....	.14	¾
“ skinbacks.....	.15	¾
Shield Hams, 10 lb. average.....	.13	¾
“ 12 “.....	.13	¾
“ 14 “.....	.13	¾
“ 16 “.....	.13	
“ 18 “.....	.13	
“ skinbacks.....	.14	
Picnic Hams, 5 to 6 lbs.....	.08	½
“ 6 to 8 lbs.....	.08	½
Star Smoked Ox Tongues, long cut.....	.14	¾
“ short cut.....	.17	
Beef Bologna.....	.08	
Shield Parafined Bologna.....	.08	
Berliner Ham.....	.09	½
New Orleans Luncheon Meat.....	.10	
Star Cooked Ox Tongue.....	.30	
John Bower & Co.—		
Honey-cure brand Hams, skinback.....	.15	
“ “ large.....	.15	
“ “ medium.....	.15	
“ “ small.....	.15	
“ Breakfast Bacon.....	.14	
“ boneless.....	.16	
Beef, air-dried, regular sets.....	.20	
“ insides and knuckles.....	.22	
Ham Bologna.....	.12	
Beef Bologna.....	.12	
Boiled Hams.....	.24	
Beef Tongues.....per doz.	8.00	10.00
Swift & Co.—		
Premium brand Hams, 10 lb. ....	.14	¾
“ “ 12 lb.....	.14	¾
“ “ 14 lb.....	.14	¾
“ “ 16 lb.....	.14	¾
“ “ 18 lb.....	.14	¾
“ “ skinned, 18-20 lbs.....	.15	¾
“ “ boiled, skinned, fat- less.....	.26	
“ Bacon.....	.22	
“ Dried Beef, insides.....	.26	
“ Beef Tongues, short cut....	.20	
Winchester brand Hams, skinned, all aver..	.14	¾
“ Picnics.....	.09	



Be an Expert on Hams

You will be surprised to see how many hams you can sell by being able to guarantee every one. Each and every one of **SWIFT'S PREMIUM HAMS** will back up the strongest guarantee you can give it.

You can satisfy your trade and increase it by selling **SWIFT'S PREMIUM HAMS** because their quality never fails.

We keep **PREMIUM HAMS** well advertised, and that makes them easy to sell.

Swift & Company, U. S. A.



"GET SOME"

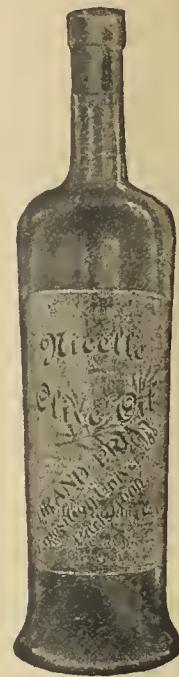


A CERTAIN Philadelphia consumer had long bought a brand of baked beans that we consider next best to **Van Camp's**. One day she bought **Van Camp's**, and at once began to buy them always and dropped the other brand. Asked the difference, she said she couldn't

describe it, but "**Van Camp's** somehow tasted better."

The consumer's palate is after all the court by which we wish to be judged. We believe we'll get the verdict eight times out of ten. And we should, for better materials go into **Van Camp's Pork and Beans** than into any other brand packed to-day. "Get some" new tradé.

The Van Camp Packing Company
Indianapolis, Indiana



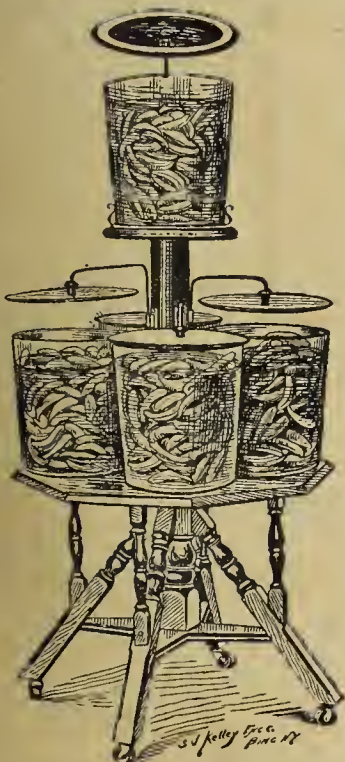
They Must Keep Expert

It is a provable fact that a majority of cooking experts use **Nicelle Olive Oil** in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

Nicelle Olive Oil Co.
105-109 HUDSON STREET, NEW YORK



This Is Not Only a Handsome Ornament, But It Is as Useful as It Is Handsome

This fixture embodies an entirely new idea in the matter of hinge. Instead of covers turning over back you simply lift by the bail and swing to the right when you have the jar exposed for use. The New Idea has four 3-gallon jars made of the best lead flint glass. Composition covers not affected by salt or acids; will not warp. All trimmings are nickel-plated. The woodwork is either solid oak or solid cherry, three-coat finish, no imitation. This fixture is like the others, absolutely fly and dust proof.

You can double your pickle sales by displaying them in this inviting way.
The Welles & Davis Mfg. Co., Wyalusing, Pa.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. **LARD** a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Cut a Can At Our Expense

¶ Cut a can of **Talisman Sardines** (mustard) and see if you ever tasted anything as deliciously appetizing in your life.

¶ No Sardine could be better no matter where packed. We only use the finest selected fish, and we fry them as carefully as if they were for the king's table. The mustard sauce that goes on them is made from a famous recipe and is deliciously piquant.

Swift & Company



-25-

Western Dressed Beef—	
Choice, native cattle.....	.09 -1.10
Common to fair.....	.06 -1.08
City Dressed Veal—	
Prime.....	-1.11
Good to choice.....	-1.10
Dressed Hogs—	
Pigs.....	.09 ¼ -1.10
Hogs, heavy.....	.09 ¼ -1.10
“ 180 lbs.....	.09 ¼ -1.10
“ 160 lbs.....	.09 ¼ -1.10
“ 140 lbs.....	.09 ¼ -1.10
Dressed Sheep and Lambs—	
Lamb, western, good.....	-1.11
“ “ culls.....	-1.09
Sheep, choice.....	.09 ½ -1.08
“ medium.....	-1.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.90 -1.00
Cow Tongues.....	.75 -1.00
Calf Heads, scalded.....	.50 -1.75
Sweetbreads, veal.....	.60 -1.90
“ beef.....	-1.00
Calf Livers.....	.20 -1.25
Beef Kidneys.....	-1.00
Beef Livers.....	-1.06
Ox Tails.....	.50 -1.05
Hearts, beef.....	.03 -1.05
Rolls, beef.....	-1.14
Tenderloin, beef, western.....	-1.20
Fresh Pork, loins, city.....	.10 -1.12
“ “ western.....	-1.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.	
Turkeys—	Per lb.
Western, young hens, 8 to 10 lbs.....	.18 -1.20
“ young toms, 15 to 17 lbs.....	.18 -1.20
Old hens and toms.....	.18 -1.20
Common to good.....	.15 -1.18
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy.....	.20 -1.22
Philadelphia, fresh killed, 3 ½ to 4 lbs. to pair.....	.20 -1.22
Philadelphia, fresh killed, 3 to 3 ½ lbs. to pair, fancy.....	.20 -1.22
Western, 4 to 4 ½ lbs. to pair, fancy.....	.18 -1.20
“ 3 to 3 ½ lbs. to pair, fancy.....	.18 -1.20
“ fair to good.....	.15 -1.16
Fowls—	
Western, fancy.....	.14 ½ -1.15
Heavy Roasters, 4 to 5 lbs.....	.18 -1.20
Fair to good.....	.16 -1.18
Old cocks.....	.10 -1.11
Western capons, fancy.....	
“ small.....	Per doz.
Squabs—	
Prime, large, fancy.....	3.00-3.50
Mixed.....	2.50-3.00
Dark.....	1.25-1.50

LIVE POULTRY.

Spring Chickens, nearby, 1 ½ to 2 lbs.....	.16 -1.17
Large Springers.....	.16 -1.18
Fowls.....	.13 ½ -1.14
Roosters.....	-1.10
Ducks.....	.11 -1.13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or No. 1, 2 doz.....	.85
“ 1 doz.....	.85
Large, or No. 2, 1 doz.....	1.40
1-lb. cans, 1 doz.....	4.00
2-lb. cans, ½ doz.....	3.75
3-lb. cans, ½ doz.....	5.40
5-lb. cans, ½ doz.....	8.70

SAUER KRAUT.

Extra quality, 50-gal. tierces.....	5.65
“ 15-gal. kegs.....	2.75
Victory, extra fancy, No. 3, 2 doz.....	.82 ½
Spring Garden, fancy, No. 3, 2 doz.....	.80
Compass, No. 3, cans, 2 doz.....	.75

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, ½ lb., 2 doz.....	1.00
Round conical, with key, No. 1, 1 doz.....	2.35
“ “ No. 2, 1 doz.....	4.25
“ “ No. 3, ½ doz.....	6.50
“ “ No. 4, ½ doz.....	8.50
P. P. Sauce, No. 1, 2 doz.....	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.....	2.00
No. 1, cans, 1 doz.....	2.25
No. 2, cans, 1 doz.....	4.00
No. 3, cans, ½ doz.....	3.25
No. 4, cans, ½ doz.....	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars.....	.97 ½
No. 5, toy pails.....	2.45
American, pure apple, tumblers, assorted slices.....	.88
Schimmel's, No. 10, tumblers.....	.83
National, No. 10, tumblers.....	.72 ½
“ No. 6, tumblers.....	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails.....	.13 ½
National, 30-lb. pails.....	.09
Southwark, 30-lb. pails.....	.06
“ 4 ½-lb. toy pails, ½ doz.....	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars.....	.98
Southwark, No. 3, tins.....	1.00
“ No. 5, toy pails.....	2.70
“ 30-lb. pails.....	per pail 1.08
“ 20 lb. crocks.....	per lb. .07 ¾
“ Schimmel's, 30-lb. pails.....	.06
Prune, 30-lb. pails.....	.07 ¾
Jams—	
Schimmel's, pure, jars, 2 doz.....	1.70
Southwark, assorted, jars, 2 doz.....	.98
Orange Marmalade—	
Hartley's, imported.....	1.82 ½
Schimmel's, pure.....	1.65
Warrock's Guava Jelly—	
1-lb. tumblers.....	4.00
½-lb. “.....	2.25
Curtice Bros. Preserves—	
Cherries, jars.....	4.85
Strawberries, jars.....	4.60
Raspberries, jars.....	4.60
Apricots, peeled, jars.....	4.85
Pineapple, jars.....	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.			
	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint.....	.85	.85	1.95
Castor Oil.....	.45	.85	1.95
Sweet Oil.....	.40	.85	1.95
Spirits Nitro.....	.45	.85	1.95
Spirits Camphor.....	.45	.85	1.95
Spirits Painters' Commercial.....	.45	.85	1.95
Paragoric.....	.45	.85	1.95
Glycerine.....	.45	.85	1.95
Syrup Squills.....	.45	.85	1.95
Syrup Rhubarb.....	.45	.85	1.95
Syrup Ipecac.....	.45	.85	1.95
Turlington Balsam.....	.45	.85	1.95
Golden Tincture.....	.45	.85	1.95
Tincture Arnica.....	.45	.85	1.95
Balsam de Malta.....	.45	.85	1.95
Bateman Drops, rd bots.....	.45	.85	1.95
Godfrey's Cordial, rd bots.....	.45	.85	1.95
Turpentine.....	.45	.85	1.95
Machine Oil.....	.45	.85	1.95
Laudanum, 15c. size.....	per doz. 1.20		
“ 25c. size.....	per doz. 1.90		
5 per cent. discount in gross lots assorted.			
Alum.....	per lb. .03		
Beef Capsules, Anker's.....	per lb. 3.00		
Borax, powdered, bulk.....	per lb. .08		
“ lump, bulk.....	per lb. .08		
“ 20 Mule-Team, pure, 24 1 lb.....	per case 2.40		
“ “ 48 ½ lb.....	per case 2.60		
“ “ 96 ½ lb.....	per case 2.80		
Butter Color, W. & R.....	per doz. 2.00		
Bull's Cough Syrup.....	per doz. 1.90		
Bluestone, bulk.....	per lb. .06		
Copperas.....	per lb. .01		
Camphor, gum, 1-oz. blocks.....	per lb. .60		
“ flakes, 250-lb. bbls.....	per lb. .02 ¼		
“ “ less quantity.....	per lb. .03 ¼		
“ Tar Balls, 250-lb. bbls.....	per lb. .02 ¾		
“ “ less quantity.....	per lb. .03		
Castoria, Fletcher's.....	per doz. 2.80		
“ Pitcher's.....	per doz. .85		
Carbonate of Ammonia.....	per lb. .11		
Epsom Salts.....	per lb. .01 ½		
Glauber Salts.....	per lb. .01 ½		
Glue, ordinary.....	per lb. .09 ½		
“ white.....	per lb. .20		
Gum Arabic.....	per lb. .50		
Haarlem Oil.....	per doz. .35		
Husband's Magnesia.....	per doz. 2.85		
Jamaica Ginger, Hires', flasks.....	per doz. .90		
Licorice, P. & S., 5c. stick, imported.....	per lb. .36		
“ M. & R., 5-lb. boxes.....	per lb. .23		
“ “ lozenges, 5-lb. boxes.....	per lb. .27		
“ “ 4s, 6s, 8s, 12s, 16s, 5-lb. boxes.....	per lb. .24		
“ root.....	per lb. .11		
Putty, 25-lb. cans.....	per 100 lbs. 1.60		
“ 50-lb. cans.....	per 100 lbs. 1.55		
Petroleum Jelly, screw top, 5c. size.....	per doz. .75		
“ 10c. size.....	per doz. .75		
Paris Green, 100-125-lb. kegs.....	per lb. .24 ½		
“ ¼-lb. packages.....	per lb. .29		
“ ½-lb. packages.....	per lb. .28		
“ 1-lb. packages.....	per lb. .27		
Rosin.....	per lb. .03 ½		
Roach Powder, Omega, 4-oz. cans.....	per gross 9.00		
Roachsaunt, 10c. size.....	per doz. .80		
Saltpetre, crystal, about 350-lb. bbls.....	per lb. .06 ¾		
“ granulated, about 100-lb. kegs.....	per lb. .06 ¾		
Sulphur, flour, 175-lb. bbls.....	per 100 lbs. 2.55		
“ 100-lb. bags.....	per 100 lbs. 2.35		
“ “ less quantity.....	per lb. .03 ½		
Venetian Red.....	per lb. .01		
Whiting.....	per lb. .02		

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size.....	1.75
Herb Bitters, 25c. size.....	1.75
Oil Liniment, 25c. size.....	1.75
Sarsaparilla, 50c. size.....	3.50
Worm Syrup, 15c. size.....	1.20
Horse and Cattle Powder, 15c. size.....	1.20
Dyspepsia Tablets, 10c. size.....	.75
Iron Glue, McCormick & Co.—	
No. 5.....	.40
No. 10.....	.75
Tube V.....	.75
McCormick & Co., Bee Brand—	
Insect Powder.....	.80
Root Beer.....	.80
Talcum Powder.....	.75
Triangular Quinine.....	.80
Quinine Capsules.....	.75
W. F. Young's Veterinary Remedies, whole-sale prices—	Per doz.
Absorbine.....	18.00
“ Jr., (Mankind).....	9.00
Taroleum, small cans.....	6.00
“ large cans.....	15.00
Young's Kidney and Nerve Powders.....	2.00
“ Fattening and Condition Drops.....	4.00
“ Colic and Indigestion Cure.....	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's.....	per doz. 4.15
Bath Brick, box 25 bricks.....	per box .60
Sealing Wax.....	per box .03
Silver Sand.....	per bbl. 1.25
Tar, pints.....	per doz. .75
“ quarts.....	per doz. 1.00
“ gallons.....	each .30
“ ½ bbls.....	3.50
“ bbls.....	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....	per case 3.75
U. S. Nerve and Bone Liniment, 25c. size.....	2.00
McCord's Magic Medicine, 25c. size.....	2.00
“ 50c. size.....	4.00
McCormick's Tasteless Chill Tonic, 25c. size.....	2.00
“ 50c. size.....	4.00
McCormick's Watermelon Syrup, 50c. size.....	4.00
Wondercure Headache Powders, 10c. size.....	.80

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size.....	.85
“ 25c. size.....	2.00
“ 35c. size.....	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet.....	10c. size .80
“ 15c. size.....	1.75
“ 25c. size.....	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla.....	.45
No. 2, Vanilla and Rose.....	.90
No. 2, Lemon and assorted.....	.85
No. 4, “.....	2.00
No. 4, Vanilla.....	2.25
Assorted cases, Nos. 1 and 2.....	10.80
“ Nos. 1, 2 and 4.....	11.80
Bulk.....	pts. qts. ½ gals. gals.
XXX Vanilla.....	1.50 3.00 6.00 12.00
XX Vanilla.....	1.25 2.50 5.00 10.00
X Vanilla.....	1.00 2.00 4.00 8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery.....	1.00 1.60 3.00 6.00
Peach, Rose, Apricot, Violet.....	1.50 2.75 5.50 10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit.....	1.25 2.25 4.00 7.50
Tea.....	7.00
Kitchen Queen—	Per doz.
Extract Vanilla, No. 25.....	2.00
“ No. 2X.....	.80
“ No. X.....	.45
Extract Lemon, No. 25.....	1.75
“ No. 2X.....	.80
“ No. X.....	.45
Ingersoll's Flavoring Extracts—	
High Grade Vanilla.....	1.75
“ Lemon.....	1.75
Select Vanilla.....	.85
“ Lemon.....	.85
“ assorted.....	.85
“ small size.....	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet.....	Per doz. 1.10
“ Rennet Tablets, 3 doz.....	.75
Shinn & Kirk's Liquid Rennet.....	1.50
Hanson's Junket Tablets, 3 doz.....	.73
Union Tablets, 3 doz.....	.45

CIDER.

Corson's—	Per gal.
Champagne.....	.18
Dry Hard.....	.20
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.....	3.50
“ 2 doz. pts.....	4.00
Anchor brand Golden Russet, 1 doz. qts.....	3.75
“ 2 doz. pts.....	4.25
Mott's brand Golden Russet, 1 doz. qts.....	3.75
“ 2 doz. pts.....	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages.....	2.75
“ boxes, 20 packages.....	.55
Gee Whizz, 72 packs.....	.47
Fleer's Chiclets, 3 lbs., bulk.....	1.25
Spearmint, 20 packs, 100 pieces.....	.55

RICE.

Extra Fancy Head, XXXX, 100-lb. bags.....	Per lb. .07 ½
Fancy Head, 100-lb. bags.....	.06 ½
Choice, 100-lb. bags.....	.05 ½
Prime, 100-lb. bags.....	.04 ½
Japan, fancy, 100-lb. bags.....	.05 ½
“ choice, 100-lb. bags.....	.05 ½
Java, fancy, polished, 100-lb. bags.....	.05 ½
B. Fischer & Co.—	



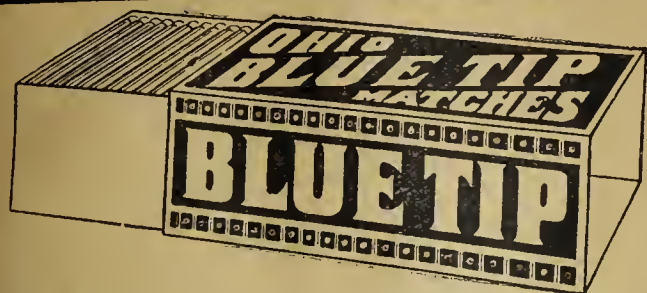
Fischer's Choicest Head, 1-lb. pockets.....	.07 ½
Queen Quality, ex. fancy head, 1-lb. pockets.....	.07 ½
“ “ 3-lb. “.....	.07 ½
“ “ 5-lb. “.....	.07 ½
Coronet, choice head, 1 lb. pockets.....	.06 ½
“ “ 3-lb. pockets.....	.06 ½
Imperial, choice, Dom. Japan, 1-lb. pockets.....	.06 ½
“ “ 3-lb. “.....	.05 ½
“ “ 5-lb. “.....	.05 ½
Extra fancy head, XXXX, 100-lb. bags.....	.07 ½
Fancy head, 100-lb. bags.....	.07 ½
Choice head, 100 lb. bags.....	.06 ½
Fancy Java head, 100-lb. bags.....	.05 ½
Extra fancy, Patna, 100-lb. bags.....	.07 ½
Siam, Patna style, 100-lb. bags.....	.06 ½
Broken, 100-lb. bags.....	.04 ½
Fancy Japans, 100-lb. bags.....	.06 ½
Choice Japans, 100-lb. bags.....	.05 ½

SALT.

Worcester—	
Bbls., contain 280 lbs.....	2.50
“ 60 5-lb. bags.....	4.00
“ 22 14-lb. bags.....	3.75
“ 30 10-lb. bags.....	3.75
“ 115 2 ½-lb. bags.....	4.00
Irish Linen, 250-lb. bags.....	2.50
“ 56-lb. bags.....	.65
“ 28-lb. bags.....	.35
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.....	per bbl. 3.00
Pretzel, 280-lb. bbls.....	2.40
“ 180-lb. sacks.....	1.55
Cheese, 280-lb. bbls.....	2.40
Packing, 70-lb. cotton bags.....	.40
“ 140-lb. cotton bags.....	.75
Ivory, dime size, 36 wooden boxes to case.....	2.20
New Ivory, 24 large cartons to case.....	1.50
Agricultural, 200-lb. burlaps.....	.60
Silver Springs, quick-freezing ice cream salt, 30 in bbl.....	per bbl. 2.60
Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7 ½ per cent. discount may be allowed.	

SALAD DRESSING.

	Per doz.
Campbell's, small, patent cap, 2 doz.....	.87½
Durkee's, large, 1 doz.....	4.00
“ small, 2 doz.....	2.40
Schimmel's, small, 2 doz.....	.87½
My Wife's, large, 1 doz.....	2.30
“ small, 2 doz.....	1.45
Snider's, pts., 1 doz.....	2.30



**Here's
Your
Gain**

What do you lose by handling the **Ohio Blue Tip Safety Matches**? Not only do you lose nothing, but you gain the increased satisfaction of your patrons and 81 per cent. profit for yourself.

This match is surer, safer and more reliable than any other double tip match made. No consumer once acquainted with it ever willingly takes another. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street

There is a lot of difference in the flavor of a berry jam which is made from berries which are forty-eight hours or more off the vines, and a jam which is made from berries which have been picked less than twenty-four hours. We raise our own berries, and we always have them cooked before they have been picked twenty-four hours. This is another "secret" we use to make our jams better than the others. Drop a card for samples at an expense to you of a cent and a moment.

H. P. D. KINGSBURY, Redlands, California
(where the oranges come from)

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



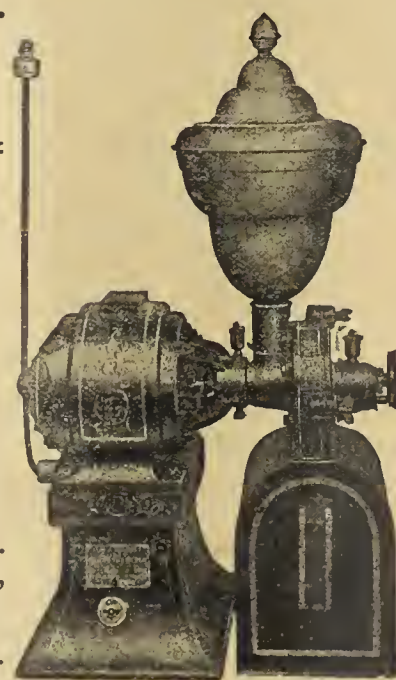
TEA, COFFEE and SPICE CANISTERS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors **are the best.**

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES and the "STAR" COFFEE MILLS Electric Coffee Mills

For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS**. WRITE FOR CATALOGUE.



MORGAN & CORNELL

211 DUANE ST.
NEW YORK

-29-

SAUCES.

	Per doz.
Lea & Perrins—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

Canary, bush, 60-lb.	2.60
Caraway	.12
Celery	.09
Coriander, bleached	.05
Flax	.05
Hemp, bush 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape, per lb.	.05½
Poppy, per lb.	.10
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 110 lbs., kegs.	per lb. .01½
Bi-Carb., bulk, 25-lb. boxes	“ .03
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	“ .05½
Arm & Hammer bd., ¼s, 36 lbs.	“ .05½
“ “ “ ¼s, 36 lbs.	“ .04½
“ “ “ ¼s, 36 lbs.	“ .05½
Saleratus, Babbitt's bd., ¼s, 25-lb. bxs.	“ .05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50

	Per case
Clickquot Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleanatub, ¼ gross.	2.50
Bon Ami, 10-cent size.	¼ gross 2.50
Electro Silicon, 1 doz.	per doz. .72
Putz Liquid, large, 3 doz.	per gross 16.50
“ “ “ 3 doz.	per doz. 1.45
“ “ “ small.	per gross 7.00
“ “ “ “	per doz. .60
Putz Paste, large.	per doz. .55

SOAP—Laundry.

	Less than Bars.	5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.75
American	72	2.85
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
“ Pearl, Young & Co.	40	2.80
“ Day & Frick, Novelty	40	2.80
“ Handsome	60	2.60
“ Eavenson, large	100	4.75
“ “ small	100	3.75
“ Kirkman's	100	3.75
“ Red Seal	100	3.80
“ Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnets	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
“ Five case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50

-30-

Grand Pa's	50	3.15
“	100	3.80
Ivory	100	7.00
“	100	4.00
Lenox	100	3.00
Life Buoy	50	2.00
“	100	4.00
Lautz's Naptha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
“ 5-cent size	100	4.00
“ toilet size	100	4.00
Mayer's	100	3.80
“	50	1.90
Miller's Naptha	100	3.75
Naptha, Swift's	100	3.75
“ P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75
Oleine, Conway's	60	2.50
“ Golden	60	2.55
“ Eavenson's	60	2.35
“ Kirk's	60	2.07½
“ Philadelphia, 60 blocks	60	2.60
“ “ 72 “	60	2.60
“ Pennsylvania	60	1.60
“ Procter & Gamble	60	3.00
“ Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
“ tubs	150	4.60
Sunlight, oval	100	3.85
“ twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.00
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
“ small	100	4.00

Toilet Soaps.

Buttermilk Cosmo	gross 6.60
“	doz. .60
“ Swift's	gross 4.05
Castile, imported, Conti	lb. .13½
“ Conti, original boxes	lb. .11½
Cutaneous, Dr. Raub's	doz. .70
Elderflower, large cake	gross 4.40
Fleur-de-lis	doz. 4.50
“	doz. .45
Hearts and Flowers	gross 10.25
Maxine Elliott	doz. 8.10
Oatmeal, 3 cakes in box	doz. 3.25
Olive Oil Castile, white, green or mottled,	
9 ¼-lb. bars to box	lb. .09
Turkish Bath	doz. .40
Sweetheart, 50 cakes	box 1.75
Witch Hazel, 3 cakes, ½ gross	gross 3.25
“ Swift's	doz. 4.05

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	
Sapolio, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ 72 “	2.70
“ 100 “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
“ 100 5-cent packages	3.75
Kirkoline, white, 24 large packs	3.55
“ 100 12-oz. packages	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
“ 50 2s	4.00
“ 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	per doz. .43
Swift's Washing Powder, 100 1s	3.85
“ 24 4s	3.85
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
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PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	per doz. .45
Dime size, 2 and 4 doz.	“ .85
¼-lb. net, tins, 2 and 4 doz.	“ 1.00
½-lb. net, tins, 2 doz.	“ 1.90
1-lb. net, tins, 1 doz.	“ 3.70
6 lb. cans, full weight	per lb. .23
10 lb. cans, full weight	“ .22
Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
½-lb. “	“ 2.70
¼-lb. “	“ 1.45
⅛-lb. “	“ .90
18-b. kegs.	4.30

-31-

	Bbls.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade	.28	.30	.30
White, Low Grade	.17	.19	.19
Red, High Grade	.21	.23	.23
Red, Low Grade	.16	.18	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.11	.12	.14
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			
Bee Brand—Pepper, Cinnamon, Mustard,			
Cloves, Ginger, Allspice	½-lb.		.40
“ “ “	¼-lb.		.75
Banquet Brand—Mustard, Cinnamon, Pep-			
per, Cloves, Ginger, Allspice	½-lb.		.40
“ “ “	¼-lb.		.75

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ “ 20, “	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon,	
2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.11½
Mace	.48
Nutmegs, large	.16
“ medium	.13
Cinnamon Bark, China	.13
“ Canton	.12
“ Java Thin Quills, 5-lb. rolls	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ 36 10-cent “	“ 2.70
Duryea's, 40-lb., 1-lb. packages	.06½
Niagara, “ “	.04¾
Cream, 48-lb. “	3.45
Kingsford's, 40 lb., 1-lb. “	.06½

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.03¾
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.05½
“ Linen Gloss, 3-lb. cartons	.04½
Kingsford's, Pure, 3 lb. cartons	.06½
“ Pure Gloss, lb. packages	.06½
“ Silver Gloss, 12 6-lb. wd. bxs.	.07½
Duryea's, Superior, 3-lb. cartons	.06½
“ Satin Gloss, lb. packages	.07½
“ Superior B, bulk	.03¾
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.07½
Niagara, laundry, 50 lb. bulk	.03¾
“ 1-lb. packages, 48 lbs.	.04½
“ 3-lb. cartons, 48 lbs.	.04½
“ 6-lb. boxes	.05½
Celluloid, 64 10-cent packages	4.30
“ 64 5-cent “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods,	
36 packages	per package .08
Starch Polish, 20 cakes	per box .50

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ large, “	7.00
“ “ Liquid, large, “	6.65
“ “ small, “	4.90

-32-

Electric Paste, ½-gross boxes	4.20
Magic Paste, ¼-gross boxes	4.75
Parlor Pride, large size	per doz. .87½
“ “ small size	per gross 10.25
“ “ “	per doz. .70
Climax Enamel, ¼-gross	per gross 9.40
Black Jack, ¼-gross	per doz. 7.00
Rising Sun	“ 5.75
Sun Paste, 5-cent size	“ 4.50
“ 10-cent size	“ 7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼-gross	2.25
Per box of ½-gross	4.50
Per gross	9.00
F. F. Dalley Co.—	
2-in-1, smaller size	per doz. .75
2 in-1, large size	“ 1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkg. .04½
Excelsior, 24 packs	“ .05½
McAllister, 36 packs	“ .05½
Rosensteins, 1-lb. pkgs., 2 doz.	per lb. .05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz. .35
Red, quarts, 3 doz.	“ .70
Silver, pints, 3 doz.	“ .35
“ quarts, 3 doz.	“ .70
Bath Brick, 25 bricks	per box .60
Toothpicks, Eureka, 100 boxes	case 1.85
“ Perfection, 2 doz.	per doz. .42½
Royal Glue, 1 doz.	“ .80
Paist's Glue, 1 doz.	“ .40
Carpet Tacks, Wooden Keg, ½-gross case,	
assorted, 6, 8, 10s	per case .90
Carpet Tacks, Silver Steel, 4-oz.	per doz. .06
6-oz.	“ .06½
8-oz.	“ .07½
10-oz.	“ .08½
12-oz.	“ .09½
Matting Tacks—	
No. 10, steel	per doz. .10
No. 11, “	“ .10½
No. 12, “	“ .13
G. B. Weiss & Son—	
Sole leather, No. 1	.25
“ No. 2	.23
“ No. 3	.21
Cut Sole Leather, cut into taps, 6 ins. high	1.50
“ “ “ 5½ “	1.48
“ “ “ 5 “	1.42
“ “ “ 4½ “	1.25
“ “ “ 4 “	1.18
“ “ “ 3½ “	1.05
“ “ “ 3 “	.90

SEIBERT'S

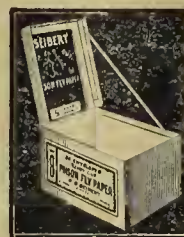
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Pays 150% Profit

A very attractive package and a good seller.

Put up 50 envelopes in a display box like cut \$1.00

Retail at 5 cents an envelope



Fly Ribbon	per gross 4.80
Ely Paper, Tanglefoot	per case 2.20
“ Sticky, 10 cartons	“ 2.20
Sticktite Fly Paper, 100	per case 3.00
“ “ 10 cartons	“ 2.35
Wax, White and Yellow	per lb. .30

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.	per lb. .08½
“ “ Clotheslines, 50-ft. hanks	doz. .75
Cleveland, extra fine cotton twine	per lb. .20
Orange Brand, fine cotton twine	“ .18
Texas Medium, cotton twine	“ .16
Cotton Candle Wick	“ .20
Colored Twine, 8 balls to box, lb. to bx.	“ .25

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No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

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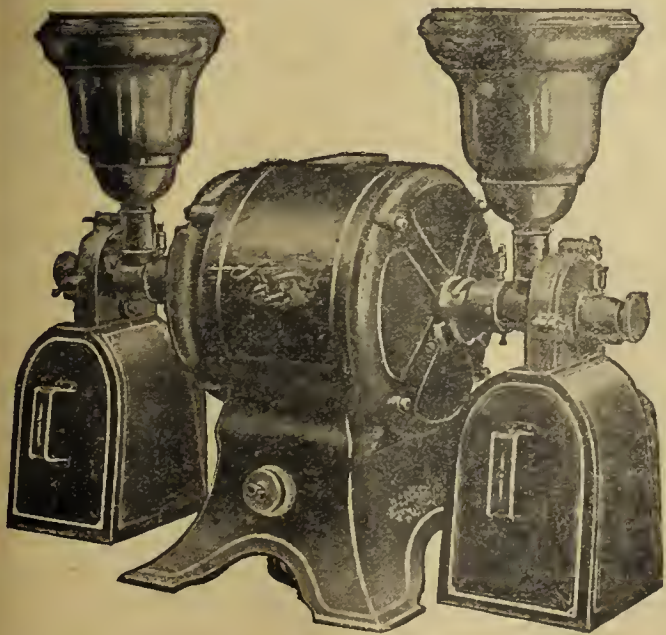
This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

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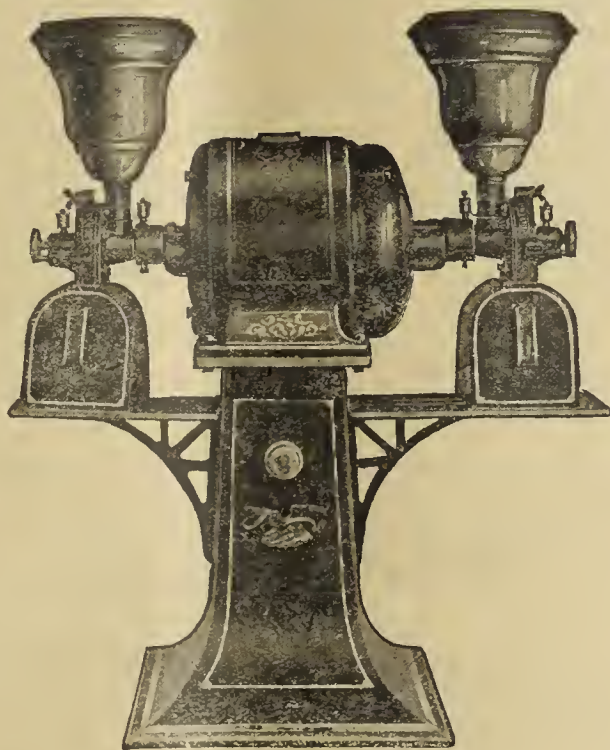
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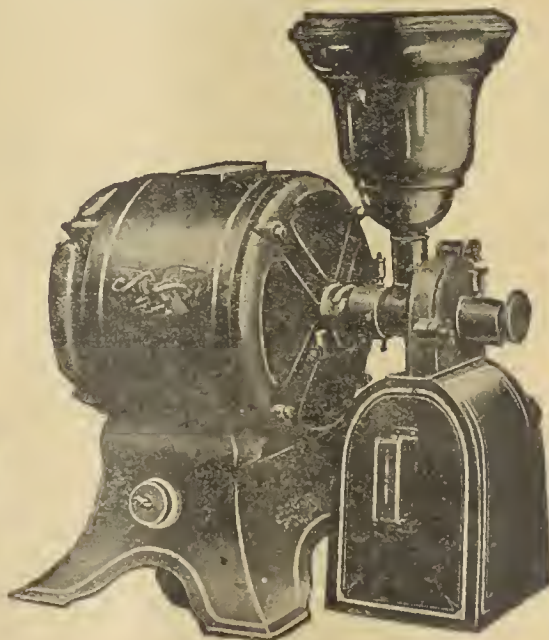
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VOL. XLVI.

PHILADELPHIA AND NEW YORK, SEPTEMBER 7, 1908

No. 10.

Contents.

	PAGE
Commissioner Foust's Ideas for New Pennsylvania Food Law.....	6
Porto Rico Says We Don't Like Her Coffee.....	7
Preparing to Get After Bleached Flour...	8
Editorial.....	10
One Phase of Competition. Outrageous! As to Buying Ahead. Commissioner Foust's Proposed New Food Law.	
Twelfth Annual Convention of the Pennsylvania Retail Merchants' Association.	10
The Latest in Individual Ice-making Machines	11
The New York Letter.....	12
Another Idea on Grocery Building.....	13
Selling Talks With Grocery Clerks.....	14
More About Goldine Soap Fake.....	15
The Grocery Markets.	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Market Notes.....	18
Correspondence.....	18
Jots from a Jobber's Note Book.....	18
The Science of Advertising.....	27
The Stroller's Column (Contributed).....	28
I Wish I Was a Faker.	
Window Dressing for Grocers	29
Want Department.....	30
Baltimore Prices-Current.....	33
New York Price-List.....	34
"Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	31
Anker's Bouillon Capsules.....	32
American Can Co.....	9
Arbuckle Bros.....Cover	3
Armour & Co.....	11
Atmore & Son.....	45
Babbitt, B. T.....	43
Baker, W. H.....Cover	4
Baker Co., The Franklin.....Cover	1
Baker & Co., Limited, Walter.....	31
Barber & Perkins	8
Beardsley's Sons, J. W.....	14
Bell & Sons, Samuel.....	41
Bishop, R. W.	31
Blooker's Cocoa.....	31
Bower & Co., John.....	45
Bradshaw Company.....	50
Brown & Co., P. F.....	37
Brown Manufacturing Co., Ltd., The.....	41
Buckley, Elton J.....	6
Bucknam & Vanderpoel Co.....	41
Burk, Louis.....	15
Cauchois & Co., F. A.....	47
Ceylon Tea.....	7
Computing Scale Co., The.....	3
Croft & Allen Co.....	41
Daetwyler & Co., R.....	32
Eby Co., The Frank C.....	30

	PAGE
Egg-O-See Cereal Co.....	47
Electro-Silicon Co., The.....Cover	3
Enterprise Mfg. Co. of Pa., The....Cover	1
Esterbrook Steel Pen Co., The.....Cover	4
Exton & Co., A.....	14
Fell Manufacturing Co., E. C.....Cover	2
Fischer & Co., B.	39
Fitch Coffee Co., The John H.....	28
Fleischmann's Yeast.....	31
Fly Ribbon Mfg. Co., The.....	31
Forbes, J. P.	13
Franklin Sugar Refining Co.....	39
Freihofer Vienna Baking Company.....	41
Frye & Co., Jed.....	12
Fulton & Walker Co.....	49
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The	9
Grocers' Printing Co.....	31
Heacock, H. F.....	50
Hellenic International Bureau.....	13
Hires Condensed Milk Co.....Cover	4
Indexed Coupon Books.....	13
Iroquois Canning Co.....	43
Kingsbury, H. P. D.....	37
Knight Cooking Extract Co.....	43
Lamson Consolidated Store Service Co.,	37
Lautz Bros. & Co. ....Cover	2
Libby, McNeill & Libby.....	4

	PAGE
Lindsley J. V., & Company.....	12
McCahan Sugar Refining Co., The W. J., Cover	3
Millbourne Mills.....	32
Moore & Co., E. B.....	47
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	12
Ohio Match Sales Company.....	37
Philadelphia Electric Co., The.....	12
Piqua Bracket Co.....Cover	2
Pressing & Orr Co., The.....Cover	2
Quaker City Preserve Co.....	31
Ritter Conserve Co., Philip J.....	16
Royal Specialty Co.....	32
Sauer Co., C. F.....Cover	4
Shinn & Kirk	45
Swift & Co.	45
Swift & Co., Gloucester, Mass.....	16
Troemner, Henry.....	49
United Store Service and Tube Co.....	50
Van Camp Packing Co.....	18
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Welles & Davis Mfg. Co., The	45
Wilde's Sons Co., Samuel.....	43
Williams Bros. Co., The	47
Young & Co., Chas. W.....	13
Zahm Tobacco Company, J. F.....	50
Zipp Manufacturing Co.....	30

Commissioner Foust's Ideas for New Pennsylvania Food Law

Says there Should be No Retailer's Guarantee in it, but Goods Should be Bought Under an Agreement Protecting the Buyer. Scores Grocers Who Constantly Seek Cheap Goods. Suggestions for the Retail Trade.

[The following is the text of an address delivered by Hon. James Foust, Dairy and Food Commissioner, before the State Convention of the Pennsylvania Retail Merchants' Association, at New Castle, September 1, 2 and 3, 1908]

It is difficult to frame a food law with a guarantee feature that will protect the retail dealer, for the reason that many retail dealers purchase their goods from manufacturers, wholesalers and jobbers of other States. A guarantee directing the Food Commissioner, where food commodities are found to be adulterated or misbranded, to transfer the prosecution to the guarantor (which would be the manufacturer, wholesaler or jobber) would be right and proper if all retailers purchased their goods within the jurisdiction of Pennsylvania; but this is not the case, and where a law directs the Dairy and Food Commissioner to transfer the proceedings to the guarantor, and the guarantor is beyond the jurisdiction of Pennsylvania, then further proceedings must be abandoned. A law with a guarantee feature of this kind discriminates in favor of the manufacturer, wholesaler and jobber of other States and against the manufacturer, wholesaler and jobber of Pennsylvania, which is not fair and raises a very dangerous constitutional question.

At the twelfth annual convention of the Association of State and National Food and Dairy Departments, held at Mackinac Island, Mich., from August 4 to 7, 1908, a Committee of Seven was appointed, as follows:—

E. F. Ladd, North Dakota, chairman; Dr. M. A. Scovell, Kentucky; Commissioner Pearson, New York; Commissioner Bird, Michigan; Commissioner Foust, Pennsylvania; R. M. Allen, Kentucky; Dr. W. B. Bigelow, Washington, to draft a uniform food law, the provisions to be based on the standards adopted by the Joint Standard Committee. If such a law is prepared and enacted by the Legislatures of the different States, and prop-

erly enforced, the problem of food adulteration will then be solved. Where goods are found to be adulterated or misbranded in one State, being manufactured in another, the Commissioner of the State in which the goods were manufactured could be notified, he could then proceed against the guilty parties manufacturing said adulterated or misbranded goods. There is absolute harmony between the Commissioners of the different States with reference to uniformity and a desire to assist each other in placing the responsibility on the manufacturers if a uniform law is framed in this manner.

If this committee formulates a uniform law, based on the standards adopted by the joint Food Standards Committee, the proposed Pennsylvania bill should have a provision requiring the Dairy and Food Commissioner, or his agents, where goods were found to be adulterated or misbranded, to notify the retail dealer from whom the goods were purchased that the said articles do not comply with the provisions of the law and to discontinue the sale. The retail dealer instead of purchasing his goods under a guarantee (which should be eliminated from the proposed bill) could purchase all food commodities under an article of agreement to the effect that if any of said commodities were found to be illegal that they could be returned and credit given on future shipments, or money refunded. You doubtless know, under the present law, that after a retail dealer is notified the guarantee provided for in the Tustin law affords him no protection. If the retail dealer continues to sell after being notified, proceedings are then instituted against him; but until such a law has been framed we must adopt some other means of pro-

tecting the consuming public against poisonous and impure food commodities and, at the same time, place the responsibility on some one other than the retail merchant if possible, provided the retail dealer exercises proper care in the purchase of his goods.

There is a class of retail dealers who are constantly looking for something cheap. They will purchase their vinegar in Kentucky and other States, in order to save 4 cents on a gallon, and take chances of paying a fine of \$50 and costs rather than buy from manufacturers, wholesalers and jobbers in the State in which they live and have absolute protection. This class of dealers should not be protected by any law, but should suffer the consequences. During the past eight months twenty-one retail dealers have been arrested in Allegheny County for selling so-called cider vinegar which was an artificial preparation. Twenty of them paid fines of \$50 and costs, one case being returned to court.

Why should a retail merchant in Allegheny County go to Kentucky or any other State to purchase cider vinegar when the manufacturers, wholesalers and jobbers in Pennsylvania will give bonds as to the purity of their cider vinegar?

This will also apply to cheap extracts, two ounces for 10 cents. A two-ounce bottle of pure vanilla extract will retail for 30 cents, and being pure and wholesome will flavor more puddings, ice cream, etc., than four 10-cent bottles of the so-called fake brands. It is in the hands of the retail merchant to educate customers by advising them that the cheap article is in the end the most expensive. To illustrate: Place a 10-cent bottle of extract on your counter and a 30-cent bottle alongside of it, and say to your customer this bottle is pure, costing 30 cents, the other is impure or an imitation, costing 10 cents. Which one will the customer purchase if the matter is presented in this way?

I have only cited two instances where cheap and impure articles are palmed off on the unsuspecting public. This same condition exists with other food commodities, but I am happy to say the number of retail merchants who practice this deception is greatly in the minority. What this asso-

ciation should do is to work hand in hand with the Dairy and Food Department in its efforts to educate the consuming public and to drive out of business the unscrupulous retail dealers who are constantly buying cheap and spurious commodities because they are cheap and undermining their honest competitors who are endeavoring to do a legitimate business. I have received considerable information from reputable jobbers to the effect that they are compelled to handle some cheap goods which they would prefer not to carry in stock, owing to the class of retail merchants above referred to. They state that the dealers would go to other places to buy if they did not carry this cheaper line.

At your meeting in York one year ago I promised your association that as long as I was Food Commissioner you would receive at my hands a "square deal." It will always be a pleasure to me to give you information and assist you in every way possible. For your information I desire to say that since that time there have been about 300 different brands of canned goods purchased and analyzed, including all kinds of vegetables, soups and practically all brands of potted meats, etc. These commodities were sold in different sections of the Commonwealth under various trade names and were put up in many different States, but out of the investigation of canned goods there was not a single case. One brand of corn contained a mere trace of saccharin; some of the potted ham also had a cereal mixed with it, but it was branded, indicating its contents, being labeled "Ham Flavor."

During the year 1907 about sixty different brands of tomato catsup were analyzed, and between thirty and thirty-five brands were found to contain from two-tenths to three-tenths of one per cent. of sodium benzoate, while the labels stated that the catsup contained one-tenth of one

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

per cent. Proceedings were promptly instituted charging that sodium benzoate was injurious to health and, being misbranded, a fine of \$60 and costs were paid in each case.

Out of one hundred and fifty kinds of candy purchased, four of the samples contained sulphurous acid. A fine of \$60 in each case was paid, together with the costs.

Eighty-two different brands of breakfast foods were purchased. They were analyzed by Dr. William Frear, of State College, and a special bulletin issued on the subject. Eight prosecutions were instituted where the packages were misbranded because of statements on the labels which were false and misleading.

Other samples of food commodities purchased and analyzed run about the same so far as impurities go.

On August 20th Judge Martin Bell, of Blair County, declared the Tustin Food Law unconstitutional. This, however, only applies to Blair County until the Appellate Courts pass on his decision. The case will be argued in the Superior Court in Philadelphia in October next. Should Judge Bell be affirmed, it will then cover the entire State and we will have no law covering certain food commodities until the Legislature meets and enacts a new one. The Tustin Law, however, in no way applies to oleomargarine, "renovated" butter, vinegar, fruit syrup, fresh meat, game, fish and shell fish, and milk, where chemicals are used, as these commodities are provided for by special acts.

I desire to offer a few suggestions for the thoughtful consideration of the members of your association:—

Don't go to other States to purchase your vinegar when you can purchase it from manufacturers, wholesalers and jobbers in your own State who will give you an indemnifying bond as to its purity.

Don't purchase cheap catsup put up in large bottles bearing bright, attractive labels.

Don't purchase two-ounce bottles of extracts to retail for 10 cents.

Don't purchase quart jars of so-called "prepared mustard" to sell for 10 cents, giving a glass dish as a premium.

Don't purchase cheap baking powder where premiums are given to customers with each sale.

Don't handle cheap preserves sold in small wooden buckets, when the price indicates that they may be made from artificial ingredients which are injurious.

Don't encourage your customers to purchase cheap groceries when by so doing they may endanger their health.

Don't go to other States where they have no food laws to purchase your goods when you can buy them just as well at home.

Don't buy canned goods of last year's pack because they are cheap, even though new labels are substituted for the old.

Don't purchase goods until you examine the labels to see if they are false or misleading.

Don't buy repacked mackerel.

Don't withhold your assistance and co-operation from the food officials who need your help in the enforcement of the food laws.

I offer these recommendations for the information of the retail merchants as well as the consuming public.

JAMES FOUST,

Dairy and Food Commissioner.
Harrisburg, Pa.

Porto Rico Says We Don't Like Her Coffee.

The United States Bought Only One Per Cent. of Her Coffee Last Year. Most of it Must Go to Europe. Trying to Grow Java Coffee in Porto Rico in Order to Get Some American Trade.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

Sept. 3, 1908.

The exports of coffee from Porto Rico for the fiscal year aggregated \$3,496,082. Of this amount the United States purchased only a little over 1 per cent. While practically all of the sugar went to the United States, comparatively little of the coffee was sent there. This is for two reasons: (1) The duty on sugar makes the United States its natural market, and (2) there is no duty on coffee, and the American people do not relish the peculiar flavor of Porto Rico coffee. Porto Rican coffee is a very fine after-dinner coffee much relished in the Latin countries of Europe, and most of the Porto Rico exports of coffee find their market there.

To the Trade:

England consumes nearly four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one-eighth as long.

"Why?"

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to the United States 1 1/4 lbs. of Tea per capita. Every English grocer knows Tea; he has made it a study.

Efforts have been made to introduce Porto Rican coffee into the United States, but so far little progress has been made in this direction. It is very hard to change the taste of a people. It were better, if such a market is desired, to produce the coffee which already has an established trade with the States and which brings the highest price in that market. With this in view the experiment station is carrying on experiments in growing the higher-priced Java coffees, which are highly flavored and command the highest prices in the States. From the few berries which have matured to date it seems probable that highly flavored coffees can be grown in Porto Rico and retain the aroma peculiar to them in the countries from which they are now shipped. Whether they will continue to do so year after year is a matter for further experiment.

HOLT.

New York Bartlett pears are glutted, and \$3 per barrel is top. Last year this time the range was \$4 to \$5. California Bartletts range from \$1.50 to \$2.25.

Preparing to Get After Bleached Flour

Pennsylvania Food Department has Analyzed Large Number of Samples and Will Shortly Prosecute. Summary of the Month's Work. Large Number of Oleo Cases Reported.

The current number of the Pennsylvania Dairy and Food Bulletin, which has reached the "Grocery World and General Merchant" during the past week, contains the following significant reference to contemplated plans against bleached flour, the supply of which in Pennsylvania is said to be large:—

On a par with the practice indulged in by certain manufacturers of embalming the food products which they send into the market, is the conduct of some dealers in flour of bleaching inferior grades by the use of chemicals. This is done, of course, for the purpose of deceiving the purchaser. He is hoodwinked into paying a stiff price for a cheap product and in addition is probably injured in health by the chemicals used in the bleaching process. This is one of the most dastardly of practices, for the reason that it not only cheats the customer, but exposes him to dangers which may ruin his health and shorten his life.

Various complaints concerning the quality of much of the flour sold in this State have come to the office

of the Dairy and Food Commissioner. These have all been carefully noted and an effort will be made to determine just what proportion of the flour sold in this State has been artificially whitened and what proportion is being sold without such adulteration. On account of the complaints made by consumers and with a view to begin the work of examining the quality of the flour sold in our chief city, Special Agent H. P. Cassidy, of Philadelphia, purchased various brands of flour on sale there. These samples have been carefully analyzed by Professor Charles H. LaWall, and it is quite likely that some prosecutions will be the result, the charge that chemicals have been used to whiten the flour having been confirmed in some instances.

There are at least two objections to the sale of chemically bleached flour. One is the deception practiced upon the public. It makes an inferior and cheap grade of flour resemble the better grades so closely that the fraud can be detected by analysis only, a branch of the world's work in which the average housekeeper has little practice. And it exposes the consumer to certain risks from the effects of the chemicals used that he would shun if aware of his danger. Thus it is contrary to law and those who sell such flour deserve punishment and

are likely to receive it in due time if they persist in putting it upon the market. That severe punishment is deserved will probably be the verdict of every lover of wholesome bread in the Commonwealth.

The bulletin contains the following summary of the work of the month ending August 1, 1908:—

REPORT OF ANALYSES.

Butter Samples, 60.

Colored oleomargarine	8
Pure	42
Renovated butter	2
Uncolored oleomargarine; no license	8

Total

Oleomargarine Samples, 5.

Colored	1
Uncolored	4

Total

Pure Food Samples, 114.

Adulterated	1
Complying with law	109
Ice cream, no law for same	4

Total

Vinegar Samples, 3.

Adulterated	3
-------------------	---

SUITS AND PROSECUTIONS.

Oleomargarine Cases, 17.

Terminated	17
------------------	----

Pure Food Cases, 1.

Terminated	1
------------------	---

Renovated Butter Cases, 4.

Terminated	4
------------------	---

Vinegar Cases, 3.

Terminated	3
------------------	---

AFTER YOU have Separated, Sorted, Sifted, Strained, and Sized up all Sorts of *prices and qualities*, you will finally come back to our CASH quotations, if you want the BEST goods for the LEAST money

Fodder Yarn, Best Quality Sisal, 21 ounces to the four-foot cut, 100 strands, coils about 50 lbs. per lb., .05½

5 or 10-coil lots

This is positively the best quality FODDER YARN, and at a lower price than you have heard on it for years.

NEW No. 3 Barley, 100-lb. bags

5 or 10-bag lots

NEW Avena, 90-lb. bags

NEW Rolled Oats, 90-lb. bags

NEW Schumacher's Farina, 24 1-lb. packs

NEW Fancy New York State Pea Beans, grain bags about 2½ bushels

Toasted Cerealine Corn Flakes, 36 packs

Not over 5 cases to any one buyer. This is first-class goods and you can sell it at 5 cents per package.

Best Quality Picnic Shoulders, 6 to 8-lb. average, barrels

Quantities to suit

Bon Accord Imported Soused Mackerel, very fine quality, No. 1 flat oval cans, 4 doz.

5 or 10-case lots

Cream Ridge Brand Fancy Full Cream New York State Cheese, 40 to 45-lb. average

5 or 10-box lots

Best Quality Cracker Dust, loose in barrels, about

140 lbs. per lb., \$0.03½

Boxes, loose, 25 lbs. per lb., .04½

24 1-lb. packages

This is fresh goods, made from crackers baked especially for the purpose. Guaranteed in every particular and will keep indefinitely.

Codorus Brand Cut String Beans, 2 doz. per doz., .72½

5 or 10-case lots

Star Brand No. 2 Extra Fancy Cold-packed Tomatoes, **NEW** goods, crop of 1908, 2 doz. per doz., .62½

5 or 10-case lots

These are particularly fine quality goods, solidly packed with red ripe fruit, and the quantity of actual tomatoes in the can being equal to many No. 3 size cans of Standard Tomatoes.

Mitchell's Standard Brand Baked Beans, in 5 or 10-case lots or over, f. o. b. cars Baltimore, Md.,

No. 3 cans, plain, 2 doz. per doz., .65

No. 3 cans, sauce, 2 doz. per doz., .67½

Remember this is for factory shipment, f. o. b. cars Baltimore, Md.

Pearl Tapioca, bags about 190 lbs. per lb., .03¾

50-lb. lots

Cattlefeed Molasses, barrels about 55 gallons each, per gall., .10½

We again mention Knight's Fancy Jersey Frying Tomatoes as an elegant bargain at \$1.00 per dozen, in 5 or 10 case lots. We say they are a bargain; we know they are a bargain.

These Prices for This Week Only—September 7th to September 12th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

LICENSES ISSUED FROM JANUARY 1 TO AUGUST 15, 1908.

Oleomargarine Licenses, 293.	
Boarding house	7
Restaurant	3
Retail	274
Wholesale	9
Total	293

Renovated Butter Licenses, 11.	
Retail	10
Wholesale	1
Total	11

Total amount of money received from said licenses for 1908, is \$32,613.46, and this sum has, in accordance with law, been deposited in the State Treasury.

The following are taken from the reports of the State chemists for the period referred to:—

Sample bought of Peter Diebel's Sons, Sharon. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Bock's Cafe, Sharon. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of Quick Lunch, Sharon. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of J. Krayniak, South Sharon. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Rankin Hotel, Mrs. Rankin, Proprietor, Sharon. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of restaurant, Mrs. Wilson, Proprietor, Sharpsville. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of restaurant, Frank Thompson, Proprietor, Sharpsville. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of Palmer Restaurant, E. L. Currie, Proprietor, Sharon. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of Ladies' and Gents' Dining Room, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Baldwin Meat Market, Jacob Ray Nease, Proprietor, 98 N. Main street, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Thos. R. Hallam, 112 W. Chestnut street, Washington. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of William R. Pogue, Stands 204 and 206, N. S. Market House, N. S., Pittsburg. Sold for butter. Chemist's report—Renovated butter; no license.

Sample bought of J. Heck, 88 Allegheny Market, Allegheny. Sold for butter. Chemist's report—Renovated butter; no license.

Sample bought of J. Heck, 88 Allegheny Market, Allegheny. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of Hoffman's Ladies' and Gents' Cafe, 307-309 Diamond street, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Reinhold & Foerst, 613 Smithfield street, Pittsburg. Sold for butter. Chemist's report—Oleomargarine; no license.

Sample bought of Hotel Clifton, cor. Walnut and Shaw avenues, McKeesport. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of W. P. Fornof, Sharon. Sold for oleomargarine. Chemist's report—Colored oleomargarine.

Sample bought of G. I. & C. R. Simons, 1899 Market street, Philadelphia. Sold for flour. Chemist's report—Damaged so as to be unwholesome.

Sample bought of G. Brofolsky, 217 Brighton Road, Pittsburg. Sold for cider vinegar. Chemist's report—A distilled vinegar and colored with caramel.

Sample bought of Joseph H. Christie & Sons, Clymer. Sold for cider vinegar. Marks on package: Manufactured by A. B. Mack, Martinsburg, Pa. Chemist's report—Diluted cider vinegar; fortified with distilled vinegar or by adding sugar.

Sample bought of H. D. Smith, Clymer. Sold for cider vinegar. Marks on package: Price & Lucas. Chemist's report—A distilled vinegar; low in acidity and colored with caramel.

The Personal Element in Business



BRIGHT scribbler in a recent number of the "Grocery World," which, by the way is a mighty good paper, discussing the "Personal Element in Business" expressed a doubt whether the "Hanscom's came in touch with their customers now as in former years." Well, Brother "Stroller," you may have another guess. Every day and often long after we should be home romping with the children, the Hanscom's are still at the helm of affairs, and what is still more important, attending closely to the minutest details of the business. "Too busy to sell a loaf of bread or a cake of yeast?" Not on your life.

We cannot meet all our customers every month, some never, wish we could, we would like to give you all the "personal" word of appreciation and a warm hand shake. Accept the will for the deed to-day. Will you?

The names on our ledgers are vastly more than a list of customers. Our pulses beat quicker as we turn the pages this August evening. They are an honored record of friends, hundreds unchanged in the nineteen years, sons and daughters grown and gone from the old home nest, but still "at home" at Hanscom's. This friendship and loyalty is a compensation that outweighs any return in dollars and is more and more prized as the years go by. It robs business of all that is irksome and makes it a real delight. Such practical expression of your confidence will be treasured as the richest legacy of our business life.

Yes, we are right on the spot to serve you in every way possible. Call, write or phone us "personally" with orders, suggestions or complaints. We will thank you even more for the complaint than the order. As our business grows we will try harder to do it better, and it is this very unattainableness of our ideals that makes success possible.

Yours most sincerely,

Hanscom Bros

The above is printed in the form of a folder and issued by Hanscom Brothers, the Philadelphia grocers, on September 1st, 1908.

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO



Start the
Fall Season
Right!

BY MAKING

MOTHER'S OATS
YOUR LEADER

\$1.27 to \$1.45 per 36 pkgs. PROFIT

Order now for fall delivery from your jobber.

Cash bonus *DEAL* packed in every case and container—no red tape. MOTHER'S OATS Quality and Policy make MOTHER'S brand *Profits*.

No Profitless 10c. Price Advertised to the Consumer, on the package, bill boards, newspapers or magazines. Our policy does not make MOTHER'S OATS a "cut-rate store leader" like other brands whose manufacturers permit, if not encourage, this practice for "volume." We urge and help you to a "Living Profit."

THE GREAT WESTERN CEREAL CO.
CHICAGO

Grocery World AND General Merchant

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Vice-President and Editor.

DAVID EZEKIEL,
Advertising Manager.

W. H. NAYLOR,
Circulation Manager.

FRANK D. WARNER,
Manager "Prices-Current."

Monday, September 7, 1908.

Competition is truly the life of trade, but just as truly is it the death of a certain phase of self-respect and independence. When competition passes a certain point it compels merchants, in order to hold trade, to swallow what is extremely unpalatable to every self-respecting man.

Two instances:—

A few days ago a certain large wholesale grocer of Indianapolis, Ind., ordered in writing from a New York packer about 100 cases of a certain variety of canned goods. After the goods were shipped, the buyer cancelled the order, the goods are now in costly storage in Indianapolis, and the seller loses both freights if no buyer is secured and reshipment must be made to New York.

All the facts in this case are thoroughly known to the writer. The contract of purchase was a perfectly good one and the cancellation by the buyer became a wholly unwarranted violation of it. Had the seller begun suit on the strength of it he would have almost certainly succeeded. Yet he will not begin suit, though realizing perfectly that his rights have been outraged. Why? Because the buyer who cancelled is a good customer, who can buy the

same character of goods from three or four other packers.

Another:—

A certain Pennsylvania wholesale grocer nearly a year ago bought some canned goods on which swells were guaranteed for six months, a condition being that to secure allowance not only the swells must have become swells within six months, but a report of them must have been placed in the seller's hands within six months.

During the *eleventh* month the jobber sent in a report of swells, accompanied by a demand for a credit of about \$9. It was not allowed, because it came five months too late. Result, the jobber in high dudgeon declares that he will never buy another cent's worth from the packer in the case, and he will probably keep his word.

In this case the packer had sufficient strength of mind to refuse to be browbeaten into doing something which rested on no equity whatever. But by so doing he loses a customer. His competitors make the same six months' rule, but themselves violate it whenever occasion demands.

The victims in the applications of this phase of competition are almost always the sellers. The buyers, realizing that they are the prizes sought after, take advantage in a grossly unfair way.

The "Grocery World and General Merchant" has several times expressed its opinion on trade unionism: it believes in men of

Outrageous!

all crafts joining together in organizations for the common good. It is itself printed in a union office, and would always give the preference to union labor, other things being equal. The "Grocery World and General Merchant" also believes, and has repeatedly said, that there are certain principles and methods to which the trade unions are committed, which are offensive, unfair and oppressive to the last degree.

One of those methods was brought to the writer's attention during the week. An uptown Philadelphia grocer is an extensive distributor of circulars. He uses large sheets, puts considerable on them and undoubtedly in-

Twelfth Annual Convention of the Pennsylvania Retail Merchants' Association

The Convention of the Pennsylvania State Retail Merchants Association was held at Newcastle, Pa., on Tuesday, Wednesday and Thursday of the past week, September 2d, 3d and 4th. "The Grocery World and General Merchant" had a stenographic reporter present and a full verbatim report of the sessions will appear in the issue of September 14th.

vests a large sum of money in them each week.

Several times recently this grocer has received great bundles of his circulars bearing the following blue label:—

THIS PRINTED MATTER RETURNED
BECAUSE IT DOES NOT BEAR THIS

UNION



LABEL

If the Union Label had been printed on the matter to which this sticker is attached it would be much more effective as an advertisement, and would not have been returned in this manner.

There is evidence that some man or men representing the local trade unions has sneaked into yards or vestibules where these circulars have been placed and has stolen and returned them to the sender in order that they might be robbed of all effect. The scheme is an outrageous violation of private right, is absolutely against the law and is the best illustration yet obtainable of the arbitrary and oppressive lengths to which organized labor sometimes goes.

The grocer who is the victim here should arrest at sight the sneaks who are responsible. He has a clear remedy at law and he should act upon it instantly.

One thing is very noticeable about the present somewhat de-

As to Buying
Ahead.

pressed business conditions: the almost total disappearance of all disposition to anticipate the buyer's wants in the purchase of merchandise. Time was, and very recently, when a buyer would not buy goods for a week or a month ahead, but for three or six months ahead. To-day the lack of ready money prevents him from doing that, but probably an equally potent reason is timidity over market conditions. Even in cases where it was as certain as anything could be that a given article would advance, buyers

have refused to buy for more than immediate wants, preferring to go along with the market when the changes come.

It is a question whether this after all is not the better way. Buyers who unnecessarily buy enough goods to last for months to come, sacrifice the interest on their money and the storage on their surplus goods, and at the same time they risk a market decline. Further than that, they run the risk of finding themselves overstocked with goods and being forced to sacrifice them. Their possible advantage is in a market advance, which may enable them to sell below competitors who have not bought ahead, and to keep abreast of those who have.

Naturally the seller is heartily in favor of *his customers* buying ahead. His goods go out, he gets the money for them, he is saved the storage, and need worry no longer—as to those goods—on account of market conditions. But the fact remains that there is much to be said for the contention that the safer, saner business lies in buying for immediate wants or little more than immediate wants. Always provided that there is no extraordinary reason for doing more.

In this issue Food Commissioner Foust, of Pennsylvania, advances some novel ideas for a new food law to replace the act of 1907, if the Blair County decision overturning that is affirmed by the higher court.

Commissioner Foust does not believe that a food law should contain a retailers' guarantee clause, for the reason, as he expresses it, that such a provision, while admirable for the retailer, discriminates against the jobbers of Pennsylvania in favor of those in other States. The "Grocery

World and General Merchant" does not wholly agree with this attitude, but it would cheerfully accept any other adequate way of protecting the retailer which all parties would admit did not discriminate against the jobber.

The Pennsylvania Commissioner suggests such a way. His plan eliminates the guarantee from the law entirely, but provides for the purchase of merchandise under an agreement that if it were subsequently found to be illegal, it could be returned and properly credited. It is a little difficult to see, without further reflection, how such a provision could be profitably made a part of any law, since such a plan can easily be followed, if the parties desire, without a law, and such a provision in a law could not compel them to do so against their will.

By far the most important of the Commissioner's suggestions is that instead of arresting a retailer found selling illegal food, notice be given him that it was illegal and that he must stop selling it at once. This, says the Commissioner, will give him a chance to

gain the protection of his agreement with the seller. The writer has always believed that nothing short of this was fair; that a retailer who had used every precaution possible to him to obey the law deserved a warning before prosecution. To this part of Mr. Foust's ideas the "Grocery World and General Merchant" heartily subscribes, and believes that if the law compelled the department to give such notice, such plan might afford a very fair substitute for a guarantee clause. The relations between the retailer who has innocently bought illegal goods and the manufacturer or jobber who sold them to him, however, had better be left to the parties themselves; they can scarcely be governed by statute.

The Latest in Individual Ice-making Machines.

The American Consul at Marseilles Reports that Most of Them are Toys but there is One Good One that Costs a Small Sum and Actually Produces Ice.

From time to time the "Grocery World and General Mer-

chant" has published descriptions of little ice-making machines intended for individual use, most of which have had their origin in France. This journal realized that if such a machine could be made practical it would render retail grocers and all other retail merchants who use ice, as well as many consumers, independent of all other sources of ice, and thus greatly reduce that part of the expenses for operating a retail store.

Not long ago an American wrote to Robert P. Skinner, American Consul at Marseilles, France, asking him what the French ice-making machines amounted to. The "Grocery World and General Merchant's" correspondent sends the following copy of the Consul's reply:—

I find upon inquiry that such devices have been upon the market in this country for a dozen years, but apparently they never have advanced much beyond the interesting scientific toy stage. In the chief bazaar of Marseilles one model remained on hand, the price of which was 75 cents, and the salesman informed me that it had been imported from the United States. In this device, similar in form to a domestic ice cream freezer, the water is placed in a tin receptacle, which is plunged into nitrate of ammonia. After agitation, ice is formed and withdrawn from the tin.

Better machines of French manufacture were upon the market for a long time, and sold for from \$6 to \$10. The manufacturers claimed that the nitrate of ammonia could be used over and over again, but in practice this appears not to have been the case. So much dissatisfaction followed the sale of these devices that most of the local dealers soon ceased to handle them.

At the present time one reliable Marseilles house is selling with satisfactory results another form of freezing machine, worth from \$17.37 to \$27.02, according to size. No. 0 gives 300 grams (10.58 ounces) of ice per thirteen minutes; No. 1, 600 grams (21.16 ounces) in fifteen minutes; No. 2, 1,200 grams (42.32 ounces) in fifteen minutes, and No. 3, 2,400 grams (84.64 ounces) in twenty minutes. This device consists of a porcelain recipient for the water, which is placed inside a larger recipient containing either nitrate of ammonia or sulphuric acid and sulphate of soda. The whole, when tightly closed, is fitted to a curved iron frame, which once set in motion by the hand, continues rocking automatically a sufficient time for the production of the ice.

The bulk of the peaches on the market are from West Virginia, Pennsylvania and Maryland, and the price ranges from 75 cents to \$1.25 per basket. Ohio peaches are coming in bushel crates at \$1.50 to \$2.25. The quality of the present receipts of peaches is good and the demand active.



THREE PIES FROM THIS CARTON

This is without doubt the scientific, profitable, clean and economical way to sell mincemeat.

A small carton, 3x4x2 inches, containing enough mincemeat to make three pies! Not simply a substitute for mincemeat, but a combination of clean, rich materials which simply needs water, sweetening or cider. Think of the saving.

Think of something else—**Veribest Mincemeat** needs no preservative. Most liquid mincemeat does. Know what food laws say about preservatives—and about you, if you handle goods with them in?

ARMOUR AND COMPANY





71% profit, exclusive agency, and an introductory campaign at **our** expense —if you handle **GOFF'S COUGH SYRUP!**

Write
S. B. GOFF & SONS CO.
Established 1872
CAMDEN, N. J.



BEAUTIFUL OUTSIDE AND IN

A beautiful green, red and gold carton of delicate, tender, selected Sardines, sauced with a delectable mustard dressing—that is our Harbor Brand of Mustard Sardines.

Your customers will eagerly buy these for 10 cents a carton, which leaves you a thoroughly satisfactory profit.

JED FRYE & CO., 25 South St., New York



PUSHCART the Only Cheaper Thing

The only method of delivering goods which is cheaper than a **Lindsley Delivery Car** is a push cart. When it comes to even a single horse delivery we can save any grocer money, and a double team is so very far ahead in expense that there is no comparison.

What we have said many times we say again—the **Lindsley Car** will carry 1500 pounds 30 miles on one gallon of gasoline.

J.V. Lindsley & Co.
Suite 1112 Monadnock Bldg.
— CHICAGO —

"Oakdale" Pretzels

Will Bring
You Trade

Crisp—Salted—Appetizing

You don't know how good a pretzel can be made till you eat the

"Oakdale" Steam
Process Pretzel

Get samples and prices from

Oakdale Baking Co.

10th & Susquehanna Ave.

PHILADELPHIA, PA.

Tungsten Lamp Fixtures

WE are offering Grocery Stores a special proposition for the installation and maintenance of fixtures equipped with the new Tungsten Lamps. These lamps will give more and better light for less money than any other illuminant—electricity or gas—now on the market.

We will be pleased to furnish you complete estimates upon inquiry.

**THE PHILADELPHIA
ELECTRIC CO.**

10th and Chestnut Streets
Philadelphia

The New York Letter

Enforcing Short Weight Laws in New York State. Grocers Arms Against Alleged Unfair Arrests for Treating Deliveries Horribly Cruelly.

Special Correspondence of "Grocery World and General Merchant."

New York, September 3, 1908.

Lack of sufficient laws in New York State to protect the sealers and dealers at large in their efforts to insure honest goods at full measure from wholesalers and retailers was discussed by the New York State Sealers in session last Friday at Rochester. The meeting, which was informal, brought together two score or more of the sealers from all parts of the State. Dr. Fritz Reichmann, of Troy, State Sealer for New York, and Captain George H. Pettis, of Providence, State Sealer for Rhode Island, were present.

Dr. Reichmann presided at the conference. Difficulties which the sealers encounter in their work were related during the morning by John H. Stephenson, City Sealer of Rochester; Dr. Reichmann, Captain Pettis and others. The question of short weight on coal in some cities and the lack of efficiency of the present laws to prevent it was deplored. Dr. Reichmann said that one case had come to his attention in the city of Cohoes where 800 pounds of coal had been sold as a ton, and prosecution had failed to convict the dealer.

On the milk question Dr. Reichmann stated that the present laws do not require the sealing of milk bottles. The only means of prosecution was a move on the part of the purchaser, in the nature of an action stating that less than the full amount had been sold to him as a pint or a quart, whichever the case might be. One of the sealers said that the dealers were preventing such action by printing a guarantee on the bottles that they contained a "quart more or less." The Massachusetts and Rhode Island laws get around this by prescribing that milk must be sold by the pint or quart.

Dr. Reichmann said that the law of net weight packages, by the terms of which each package must carry on its outside the weight of its contents, failed of

passage last year because of the hostility of the packing interest. Such legislation, he said, is needed in this State and he urged the sealers to work among their representatives in the Legislature to bring about a favorable vote.

City Sealer Stephenson, of Rochester, called attention to the fact that the present laws do not protect the sealers in some of the activities and that sometimes where the sealers destroy defective weights or measures it is more than likely that their owner could recover damages in a civil suit. He urged greater protection by law for the sealers.

The reports of the sealers show that, despite the adverse law, they are steadily driving out the dealers who persist in trying to cheat their patrons by giving them short measure. The general opinion among the sealers, however, seemed to be that without new laws, which they will be able to enforce, they will be powerless to entirely eradicate the practice.

The arrest of drivers of horse-drawn delivery wagons, on complaints of alleged cruelty, has often caused annoyance to merchants. Increased activity on the part of the officers of the Humane Society has been displayed lately.

A protest against the too great zeal in taking drivers into custody is made by L. J. Callanan, the Vesey street grocer, who also takes occasion to say that wooden pavements should be abolished wherever there is heavy trucking, because they cause great suffering on the part of horses, for which drivers are in no way to blame. Mr. Callanan says:—

"It is time that the rights of business men as against the authority claimed by the police in arresting drivers of horses on the complaint of some (in most cases) fool citizens, and in other cases on the complaint of some representative of the Society for the Prevention of Cruelty to Animals should be defined.

"The cases should be tried thoroughly as to the authority

order the horse or horses to be taken out of the wagon or truck, the driver arrested, the wagon or truck kept idle until another horse is found to take it to the stable, without, in hundreds of cases, any show of reason or right.

"This is the position to-day. Every one of these cases should be tried on its merits and the authority to make arrests clearly established.

"If the Society for the Prevention of Cruelty to Animals and the Humane Society would direct their efforts to taking up the wooden and asphalt pavements laid and being laid now in this city their work would be a credit to them.

"There is more cruelty to horses to be seen on Vesey street, between Church and Greenwich streets, on wet days than there is in the whole city of New York, except where wooden or asphalt pavements are similarly laid in streets where there is a grade such as Broadway at Bowling Green and Wall street at Broad street."

Mr. Callanan is not alone in making his protest, hundreds of other grocers and truckmen throughout the city complain that arrests are made without cause. The society's officers see a horse sweating badly and without considering whether or not it has just come up a steep hill, nor the heat of the day, they arrest the driver, take him to court, making him lose his time, besides the loss from leaving the wagon idle all day. Convictions are comparatively few and the dealers point to this as a fact which proves that many arrests are made without cause.

Neither do the officers consider the weight of the horses when arresting a driver for having too heavy a load for his horses. The weight which horses can carry without unnecessary sufferings varies according to the size and build of the horses, but the societies seem to have fixed a certain weight, which they claim is the greatest that any horse may carry.

There are at present 1,200 cases for cruelty to animals now pending in the Court of Special Sessions. The business men say that the rivalry between the S. P. C. A. and the Humane Society, a new organization, causes the agents of both to make unnecessary arrests.

The local retail grocers' associations, the New York Retail Grocers' Union, the United Retail Grocers' Association of Brooklyn, and the Manhattan and Bronx Retail Grocers' Association are preparing for a busy winter. Several food shows are to be held to show the people the effect of the new pure food law and how to distinguish the pure from the adulterated foods. All the associations are in a most prosperous condition and expect to do great work during the coming winter toward stamping out the trade abuses which have been detrimental to the merchants.

The Delaware County Dairy Co. filed papers of incorporation at Albany yesterday. It has a capital of \$1,000 and is to operate throughout Greater New York. The directors are Max Blum, 138 Forsythe street; Abraham Smith and Becky Smith, 63 Forsythe street, New York.

FRED. A. MCGILL.

Written for the "Grocery World and General Merchant."

Another Idea on Grocery Building.

West Virginia Correspondent Gives the Result of His Own Experience in Erecting a Building Adequate to His Business.

[The following was submitted in answer to the query of Chris. Crabel, Milltown, N. J., for data as to the best way to build a building suitable for grocery purposes]

The cheapest construction for economy is stone foundation (or hard brick laid in cement), brick building with best black slate roof.

Your brick need not be too fine, yet good hard ones are best.

Your timbers should be full size and properly spaced.

A building constructed in this manner is entitled to the lowest insurance, your repairs are very small, your house is cooler in summer and warmer in winter, your stock of merchandise will be kept much safer and in better condition.

Heat your store by heater in cellar.

Electricity is best, safest and cleanest light. Gas is good, may be lowest in price. Electric and gas combination a good safeguard.

HENRY C. MEYER.

Wellsburg, W. Va.,

Aug. 28, 1908.

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES

FORBES BUILDING

COSHOCOTON, OHIO

A Money Maker

Already in Your Store is

CURRENTS

But perhaps you have forgotten that they pay you 40 to 75 per cent. profit because you've been so busy pushing some other product that only pays you 5 or 10 per cent.

How about it, Mr. Grocer?

Well, it's never too late to mend. Women use **Currents** in about fifty different kinds of cakes, puddings and desserts. You can easily make **Your** customers use more **Currents** and you are increasing **Profitable** sales, when you do!

"Freshen up and push
CURRENTS"



"Exton" on an Oyster Cracker is like "Sterling" on silver—it means purity and fineness. People who know good things look for the "Exton" mark and it will pay you to let them find it on every oyster cracker you sell them. ¶ Don't try to sell any other. It's foolish, because—"Exton" Oyster Crackers have been "The Best Known and Known as the Best" for over 60 years.

Goods that have always been *kept good* will always *make good*—stick to "Exton" Oyster Crackers.

A. Exton & Co. : : Trenton, N. J.

*Pioneer Bakers of the Celebrated Trenton
Oyster Crackers, Stamped "EXTON"*

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 Delaware Avenue, Philadelphia.

We Own the Word "SHREDDED"

We are proud of our possession because we have made a reputation for it, as applied to our Codfish, that is world wide.

Every time you sell a customer BEARDSLEY'S SHREDDED CODFISH you tie that customer closer to you, for you have sold her the **genuine** Shredded Codfish. It is so different from imitations that every one of your customers can tell the difference instantly.

We have advertised BEARDSLEY SHREDDED CODFISH so extensively everywhere that it sells itself. It is as staple a product as sugar.

In three style cartons (the ones with the **red band**) for sale from October to May; and tins and glass (handy tumbler) for summer months.

J. W. Beardsley's Sons

NEW YORK, N. Y.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

SETTLING DOWN.

Now that vacation is over we must settle down to real work. A big campaign is before us. What is going to govern the success of this campaign? Thoughtful buying; judicious advertising; honest work; mutual confidence, and above all "The Square Deal."

We want every one of you men and you women to believe in this business; we want you to be in love with your work and to be proud of the store.

When you start out in the morning, feel that the day isn't going to be a drudge, but rather a pleasureable, profitable day, dealing with your fellow people honorably; making some progress; learning something new about your department.

QUESTION BOX.

Next week we will have installed a new question box. You will be at liberty to ask any question you may desire in connection with the business, or, in fact, anything that may have an indirect bearing on the business, or anything touching your private life for which you might like to get our advice. We have never cultivated a strained relationship, believing always that it is best to be one of you. We take this position because we believe in the moral principle of it, and because it helps to build up a stronger business. In other words, "it's policy."

UNADVERTISED GOODS.

A table will be placed near the middle of the store, upon which we will place each day two things at a cut price; some day lard; some day cereals; some day soap; some day even potatoes. We will test this method for two months; at the end of that time you will find people making a bee line for this table day after day. No orders will be taken over the

phone for these goods—mark that well—and none will be sent C. O. D.—mark that, too.

5 LBS. COFFEE, 65 CENTS.

This coffee will be put up in 5-pound red bags, and must be sold for what it is; composed largely of broken beans. You must be careful not to push it where customers are using our better grades.

Our reason for making it prominent for the present is on account of the feature that a few of the other good dealers are making of cheap coffees.

ABOUT FRUIT JARS.

We have over sixty dozen Smalley quart jars that have been in stock five years. We will not order any "Mason's" until these are cleaned up. Sell them at the Mason price, 70 cents.

PUSH THESE.

We are now carrying an unusually large stock of the following goods which we want pushed out. Malto Rice; Swift's Pride Soap; 10-cent size Enameline; ¼s imported sardines, 10 cents; Miller's Powerine and Pioneer Sand Soap. A commission of 2 cents will be paid on each 25 cents' worth of soap and 1 cent on each of the other goods.

Another Mail Order Case.

Without taking the chances of litigation, Montgomery Ward & Co. has paid Mrs. H. A. Robbins, of Bedford, Iowa, \$1,250 damages because her husband was killed by drinking some of the mail-order firm's bargain-counter alcohol. Robbins some time ago ordered, through the catalogue sent out by Montgomery Ward & Co., some "grain" alcohol, according to the statement of the case by the wife to her attorneys. Grain alcohol is, of course, not a poison. Instead of sending grain alcohol ordered, however, wood

alcohol, a deadly poison, was sent out from Chicago, it is asserted. Robbins, a mechanic, physically strong and in good health, took some of the wood alcohol. Physicians were called as soon as he became ill, but their efforts were unavailing against the effects of the poison, and Robbins died in a short time. Examination was made of the stuff sent out, and when it was discovered that wood alcohol had been furnished, Mrs. Robbins was urged to place the case in the hands of local attorneys for prosecution. Notice was served on Montgomery Ward, and his investigators at once began their work. As soon as the facts became known and before any action was secured, the settlement of \$1,250 was made and the money paid over by a representative of the mail-order firm. Robbins was well known, and the matter has created a very strong feeling in the community, one of the richest in Iowa.

Written for the "Grocery World and General Merchant."

More About Goldine Soap Fake.

Fels & Co., Philadelphia Soapmakers, the Victim, as Well as Retail Grocers. Whole Fraud is Based on Glowing Promises that are Never Performed.

Probably the following information might interest your readers and through publicity prevent nefarious swindling. Possibly also grocers would be from time to time interested in cautioning friends and customers about these swindlers.

During July we sent a copy of the inclosed letter to towns in lower Connecticut and in the Hudson River territory. This letter is sufficiently self-explanatory. It was sent broadcast by reason of our receiving complaints almost daily.

Our next information was that these bogus soap salesmen were operating in southwest Philadelphia, Darby and Chester, Pa., and Wilmington, Del.

In Wilmington, Del., two men were fined and discharged on the 29th of August, having been arrested on Thursday, the 24th ult., on suspicion. These men were discharged for lack of further complaint.

The New York "Journal of Commerce," August 31st, contains an article entitled "Bogus Soap Operators. Claimed to sell

naptha soap, but most of it was water."

This article relates that in Cleveland the local Retail Grocers' Association has made war on the operators and secured their arrest; that it is presumed that the soap is made in Brooklyn, but no such factory is in existence there.

The Cleveland scheme seems to have been to carry a sample of Fels-Naptha soap in a spurious wrapper marked "Goldine Naptha Soap." In this instance the object of the swindle seems to be the dealer instead of the consumer, but like the consumer case the dealer is promised premiums which never arrive.

Our letter is sent out in the hope of proving a warning against fake soap propositions of all kinds to consumers and dealers. Possibly an advisory article in your valuable paper might benefit in at least keeping such swindling down to a minimum.

Fels & Co. are not the only manufacturers whose trade-mark has been used in this manner, as these bogus soap operators use the names of various large soap concerns while swindling.

FELS & Co.

Phila., Pa., Sept. 3, 1908.

NOTE.—The letter sent out by Fels & Co. identifies the fakers who are working the Goldine soap fraud as follows: "Both were well dressed. One in a grey suit, box coat, straw hat dipped in front, dark hair, smooth face. The other had on a brown suit, brown slouch hat, dark moustache, dark hair. Both had brown eyes, about 5 feet 8 inches in height, weighing about 150 to 160 pounds. Both men wore Masonic buttons, and when questioned about the money when handed the \$5 they replied, "Do you think a Mason would go around the country swindling people?"—ED.

Tomatoes grew a little scarce toward the close of the week. The price ranges from 15 to 50 cents per basket. Much of the receipts is poor. Canners are still largely buying.

How many of you have taken advantage of the offer made by S. B. Goff & Sons Co., of Camden, N. J.? All that have, appreciate by this time the benefits it contains. Those that have not do not realize exactly what they are missing. To the up-to-date storekeeper 70 per cent. is an attraction, and that is what the firm offers. Remember, Goff's remedies are standards, and are sold by 14,000 grocers.

BACON

AS A BREAKFAST FOOD

There are dozens of breakfast foods on the market, but none of them can take the place of Bacon; nothing is so thoroughly satisfying and nothing adds so much zest to one's life as a breakfast, the foundation of which is

Burk's "Butternut Bacon"

This Bacon is selected from corn-fed hogs, specially cured with granulated sugar—mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label.

A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the "5-B" Bacon, because of its name.

BURK'S

Butternut Boneless Breakfast Bacon

This Bacon was first introduced at the National Export Exposition, held in Philadelphia in 1899. It has had a steadily increasing sale each year, and today is the best known and most used Bacon in Philadelphia.

Our Cold Weather Specialties

CONSISTING OF

PUDDINGS, SCRAPPLE and FRESH SAUSAGE

will be offered to you just as soon as the weather conditions permit.

They will be, as usual, the best the market affords, and we would suggest your waiting our announcement that we are ready to serve you.

Talk to us about your Pork needs.

Louis Burk

GIRARD AVE. and THIRD ST., PHILADELPHIA

WE HAVE INTERESTING PRICES ON

Galvanized Wash Tubs AND Galvanized Water Pails

And will be pleased to have your orders.



JAMES M. VANCE & CO.

Wholesale Hardware

211 and 213 Market St., Philadelphia



Two Ends of a Sardine

A sardine may be all right to begin with but be spoiled in the cooking. If it is poor to begin with good cooking will make it fair, but never good.

In other words to have fancy sardines you must select the fish and properly cook them.

Talisman Mustard Sardines show what can be gotten when both these ends are taken care of. Tender, dainty, delicious tidbits, packed in the richest mustard sauce that ever went on sardines, no matter what the price.

SWIFT & COMPANY

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

THE GROCERY MARKETS

Tea.

The tea market is unchanged for the week. There is a fair demand for the general line, but no special briskness or activity, and no immediate prospects of any. No change has occurred in price, and no developments of any nature.

Coffee.

The valorization interests have steadily supported the market for Rio and Santos coffee during the week, in the face of very heavy receipts at primal points, and have succeeded in advancing options very slightly. Spot Brazil coffee is about steady at last week's quotations. The very large receipts of coffee at Rio and Santos, which would indicate another record-breaking crop, are explained by the syndicate as being due to the desire of the growers to push their coffee out with all speed in order to avoid the additional export tax which will shortly become effective. Whether this is true or not, it is established that the current crop will be much larger than the syndicate claimed four months ago. The buying trade in this country still follow their hand-to-mouth policy, in spite of the fact that in European countries the movement has become more liberal. Mild coffees are unchanged and steady. Java and Mocha steady at ruling prices.

Sugar.

All refiners advanced sugar 10 points during the week. The advance was partly a nominal one, as it is understood that orders were accepted at the old figure after the advance came. More than that, the jobbing trade were all given ample opportunity to get in in advance. All this season the refiners have simply jockeyed with the sugar market. This week's advance was not warranted by any advance in raws; as a matter of fact, raw sugar has sold for less money during the week. It seems to have been due mainly to an effort to stimulate the demand, in which it was successful to a degree. The consumptive demand for sugar is very fair.

Syrup and Molasses.

Glucose is unchanged for the week and so is compound syrup. The demand for compound syrup

is very light as yet, although continuance of the cool weather will soon increase it. Sugar syrup is unchanged and quiet. Molasses sold better during the few cold days, but is quiet at best and ruled at unchanged prices.

Fish.

The mackerel market is firm, on account of comparatively low supplies. The shore catch is virtually a failure, and stocks are very low. Irish fat mackerel are scarce as yet, and no fat Norway have come forward as yet. Prices are unchanged throughout. Domestic sardines are unchanged except for the fact that certain packers outside the trust have been underselling the combination price for months have ceased to do so on account of light stocks. Norwegian and French sardines are unchanged and moderate demand. Cod, halibut and haddock are unchanged in price. There is some demand for future cod, but very little as yet for spot. Salmon is unchanged and in fair demand.

Canned Goods.

Tomatoes are selling in a small way, everything now being spotted. The price seems to have settled to about a 75-cent basis, in spite of the fact that from many quarters comes the report that the pack will be about 25 per cent. below last year. The reason for the weakness of price in spite of this seems to be the financial necessities of the packers. Corn and peas are both very dull at unchanged prices. Peaches are firm and show considerable advance on account of a much shorter pack than was expected. Second yellows, which have been ruling at 95 cents f. o. b., are now quoted at \$1.05, and pie peaches which sold as low as 65 cents are now quoted at 75 to 80 cents. The pack proved to be very light. Apples are unchanged, both old and new and the demand is light. Small Baltimore canned goods are unchanged and in light demand. California canned goods show no special improvement, either in price or demand.

Dried Fruits.

Prunes are unchanged, both spot and future, on last quotations. The demand is light. Peaches are steady at unchanged prices and in light demand. Apricots show no change, being still steady at ruling prices. Currants

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

fruits are wanted for future delivery. Spot goods dull. Raisins are unchanged in price and not particularly wanted. Other dried fruits dull and unchanged. As the time for the delivery of future dried fruits approaches it is becoming more and more apparent that the future sales were this year much less than usual.

Beans and Peas.

Domestic pea beans still average about \$2.50 per bushel. New beans for early shipment are quoted at \$2.60, for later shipment \$2.20. Sales have been small as yet. Imported pea beans are unchanged and in light demand. Marrows show no change in price and a light demand. Split and dried peas are unchanged, scarce and firm.

Butter.

There is a very active trade for extra fancy butter. Under grades do not sell so well. The make of butter arriving shows an improved quality and the demand for it is excellent. Present conditions seem likely to continue until we go into frost, when prices on all grades will likely advance. The market is stationary and healthy.

Eggs.

The receipts of fresh eggs have fallen off during the week. The eggs arriving show better quality and meet with ready sale at 1 cent advance over last week. The market is in a very healthy condition and seems unlikely to make any change during the next few days.

Cheese.

There has been a general advance of $\frac{1}{4}$ cent in fancy cheese during the past week. The de-

mand for consumption is very good as well for consumption as for speculation. The make of cheese is normal and the quality fine. The future of the market depends on the speculative demand.

Provisions.

Regular and skinback hams are steady and unchanged, picnics dull at $\frac{1}{4}$ cent decline. Bacon and sugar-pickled bellies are firm and unchanged. Pure and compound lard are very firm at unchanged prices. Barrel pork and dried beef are firmly held, stocks very small and prices steady. Canned meats are unchanged and in fair trade.

Produce.

Potatoes, 50 to 55 cents per basket, 80 to 85 cents per bushel, demand fair; sweet potatoes, firsts, 30 to 35 cents per basket; seconds, 20 to 25 cents per basket, demand fair; beets, 40 to 45 cents per basket, demand fair; Pennsylvania cabbage, \$1.50 to \$1.75 per barrel; Jersey, 35 to 40 cents per basket demand good; carrots, 40 to 50 cents per basket, demand fair; cucumbers, 40 to 50 cents per basket; pickling, 50 to 60 cents per basket, demand fair to good; Jersey onions, 55 to 60 cents per bushel, 35 to 40 cents per basket, demand fair; white pickling, 75 to 80 cents per basket; yellow pickling, 35 to 40 cents per basket, demand fair; squash, 25 to 35 cents per basket, demand fair; New York salad, \$1.25 per dozen, demand fair; green peppers, 10 to 20 cents per basket; red peppers, 20 to 25 cents per basket; cayenne, 60 to 75 cents per basket, demand fair; string beans, green, 35 to 40 cents

per basket; yellow, 35 to 40 cents per basket, demand good; yellow turnips, 30 to 35 cents per basket, demand good; white turnips, 25 to 30 cents per basket, demand fair.

Green Fruit.

Bananas, \$1.25 to \$1.50 per bunch; 8-hands, 85 cents to \$1 per bunch; 7-hands, 65 to 85 cents per bunch; 6-hands, 40 to 60 cents per bunch, demand fair; California oranges, \$3.75 to \$4.50 per box, demand fair; lemons, \$3 to \$4.50 per box, demand fair; limes, 80 cents per hundred, demand fair; pineapples, \$3.50 to \$4.50 per crate, demand fair.

Nuts.

Peanuts, green, choice, $4\frac{3}{4}$ cents per pound; fancy, $6\frac{3}{4}$ cents per pound; jumbo, $7\frac{3}{4}$ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, 17 to 18 cents per pound; Brazils, $9\frac{1}{2}$ cents per pound; filberts, 10 cents per pound; pecans, 10 cents per pound; walnuts, $11\frac{1}{2}$ to 12 cents per pound; mixed nuts, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

Too much rain, too low temperature, and too little sunshine last week caused much apprehension amongst the growers and canners as to the effect on the crops of tomatoes and peaches. The cost of the fresh tomatoes for canning purposes advanced to 60 cents per bushel against 40 cents, and the receipts did not increase as everyone expected. On the other hand, the buying of the canned article was much larger than at any time this year, and the demand came from nearly all sections. With the unfavorable crop conditions, and the favorable outlook for an increased demand, it appears as though the market price for the canned article will move up a peg or two. Conservative buying of them is advisable. Corn is more or less affected by the prevailing weather conditions and the prices continue firm. String beans and sweet potatoes were again active and they look cheap. The other lines of vegetables were dull, comparatively.

The small receipts of fresh peaches on the wharf were disappointing this week, and the prices per bushel advanced an average of, say, 30 per cent. All hands appear to agree now that the crop is a medium-sized one and that the prophets fell down hard on their predictions that there was coming a "bumper

crop" this time. The prices of all grades of peaches were advanced this week, and they may go higher. Cover your wants for the next four months from the cheapest to the highest grade. There is a fair demand for new pears and nearly all fruits are being bought every day in a small jobbing way. Cove oysters are firm because of the small stocks held here.

Surprising developments concerning the peach crop have started a sudden upward movement in the market, and the advance in the prices is likely to be carried to a higher level. The basis of the advance is the small receipts of the fresh fruit for canning purposes and the light stocks in the hands of the packers. The early varieties are already nearly all in the tins, much sooner than usual, and that means a big shortage in pie peaches and seconds at once. The late varieties have commenced to arrive, some of them not being due ordinarily for two or three weeks, and it causes apprehension of a short pack of standards and extra select peaches.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Spices.

The market has been exceedingly active, especially in Cassia, Mace and Cloves. There are few changes of importance to note during the week. Spot goods are scarce and advances are certainly in order, on account of the steadily increasing demand and diminishing supplies.

Pepper.—Little on spot and nearly all due during the present month is owned by manufacturers and have been sold. Futures are at steady prices and we look for only slight changes in this spice during the fall.

Cloves.—Stock in our country is small. Prices for import have been advanced during last week. The future of cloves is pretty hard to predict.

Nutmegs very steady at recent advance. There has been little trading, however, during the week.

Mace scarce, firm and in very good demand. This should continue for some sixty days.

Cassias.—Saigon and Batavia are in good demand, prices being steady. China, all grades are steady. China Case Cassia for late arrival is lower than present spot prices.

Gingers.—All grades are scarce and the demand is very good. Prices are unchanged during the week.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

New Jersey is shipping lots of watermelons, and the range is 5

to 25 cents each. The quality is good and the demand excellent.

Colorado cantaloupes are now coming direct to Eastern markets and the average price per crate is \$3.25. The price shows a considerable decline from the first receipts and the demand is good.

Nearby peppers are ranging from 10 to 15 cents per basket, which is about the average price. The price will probably keep low until cooler weather.

New apples range from \$2 to \$3.25 per barrel, which is about an average price. The quality is good and the demand active.

Sweet potatoes average 40 cents per basket and are selling well.

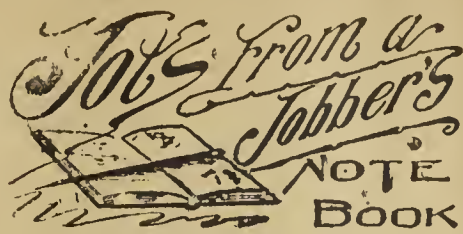
Corn ranges from \$1 to \$1.40. Most of it is Pennsylvania stock and the quality is good. The demand is active.

Lima beans range from \$1.25 to \$1.50 per basket and the demand is draggy.

Hudson River grapes average \$1.25 per crate, Delawares, 18 to 20 cents per small basket; California Tokays, \$1.25 to \$2.25, demand only fair.

Pennsylvania News Items.

Wilkes-Barre merchants are agitating for Sunday-closing of grocery stores and will attempt to induce truck merchants to confine their sales to retailers only. P. A. Brown is chairman of the Sunday Observance Committee. The advisability of discontinuing the use of trading stamps and similar schemes is being discussed.



It occurs to me to say something about a certain grade of seeded raisins which has been sold quite largely in all the large Eastern markets during the past few months. I refer to freshly seeded old raisins. At certain seasons of the year when new crop seeded raisins are scarce or unavailable, old crop seeded raisins are brought forward and offered in their stead. When these raisins are taken up for seeding they are hard and sugary, and in order to get the seeds out without mutilating the fruit too much, it is necessary to reheat them to a high temperature. This partially destroys their keeping quality, and unless they can be sold at once they are very apt to harden up within a very few days and to become practically unsalable. Not that the eating quality is destroyed, but the fruit looks old and the average consumer will not buy it. In order to protect themselves against being loaded up with this kind of raisins retailers should either buy just enough for their immediate wants, or they should get a guarantee from jobbers that the goods are new crop seeded.

Bankruptcy and assignment laws are all right in their way, but in very many cases the creditors of a bankrupt would have gotten much more out of their claims had the case not had to go through

bankruptcy or assignment proceedings. In both methods there are fees to pay at every step, and the court costs are heavy. In the end the creditors of a small estate find that the largest slice of it has been eaten up by expenses. Making an assignment for the benefit of creditors is a less expensive proceeding, but even here there are some fees and expenses. A little case which is just transpiring in Philadelphia shows what can be done when the creditors are allowed to settle up the affair in their own way. A West Philadelphia retail grocer found some time ago that he was insolvent. None of his creditors were pushing him, and none have pushed him up to this time. By common consent the grocer's assets were turned over to the credit man of one of the largest creditors and he is settling them up the best he can. There was no formal assignment for the benefit of creditors, but the credit man referred to was simply deputed to wind things up as inexpensively and quickly as possible. I doubt if even he charges a fee, and if he does not there will practically be no expenses whatever. The plan is particularly good for another reason—a creditor who is under no responsibility to a court, but whose duty is simply to the other creditors, can use his own judgment as to compromises and other deals which cannot be done in bankruptcy proceedings except after considerable red tape. There ought to be a law, in my judgment, preventing a few creditors from throwing an estate into bankruptcy when the bulk of the creditors are willing to settle out of court.

THE JOBBER.

CORRESPONDENCE.

As to a Collecting Agency.

Harrisburg, Pa., Sept. 2, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Can you give me any information concerning the International Law and Collection Co., Dayton, Ohio?

Thanking you, I remain,
Yours truly,

* * *

So far as we know the concern inquired about is reliable.

Another Scheme.

Philadelphia, Pa.,
August 31, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Can you tell me anything about the Eureka Park Developing Co., Philadelphia office 1524 Chestnut street? They want to give me a building lot for the use of my name in connection with some advertising scheme. The lot will cost me \$14.60 for conveyancing the claim. To be incorporated in New Jersey, place of operation, Atlantic County.

Thanking you in advance for the information, I am,

Yours truly,

W. ARTHUR.

The "Grocery World and General Merchant" has no reason to believe that this scheme is being operated any differently from all of them. In a nutshell, the catch here probably is that \$14.60 is a generous price for the sort of lot that it is proposed to convey. Certainly it is far above the conveyancing cost of any ordinary building lot. As for the use of this correspondent's name, that is a subterfuge which has been worn threadbare. It is usually effective, as it appeals to a man's vanity. Unless this correspondent wishes to spend \$14.60 for a building lot worth that or less, this journal advises him to stay out.



"GET SOME"

Materials Are Not All

Can any other packer of Pork and Beans pack as good goods as **Van Camp's Pork and Beans** if he used as good materials?

Not necessarily so, for we have made a science of Pork and Beans, and we do claim to know how to pack them.

But the good materials would help—they undoubtedly constitute one reason why **Van Camp's Pork and Beans** are the largest seller in the country. We could save all sorts of money on materials if we were willing to lose all kinds of reputation. Beans, pork and tomato sauce can all be bought much below the prices we pay.

Our advertising is bringing you trade. **Van Camp's Superfine Pork and Beans** will hold it for you.

The Van Camp Packing Company, Indianapolis, Ind.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

From a copy of the Liverpool (England) "Courier," which somehow finds its way into this office, I clip the only grocery advertisement in it, although the paper compared in size with any of the metropolitan dailies of this country. In the original it occupied a space 11 inches single column, and is reproduced below in reduced photographic form:—

MACSYMON'S PRESERVING STRAWBERRIES.

ENORMOUS DEMAND.

LAST TWO DAYS
WE CAN ACCEPT ORDERS FOR
EXECUTION ON TUESDAY.

QUALITY THE SAME AS LAST YEAR.
PRICE EXPECTED TO BE EVEN LOWER.

WRITE, PHONE, OR VISIT.

GOOSEBERRIES.
PRESERVING AND BOTTLING.

12 lbs. for 1/11
SUPERIOR QUALITY

CANARY BANANAS
AGAIN 6D. Per Dozen.

APRICOTS (Desert) per Box 2/-
APPLES—

NEW YORK PIPPINS 12 lbs. for 4/3
STURMER PIPPINS 12 lbs. for 3/3
GREENING APPLES 12 lbs. for 3/2

BILBERRIES per lb. 8d.
CHERRIES (Desert) per lb. 4d., 6d., & 8d.

CHERRIES (Cooking) 2 lbs. for 7d.
CURRANTS (Black) 2 lbs. for 9d.

CURRANTS (Red) per lb. 6d.
GRAPES (Black Hambro) per lb. 1/6 and 2/-

GRAPES (Muscat) per lb. 1/6 and 2/-
LEMONS (Selected) 12, 16, and 24 for 1/-

MELONS (Orchard English)

ORANGES (Selected) 10, 14, and 20 for 1/-
PINEAPPLES (Choicest) each 4/-, 4/6, 5/6

STRAWBERRIES (Desert) Special Value

TOMATOES (Special English) per lb. 9d.

TOMATOES (Cooking) 8 lbs. for 1/-

ASPARAGUS (Best Formby) per bundle 2/- and 2/6

ASPARAGUS (Worcester) per bundle 1/6 & 2/3

BEANS (French) per lb. 8d.

CUCUMBERS (Extra Large) each 4d.

MUSHROOMS (Best Buttons) per lb. 1/3

PEAS (Best English) per peck 1/-

POTATOES (Best Old) per cwt. 4/6

POTATOES (English) 12 lbs. for 1/-

POTATOES (Canary) 12 lbs. for 1/3

MACSYMON'S STORES

DEANE-ST.

Telephone: 3200 ROYAL

(Two Exchange Lines—Fifty-one Telephones)

usually tell an English advertisement as far as you can see it. They have not yet learned in England that an advertisement well set is half read. Everything is plain—usually crudely plain, and very little time is spent on mere typographical effects. As I say, I need no better proof of this than the advertisement I have reproduced above. Moreover Mac-Symon's Stores, whose advertisement this is, constitute one of the largest retail establishments in Liverpool.

If I were reconstructing this advertisement I should take out every rule in it. They get mixed up with the small type and the effect is confusing, uninviting and hard on the eyes. The advertisement could be made immensely more effective in every way—in composition, in arrangement, and

in typographical display. It would be almost impossible to indicate how to do it, however; it would take less time to entirely

the typical American method of advertising. It was issued by Lehman's Department Food Stores, of Trenton, N. J., whose

Potatoes 45c

The price is for Thursday. We haven't got over a couple hundred baskets, and they're nearly all Green Mountain stock. Understand, the price is 45c. a basket until every basket is sold.

Tomatoes 25c

Weren't quite enough Tomatoes to go around Tuesday, so we'll complete all old orders and fill all new ones at Tuesday's price—25c. the basket.

You women that make your catsup and chili sauce ought to get busy.

reconstruct the advertisement from the beginning.

I turn now to an advertisement which in many respects embodies

advertising I believe I have mentioned once or twice before. In the original the advertisement which I reproduce below filled 10 inches double column. When it appeared in the paper it was surrounded by a heavy black rule border, but the correspondent carelessly cut it partly off before he sent it to me, so I cannot show the advertisement in that respect as it is.

This is exceptionally good advertising, in my judgment, so much superior to the English advertisement, as a probable business producer, that there is scarcely any comparison. I should have put the small "The Hello Business" lines at the bottom instead of the top, however, and I should have used somewhat lighter rules both for the surrounding border and the brackets around the sub-heads. In no case should border dominate an advertisement. There should be a border, but it should merely serve as a frame for the picture. I suspect that this correspondent would argue that heavy rules make an advertisement conspicuous. So they do, but not in the right way. The arrangement of this advertisement, with the sub-headings set in white spaces, would supply enough conspicuousness and it would come from the headings instead of from the border. To show what I mean, I have had a little section of this advertisement reset above.

Cauliflower has become more plenty and the price has dropped from \$3.50 to \$2. It is coming from Western New York State.

THE "HELLO" BUSINESS WITH LEHMAN STARTS AT 6:30

Telephone orders come fast all day. Every order just as carefully attended to as though you were present.

Potatoes 45c

The price is for Thursday. We haven't got over a couple hundred baskets, and they're nearly all Green Mountain stock. Understand, the price is 45c. a basket until every basket is sold.

Tomatoes 25c

Weren't quite enough Tomatoes to go around Tuesday, so we'll complete all old orders and fill all new ones at Tuesday's price—25c. the basket.

You women that make your catsup and chili sauce ought to get busy.

The Jars

"First" Mason Jars—pints 65c. dozen, quarts 70c. dozen. "Firsts" mean the inspected line of jars. "Seconds" are the ones they let slide. We don't touch the "seconds". Rubber Rings with rubber in them, 8c. dozen. Don't let this tomato preserving business slip by, because there's no telling how high they'll go next week—all depends on the weather.

Amber Tea

Have you noticed how pretty (pretty's the word) that Garan Tea looks served cold from the Japanese booth at the North store?

Would you mind drinking a cup of it tomorrow and passing your opinion? Private opinions are factors with us. We aren't cater to our own palate.

Beef Wine and Iron

Mr. Burnham has made Beef, Wine and Iron all his life. He's a splendid old gentleman, and has sent us the second shipment this summer. We mention this so that some of you who may be run down or who may have no appetite, or who have found the weather awfully hard to endure may be able to purchase this great combination here at 39c. for the large bottle and 20c. for the other size.

Witch Hazel

We're free to tell you that we buy Witch Hazel from the old Witch Hazel Distillery over in Essex, Connecticut, run by John Dickinson. 15 per cent. alcohol. Nothing finer sold. Quart bottle 35c. Small bottles 10c. Witch Hazel should be in every home. Father needs it for shaving. Mother needs it for headache. The boy stubs his toe or smashes his finger—Witch Hazel.

Lehman's Department Food Stores

This is distinctively English. As a matter of fact, you can



I Wish I Was a Faker.

Sometimes I almost wish I was a successful thief.

The fakers and the schemers seem to get all the cream there is in life, while people like me who want to sell decent, honest merchandise have to peg along and work for everything we get.

Just think of that soap fake the "Grocery World and General Merchant" showed up a week or two ago. Goldine something or other, wasn't it? I know that gang. I've run across 'em several times, and I've seen their soap, too. Why, up in Chambersburg not long ago I took a pound of that soap out of its wrapper and squeezed it till the water dripped through my fingers on the floor. When I got through the pound of soap was about half a pound and the rest was a wet stain on the floor.

I'm not sure whether that was the Goldine scheme or not. Seems as if it wasn't. But if it wasn't it was the same thing—selling soap that was full of water on some scheme and collecting for it in advance!

That's what I say, there always seems to be a happy welcome and money in advance for the faker. One of the fellows who bit on the watered soap fake and who eagerly gave up his good coin in advance was a fellow I used to sell goods to. My boss always had a hen of a time to collect his bill. Want to know why? Be-

cause all his ready money went for fakes.

One day in July I got into a town over in Jersey where I know a good many people. One of the fellows I usually try to get a few minutes with is the editor of the country paper—he's an all right fellow.

I dropped into his office when I was in the town in July. His paper for that week was just off the press, so I picked up a copy and looked it over.

"You seem to have a pretty good lot of advertising from the local merchants," I said, "all except grocers. I don't see any of them advertising—don't they believe in advertising?"

"They do in their own kind," he answered.

"What is their own kind?"

"Programmes and flimsy fakes like that," he said. "I never got up a programme yet, or a local directory or anything else of the sort that I couldn't get most of the grocers to go in in good big spaces. They jump at it and pay good prices. But when I go at 'em with my paper—a legitimate advertising proposition that they could get results from—there's nothing doing! I can only interest one of 'em, and only him around Thanksgiving and Christmas!"

"And let an advertising faker come through here with some write-up scheme!" he went on, "and they'll 'phone for him to come and get their money! It beats me!"

So it does me. I can't understand how business men can deliberately choose the brass instead of the gold. Nevertheless they do. You can start a slick fellow out with the most ridiculous and impossible scheme you ever heard

of, and he'll do business all around a better salesman with a really good thing. There's only one thing he must do—he must promise big returns. Let him do that and he'll gather 'em in right and left.

That's why I say I sometimes think it pays best to be a faker.

I know a grocer that no salesman for a legitimate article has ever gotten a civil word out of in my recollection. I'm darned sure I haven't. The only reason we stand him at all is because he's a pretty good buyer, and sometimes we think he doesn't mean it all.

Yet let a scheme salesman go in there and that grocer almost hugs and kisses him. I've seen it happen three or four times. Once I told him what I thought of him for it.

I had just about had a seance with him that day. After all sorts of snaps and snarls I had succeeded in selling him a fair bill of goods. By gad, but he had been disagreeable, though! Not only in what he said, but in the way he said it. Mean, cold-blooded malicious slurs!

I kept shut and got the order. While I was packing up another fellow came in. He was taking orders for little ads to go on a big blotter to go in the post-office and some other public places about the town. He got off a lot of soapy gush about everybody telling him that the grocer was one of the leading business men of the county—stuff that oughtn't to have fooled a blind fish worm—but the grocer swelled up under it till I thought he'd split his shirt. He was as pleasant as pie to the fellow all the way through. More than that, he took an ad.

It made me hot. When he's gone I said:—

"Mr. ———, why is it that you treat decent traveling men like dogs while you glom all over a faker like that fellow who was just in here? Why, before he came you abused me fearfully while I was trying to sell you something you really needed to have. That fellow comes in with a fake that you don't need at all and you treat him like he was the King of England! Think it's fair?"

He gave a snort and went back to his private office. I thought maybe it had done some good, but when I went back the next time he was just the same.

I wonder if it don't all come from what Barnum said—that the people like to be humbugged and they have a warm spot in their hearts for the fellows they know are going to do it.

THE STROLLER.

Analysis of a Flour.

———, Pa., Aug. 31, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Having noticed in the "Grocery World and General Merchant" that Farwell & Rhine were prosecuted for selling adulterated "Cresco" flour, will you please mail me the analysis of their flour, for I am a user of the same, and if it is a fake flour I must change.

Thanking you in advance for any information, I remain,

Yours truly,
* * *

The "Grocery World and General Merchant" has made every effort to obtain this information but has not succeeded, as a rule of the department forbids the giving of such information out except through regular legal proceedings.

Don't Expose COFFEE to the Air

No careful grocer should expose roasted coffee to the air any more than he can possibly help. If he does, it is just as sure to lose some of its flavor as wet ink is sure to be absorbed by a blotter.

That is precisely the reason why the same coffee often tastes different to consumers—one time it is fresh and another time it isn't. It is also the reason for Moco-Mo Coffee, which is sealed hot from the roaster in a bag, and the bag sealed in a carton. Result, all the rich aroma of the fresh roasted coffee is held for the customer's delectation, no matter how long the coffee is kept.

A splendid leader at 25 cents.

The John H. Fitch Coffee Co. Importers, Roasters and Jobbers
— of High-grade Coffees —
YOUNGSTOWN, OHIO

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

The Clothespin Settlement.

The buildings and people in this display are made of clothespins. Cover the floor of the window with green cheesecloth or paper. To start the block house (Fig. 1) lay two pins down parallel and far enough apart for two more pins to bridge over the space. (Fig. 2) Build up in this manner until you have eight layers. In the second part instead of using one pin for a log, two pins are

house and fasten with a little paste.

To build the dwelling house build two sections close together the same way as the upper part of the block house and about fourteen layers high. To one end of this build a chimney with single pins (as in the foundation of No. 1). Build this a trifle above the roof. The roof is a piece of paper folded in the centre and pasted on the edges. The posts and frame



Figure 1. The Clothespin Pioneers and Their Block-House.

used, put together as Fig. 3. Figures 4, 5 and 6 show how to continue the upper part of the house. Make this part twelve layers high. For a roof use a piece of paper about 11 inches square, fold the square diagonally across the centre from corner to corner, crease, unfold and again crease it from the other two corners, making another diagonal line. Unfold and make a plait about $\frac{3}{4}$ inch wide in each of the four sides. Taper off into points at the centre and pin the plait at the wide end. Trim the edges off to fit your

work for the porch are made of long "logs" (Fig. 3) bent to a wide V shape. Place one end on the floor with the other end against the house. Place two of these on each side of the door. Make the roof out of long "logs" and the floor out of single pins.

Use boxwood or something with small foliage for trees. Stick small branches in the open ends of a pin or in a spool.

For poles for the clothesline, lay a pin on the floor and erect another in the prongs of this. Use thread for the line and cut

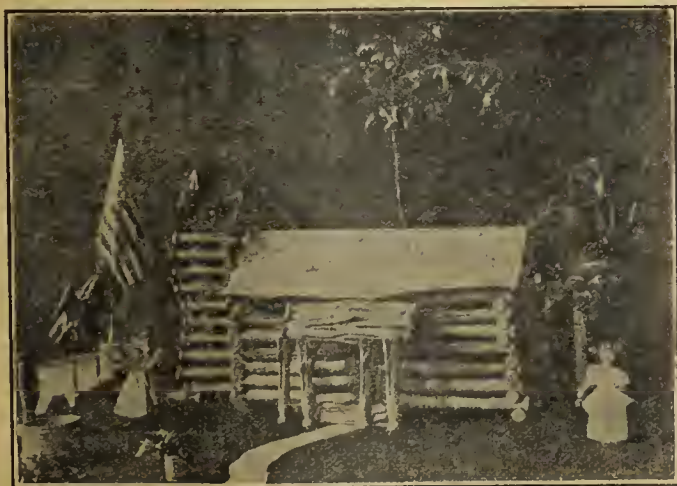


Figure 14. Wash-Day on the Clothespin Estate.

the clothes out of tissue paper and hang over the line.

The next thing is to dress the "settlers." For the men's hats make a cornucopia out of black tissue paper to fit the head of a pin. Trim off and paste to the pin (Fig. 8), then cut a disk of black paper for the brim; cut across the centre as in Fig. 10. Fit this over the crown and paste the points to the crown. For trousers cut two strips of black paper, wrap one

white collar (Fig. 12) and paste on. To stand up your man cut two slashes part through a piece of corrugated pasteboard used for packing purposes, or a pill box will do. Insert and glue the ends of the legs in this stand. The women are dressed much in the same manner.

Round all of this build a worm fence of pins, six pins high, or a stockade can be made by placing pins close together on a thin strip of wood.

Back of this and on each side you can pile up loose pins.

Hang a card in the window reading something like this: "Clothespins, 5 cents per 100 this week."

E. W. ALEXANDER.

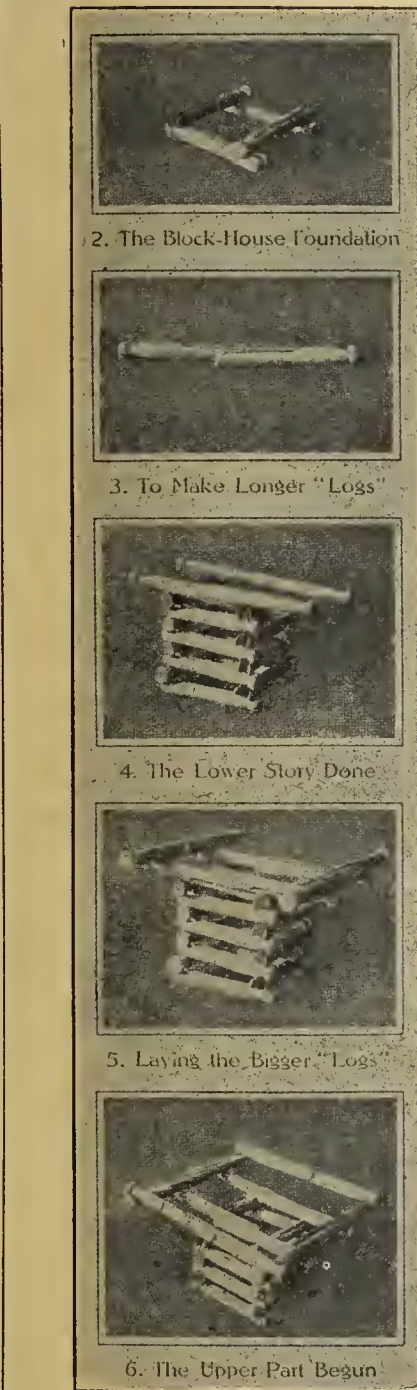
Oxford, Pa., Aug. 27, 1908.

Federal Food Prosecutions Against Short Weight Canned Goods.

The Federal food authorities have started in Kansas to enforce the food law against short-weight canned goods. The Wichita Wholesale Grocery Co. had on hand 285 cases of canned tomatoes and 145 cases of peas which the Government says have been mislabeled and are short in weight. Suit to confiscate the goods has been filed. Each of the cases of tomatoes contained two dozen cans weighing, it is said, from 33 to 38 ounces, when, according to the label, they should have weighed 48 ounces. They are almost one pound short in weight, therefore. The cases of peas contained two dozen cans each also and were labeled to weigh two pounds, but the inspector alleges in the complaint filed that they weigh but 25 ounces, which is about one-half pound short.

Send for a Sample.

H. P. D. Kingsbury, of Redlands, Cal., wants to send you a sample of his goods and the only thing necessary is to send a postal to him, requesting him to send it to you and make mention of this paper. If you try them you will want to sell them. A penny is the only expense to you.



over a leg (Fig. 8), push the paper up on the inside until it resembles Fig. 9 and paste. Cut the cape (Fig. 11) out of a bright color of tissue paper and paste it only at the front of the neck. Cut out a



Something That Sells!

AMMO

(DRY AMMONIA)

This scientific marvel is a dry, odorless powder, which is ammonia in a dry form.

It never loses strength nor evaporates like liquid ammonia. No bottles to freeze or break. **Ammo** comes in cans, and it is very economical. One 10 cent can equals **three** pints of ammonia.

We make it sell by demonstrating, sampling, advertising. Have it seen in your store and it will sell.

Ask your jobber, or write us for our strong proposition to dealers.

THE FRANK C. EBY CO.

213-215 E. Atwater Street

DETROIT, MICH.

Keep Good Customers and a Good Reputation by Selling

ZIPP'S

Flavoring Extracts

Branded "U. S. P."

Finest—Purest—Strongest

Absolutely pure extracts from fresh natural fruits—guaranteed under the **National Pure Food Act** and approved by all Health Commissioners.

Nothing but profit for the dealer and satisfaction for his customers in **Zipp's**—known everywhere for their fine flavoring qualities. They deserve your strongest recommendation.

Vanilla
Almond
Lemon

Wintergreen
Peppermint

Orange
Ginger
Rose

THE ZIPP MANUFACTURING COMPANY
CLEVELAND, OHIO

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers pay cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 5 cents per issue.

WANTED.

WANTED.—National Cash Register. Total adder. Must be in first-class condition and reasonable. Address John E. Peters, 29 Park Avenue, Paterson, N. J. 10

WANTED.—To buy an interest and manage good, live retail business in a manufacturing town; general merchandise preferred. Have had ten years' experience and will guarantee results. State your proposition fully when answering this advertisement. Address "Retail," care "Grocery World and General Merchant," Philadelphia, Pa. 9

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 11

FOR SALE.

FOR SALE.—Daily: fresh eggs; also storage eggs, potatoes, apples, pears, baled hay and all kinds of farm products. D. K. Phillips, Shoemakersville, Pa. 11

FOR SALE.—American Dried Beef Slicing Machine. Nearly new. Will sell at a sacrifice. Address 211 Gay Street, Phoenixville, Pa. 9

FOR SALE.—Finest grocery and market store in one of the best sections of Washington, D. C. Business \$25,000 annually. Proprietor, two clerks, one porter, one horse and wagon. Storeroom handsomely fitted up. Walker pivot bins, large meat box, butter box, showcases, scales, Bowser oil tank, etc., all of which go with the building at a monthly rental of \$50, except the horse and wagon, electric coffee mill, McCaskey register, cigar case and one Templeton cheese cutter. Stock probably \$3,000. Will sell at inventory. Address "A. B. C.," care "Grocery World and General Merchant," Philadelphia, Pa. 11

FOR SALE.—Slicing machine, Enterprise rotary, double knife. Cost \$22.50. Will sell for \$12. In use one month. Write Milton Bergstresser, Emaus, Pa. 10

FOR SALE.—Meat slicing machine. Good as new. Rotary. Cost \$16. Will sell cheap. Write W. P. Laird, care "Grocery World and General Merchant," Philadelphia, Pa. 10

FOR SALE.—In Tamaqua, Pa., three story brick house. Hot water heat and electric light throughout, hardwood floors, complete bath, fine lot and centrally located. Especially good proposition for doctor, dentist, or other professional or business man. For particulars apply to K. B., care "Grocery World and General Merchant," Philadelphia, Pa. 10

FOR SALE.—Good cash grocery business, doing about \$1,400 monthly. Rent of store, with five rooms and bath, \$25 per month. Situated in suburban section of Newark, N. J. Reason for selling, going into other business. Address C. H. Veghte, 84 Third Street, Elizabeth, N. J. 10

FOR SALE.—Centrally located dry goods and grocery business in Port Deposit, Md., in aristocratic residential section. Two-story frame building 17 x 80 feet. Yearly business, \$19,000; two-thirds cash, balance monthly. Stock, \$5,500. Prosperous town, with excellent educational advantages. Reason for selling, closing up the estate. Will sell stock cheap. Sell or rent the building. Apply P. O. Box 316, Port Deposit, Md. 10

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. 11

FOR SALE.—Very reasonable, a pair of beef stalls in best market in city. Fine chance for practical butcher. Owner cannot attend. F. W., "Grocery World and General Merchant," Philadelphia, Pa. 9

FOR SALE.—In Lebanon, Pa., a manufacturing town of thirty thousand inhabitants stock and fixtures of grocery and notion store. Has a 25-year established business warehouse and large stable. Also three story dwelling with all conveniences and in good condition. A chance for the right man. Address X, Lebanon, Pa. 9

FOR SALE.—Or to let, first-class corner grocery and meat store. Complete fixtures Price \$450. Stock on hand at wholesale price, ready to start. Rent, \$25 per month Corner Sixth and Franklin Sts., Elizabeth N. J. Population, 70,000. Fred. Klopheus corner Sixth and Franklin Sts., Elizabeth N. J. 9

FOR SALE.—Mr. Grocer and General Merchant: If you are looking for a motor car delivery wagon, 900 lbs., to cost \$650 can run summer and winter, address H. F. Granzow, Ashland, Pa. 9

BUSINESS OPPORTUNITIES.

DO YOU WANT TO SELL YOUR BUSINESS?
We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.
In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.
If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.
Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices profitably rented. Owner retiring from business and will sell at inventory.

No. 401.—General store in Mifflin County Pa. An extremely strong proposition. Size 30 x 100 feet. Business about \$4,000 per month 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 402.—In West Philadelphia. Meats and provisions. Size 15 x 28 feet. Does about \$11,000, three-fourths cash. Mostly sells meats, so stock only averages \$250 No team. Actual net profits, 20 per cent Owner wishes to change business, for reasons which will be explained. Price inventory. Take around \$800. Dwelling.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash balance weekly. Dwelling connected, wanted. Stock about \$800. Uses one team Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock \$1,000. Clean net profits, 15 per cent Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and

round \$2,000 for the property. Full investigation.

No. 405.—In West Philadelphia. Groceries, meats and provisions. Size, 18x30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything. Stock about \$600. This store was established seven years ago and is thoroughly prosperous and profitable. Will sell fixtures at \$450 and stock at inventory. Will take all told about \$900. Fullest investigation.

No. 406.—In North Philadelphia. Groceries, meats and provisions. Size, 20x50 feet. Does \$400 weekly, all good trade. Stock about \$800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around \$1,500.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18x25 feet. Does \$250 weekly, two-thirds cash. Stock \$700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 409.—In South Philadelphia. Groceries, meats and provisions. Store, 16x30 feet, with back room 16x12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Fullest investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18x55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17x40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20x40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,600.

No. 413.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22x45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 414.—In West Philadelphia. Groceries and provisions. Store 16x30 feet. Does \$400 weekly, two-thirds cash. Stock, \$800 to \$1,000. Net profits, 10 per cent. Good dwelling for sale or rent. Fixed charges low. Owner in ill-health and going to California. Will sell fixtures for \$500 and stock at inventory. Will take around \$1,300.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16x22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 416.—In Germantown, Philadelphia. Groceries and provisions. Store 16x25 feet. Does \$150 per week on stock of \$750. No team. Expenses very light and net profits 20 per cent. Owner going in larger business. Splendid chance for man and wife. Price, inventory; will take less than \$1,000.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16x40

feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 418.—In Tioga, Philadelphia. Groceries, meats and provisions. Store 16x35 feet. Does \$300 weekly. Stock about \$300. All good, reliable trade. No team. Net profits 15 per cent., as only one boy at \$5 is employed. Rent, \$40. Owner sick and must retire. Will sell fixtures at about \$600 and stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18x20, with back room 16x14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

No. 420.—North Philadelphia. Fine residence district. Groceries, meats and provisions. Store 20x50 feet. Does \$400 weekly, half cash, balance weekly and monthly. Stock about \$500. Clear, net profits, 10 per cent. No team delivery. Good dwelling connected. Owner going to Germany and will sell at inventory. Will take about \$1,000.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23x45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33x49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SPLENDID LITTLE STORE FOR MAN AND WIFE.

We offer clean, prosperous little store in West Philadelphia. Does \$200 weekly on stock of about \$500. Expenses are low and net profits are 15 per cent. Owner is in other business and his wife objects to running the store alone. Will sell at inventory and rent all fixtures except \$25 worth of loose fixtures. About \$550 takes the whole place. Fullest investigation courted.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED.—Man who understands groceries, meat and provision business. One who would be able to manage same after a short time. Answer with references. "Bud," care "Grocery World and General Merchant," Philadelphia, Pa. 10

WANTED.—Salesmen for Lebanon Valley, Cumberland Valley, Pennsylvania, and Northern Central lines west and north of Harrisburg. Men who have experience in the grocery and woodenware lines. Men with established trade preferred. Good proposition to right parties. Address Jobber, P. O. Box 124, Harrisburg, Pa. 9

SITUATION WANTED.

WANTED.—I am a thoroughly experienced grocer, having been 16 years in business on my own account. I have a wide acquaintance with the grocery trade in Lebanon County. Would like to represent a live, reliable house in this district, either manufacturer or jobber. Best of reference and bond if required. D. B. B., care "Grocery World and General Merchant," Philadelphia, Pa. 13

WANTED.—An experienced manager desires position with Philadelphia grocer in capacity of manager or clerk. Can furnish the best of references. John K. Moore, 839 E. Hilton St., Philadelphia, Pa. 11

WANTED.—Successful salesman, selling jobbers and department stores, thoroughly understanding promotion of sales, desires sole selling agency for Greater New York and vicinity of popular priced consumed necessity line; salary, commission. W. Martin, 147 W. 26th Street, New York. 9

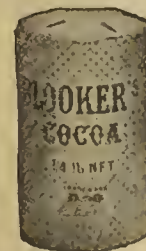
FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents



"I maintain that if one wants to know just what 'happens inside' and wants the proper thing to happen, it is essential to drink 'Bloker's'."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered, U. S. Pat. Off. Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
in Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY

108 North Front Street, Philadelphia.



FLI-STIKON THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. September 7, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.60 per bunch
Selected, 9 hands, packed 2 in crate.....	1.50 per bunch
Selected, 8 hands, packed 1 in crate.....	1.25 per bunch
Selected, 8 hands, packed 2 in crate.....	1.15 per bunch
Selected, 8 hands, packed 3 in crate.....	1.00 per bunch
Selected, 7 hands, packed 1 in crate.....	.90 per bunch
Selected, 7 hands, packed 2 in crate.....	.85 per bunch
Selected, 7 hands, packed 3 in crate.....	.75 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.35 per bunch
Selected, 8 hands.....	.90 per bunch
Selected, 7 hands .....	.70 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

Cocanuts, 100 to bag, easy sheller.....	\$2.85 per bag
Cocanuts, 80 to bag, Fancy Porto Rico	3.50 per bag

APPLES.

Apples, New York State, per barrel.....	\$3.25 to \$4.00
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MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$5.00
Extra Fancy Messina, 360 size, per box.....	3.75 to \$4.00
Choice Messina, 300 size, per box.....	4.25
Choice Messina, 360 size, per box.....	3.25 to 3.50
Extra Fancy Large, 150 size, per per half box.....	2.25

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.50
Fancy quality, 126 to box	4.00
Fancy quality, 150-176 to box	4.75 to 5.00
Fancy quality, 200-216 to box	5.25
Fancy quality, 250-288 to box.....	5.00
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.75
Extra choice, 150-176 to box	4.50
Extra choice, 200-216 to box	5.00
Extra choice, 250 to box.....	5.00

NEW JERSEY SWEET POTATOES.

We are handling some of the finest sweet potatoes grown in New Jersey.

Orders filled at ruling prices on day of shipment.

VEGETABLES.

We ship the best on the market. As prices fluctuate daily on these goods, orders will be filled at the lowest ruling market prices.

SPECIAL FOR THIS WEEK.

Strictly Fancy Western Maryland White Mountain Peaches, per half bushel basket, \$1.10.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

Good Fruit Attracts Trade

There is just one place in Philadelphia to get every thing in the fruit line as fine as it grows, at the right price.

If you want to attract trade to your store put handsome fruit where it can be seen.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

Anker's Bouillon Capsules



It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers
ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.	
Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java.....	.26
"B" Java.....	.24
"C" Java.....	.24
A-Java and Mocha Blend.....	.24
B-Java and Mocha Blend.....	.22
"A" Mocha.....	.24
"B" Mocha.....	.22
"C" Mocha.....	.20
Laguayra (Washed Caracas).....	.18
"A" Maracaibo.....	.18
"B" Maracaibo.....	.17
"A" Santos.....	.16
"B" Santos.....	.15
"C" Santos.....	.14
Peaberry Santos.....	.14
"A" Rio.....	.12
No. 1 Rio.....	.10½
No. 2 Rio.....	.09
Lipton Special Mocha and Java, 1 lb. cans	.20
Lipton Perfection, 1 lb. cans.....	.20
Battleship, 1 lb. packages, any quantity..	.15
Log Cabin, 1 lb. packages, 100 to case.....	.14
Arbuckle's, 100 lbs. to case.....	
King Bee, 100 lbs. to case.....per case	15.00
Seven Day, 100 lbs. to case.....per case	
TEA.	
No. 25 Gunpowder.....	Per lb. .24
No. 28 Gunpowder.....	.35
Best Gunpowder.....	.45
No. 25 English Breakfast.....	.20
No. 28 English Breakfast.....	.33
Best English Breakfast.....	.40
No. 25 Moyune Gunpowder.....	.33
No. 28 Moyune Gunpowder.....	.38
Best Moyune Gunpowder.....	.50
No. 25 Imperial.....	.33
No. 28 Imperial.....	.35
Best Imperial.....	.50
No. 25 Oolong.....	.28
No. 28 Oolong.....	.35
Best Oolong.....	.45
Young Hyson.....	.35
Japan.....	.35
Heno ½ and ¼ lb. packages.....	.50
Silver Moon.....	.27
Silver Bell, 1 lb. packages.....	.25
Salada (Ceylon and India Tea)— Green, Black and Mixed, ¼ and ½ lb. packages, 10 lb. to box.....	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box.....per doz.	.90
CANNED VEGETABLES.	
Baked Beans—	Per doz.
Pin Money, 3 lb., sauce, 2 doz.....	1.50
Pin Money, 2 lb., sauce, 2 doz.....	1.15
Pin Money, 1 lb., sauce, 4 doz.....	.85
Pin Money, 3 lb., plain, 2 doz.....	1.45
Wagner's, 1 lb., tall, 4 doz.....	.48
Wagner's, 3 lb., plain, 2 doz.....	1.03
Wagner's, 3 lb., sauce, 2 doz.....	1.08
Excursion, 3 lb., sauce, 2 doz.....	.85
Saratoga, 2 lb., 2 doz.....	.60
Corn—	
Pin Money, Shoepeg, 2 lb., 2 doz.....	.90
Standard Shoepeg, 2 lb., 2 doz.....	.85
Standard, 2 lb., 2 doz.....	.75
Belmont Cream, 2 lb., 2 doz.....	.90
Winorr Brand Kernelled Corn, 2 doz.....	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.....	1.25
Belle Brand, 2 doz.....	.85
Little Fellow, 2 lb., 2 doz.....	.85
Rob Roy, 2 lb., 2 doz.....	.85
Pin Money, petits pois, 2 doz.....	1.50
Pin Money, standard early June, 2 doz.....	.95
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination— 2 lb., 2 doz.....	.90
Kidney Beans— 2 lb., 2 doz.....	.75
Lima Beans— Derby, soaked, 2 lb., 2 doz.....	.80
Standard, 2 lb., 2 doz.....	1.25
Little Darling, 2 doz.....	
Pumpkins— 3 lb., 2 doz.....	.90
Gallons.....	
String Beans— 2 lb., 2 doz.....	.65
Pin Money Vegetables— 2 lb., 2 doz., 12 kinds in oan.....	.85
Sweet Potatoes, 3 lb., 2 doz.....	
1 lb. Pulp, for soup.....	.48
Succotash 2 lb., 2 doz.....	.95
Tomatoes— Pin Money, whole, ¾, 2 doz.....	.95
Standard, ¾, 2 doz.....	.91
Gallon, ¾ doz.....	2.40
Fair Quality, ¾.....	.85
¾, 2 doz.....	.70
CANNED FISH.	
Salmon— Clover Leaf, 1 lb., flat, 4 doz.....	2.10
Clover Leaf, ½ lb., flat, 4 doz.....	1.25
Sockeye, 1 lb., flat, 4 doz.....	2.10
Seward, 1 lb., tall, 4 doz.....	
Jockey, 1 lb., tall, 4 doz.....	1.50
Stonewall, 1 lb., tall, 4 doz.....	.95
Argo, 1 lb., tall, 4 doz.....	1.65
Sockeye, ½ lb., flat, 4 doz.....	
Iceberg, 1 lb. tall, 4 doz.....	1.45
Lobsters— Gold Label, picnic size, 4 doz.....	
Beaver, 1 lb., flat, 4 doz.....	
Star, ½ lb., 8 doz. in case.....	
Star, ½ lb., flat, 4 doz.....	2.45
Gold Label, ½ lb., flat, 8 doz.....	
Beaver, ½ lb., flat, 8 doz.....	
Clams— Gold Label Brand, 1 lb., tall, 4 doz.....	1.10
Mackerel— Mackerel in sauce, oval.....	
Oysters— Standard, 5 oz., 2 doz.....	.90
Sardines, in Oil— ½ oil, 100.....	per case.
Gold Label, ½ oil, 100 cans.....	6.50
Standard, ½ oil, 100.....	3.50
½ lb., oil, with key, 100.....	8.75
Epicurian, ½ oil, fancy cartons, 100 cans	4.50
Mustard Sardines— Gold Label, 100 cans.....	6.50
Standard, 100 cans.....	3.65
Leon D'or Brand, 100 cans.....	
Mustard Sardines— Gold Label, 50 cans.....	4.50
Mustard, 50 cans.....	2.95
Harbor Brand, 48 cans.....	8.75
Imported Sardines— Oil, Martell Brand, 100 cans.....	16.00
Oil, Marie Elizabeth, boneless, 100 cans	
Oil Imported— Martell, 100 cans.....	
North Cape, Smoked, 100 cans.....	8.50
Grisetta, with key, 100 cans.....	9.50
King Oscar, 100 cans.....	
CANNED FRUITS.	
Apples, 3 lb., 2 doz.....	Per doz. .80
Blackberries, 2 lb., 2 doz.....	.75
Blueberries, 2 lb., 2 doz.....	.95
Cherries, 2 lb., 2 doz.....	.87
Gooseberries, 2 lb., 2 doz.....	1.00
Pie Peaches, 3 lb., 2 doz.....	.85
Pears, 3 lb., 2 doz.....	.95
Sliced Pineapples, 2 lb., 2 doz.....	1.25
Singapore Pineapples, 1½ lb., chunks, 4 doz.....	1.25
Grated Pie Pineapples, James, 3 lb., 2 doz.	.90
Raspberries, 2 lb., 2 doz.....	
Strawberries, 2 lb., 2 doz.....	1.00
Standard Peaches, Sunset 3 lb., 2 doz.....	1.90
California Apricots, 2 doz.....	1.90
California Cherries, 2 doz.....	2.60
California Peaches, 2½ lb., 2 doz.....	2.35
Wheeler Peaches, 3 lb., 2 doz.....	1.25
Sliced California Peaches, 1 lb., 4 doz.....	
DRIED AND EVAPORATED FRUITS.	
Apples— Evaporated, 50 lb.....	Per lb. .09
Evaporated, 1 lb. packages, 4 doz.....	.09½
Dried, 50 lbs.....	
Peaches— Standard, 50 lbs.....	.08½
Choice, 50 lbs	

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant." by R. C. Williams Co.

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1-

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels.....	.42@.45
Choice, barrels.....	.40
Good, barrels.....	.26@.30
Fancy, quart jars.....	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle.....	.41@.43
Prime.....	.37
Good.....	.35
Ordinary.....	.22
Blended, fancy.....	.36
Blended, choice.....	.33
Blended, good.....	.30
2-lb tins, 8 dozen.....	per case, 2.90
Quarts, 2 dozen.....	per case, 2.90
Sugar Syrup—	
Pure, extra fancy.....	.85@.88
Pure, choice.....	.84
Blended, fancy.....	.82
Choice.....	.79
Vanilla Drips.....	.29@.30
Tins, 2-lb., 2 dozen.....	per case, 1.95
Tins, 2½-lb., 2 dozen.....	per case, 2.30
Tins, 3-lb., 2 dozen.....	per case, 2.50
Tins, 5-lb., 1 dozen.....	per case, 2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@ 95.....	82.00
Georges, count 110@115.....	25.00
Cape Shore, medium, count 160@175.....	14.50
Medium Irish 2s, thin, count 300@400.....	14.00
Norway, count 400@450.....	21.00
Norway, count 800@850.....	24.00
Norway, new, count 240@270.....	18.00
Norway, new, count 300@350.....	16.00
Norway, new, count 350@400.....	15.50
Codfish—	Per lb.
Fancy strips, 60-lb. boxes.....	.10½
Fancy briks, 40-lb. boxes.....	.09
Fancy middles, 40-lb. boxes.....	.12
Choice strips, 40-lb. boxes.....	.08½
Choice middles, 40-lb. boxes.....	.08½
Hake, bricks, 40-lb. boxes.....	.06
Fancy, whole, quintals.....	.08
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy chunks, Iceland, 20 lbs.....	
Bloaters, Cromarty, 100s.....	

TEAS.

Gunpowder—	Per lb.
Common to fair.....	.15@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.28@.35
Choicest.....	.45@.65
Imperial—	
Common to fair.....	.22@.25
Superior to fine.....	.30@.35
Extra fine to finest.....	.40@.45
Choicest.....	.50@.55
Young Hyson—	
Common to fair.....	.16@.18
Superior to fine.....	.22@.30
Extra fine to finest.....	.35@.40
Choicest.....	.45@.60
Hyson—	
Common to fair.....	.14
Superior to fine.....	.18
Extra fine to finest.....	.25
Japan—	
Common to fair.....	.23@.25
Superior to fine.....	.28@.30
Extra fine to finest.....	.32@.38
Choicest.....	.42@.45
Basket-fired—Common to fair.....	.22@.25
Basket-fired—Superior to fine.....	.28@.30
Basket-fired—Extra fine to finest.....	.32@.38
Basket-fired—Choicest.....	.42@.45
Dust.....	.12½
Oolong—	
Common to fair.....	.17
Superior to fine.....	.17@.22
Extra fine to finest.....	.25@.35
Choicest.....	.40@.65
Onohong—	
Common to fair.....	.17@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.30@.35
Choicest.....	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown.....	.86
Old Government—Best.....	.29
Old Government—Choice.....	.27
Old Government—Prime.....	.25
Old Government—Good.....	.23
Mocha—	
Genuine Arabian.....	.28
Maracaibo—	
Cucuta—Best.....	.16½
Cucuta—Choice.....	.16
Cucuta—Prime.....	.15
Cucuta—Good.....	.14
Laguayra—	
Caracas—Finest.....	.20
Caracas—Choice.....	.17

-2-

Peaberry—	
Santos—Fancy.....	.17½
Santos—Choice.....	.17
Santos—Fine.....	.16
Rio—Fancy.....	.17
Rio—Choice.....	.16½
Rio—Fine.....	.16
Santos—	
Best.....	.16
Choice.....	.15
Prime.....	.14½
Good.....	.13½
Fair.....	.12½
Rio—	
No. 1—Golden.....	.15½
No. 2.....	.15
No. 3.....	.14½
No. 4.....	.14
No. 5.....	.13½
No. 6.....	.13
No. 7.....	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice.....	.07
Cassia buds.....	.85
Cinnamon, Mats.....	.10
Cinnamon, Twaio.....	.20
Cinnamon, Ceylon.....	.23@.27
Cinnamon, Batavia.....	.25@.30
Cinnamon, Saigon.....	.75
Cloves, Zanzibar.....	.17@.20
Cloves, Amboyna.....	.25
Cloves, Penang.....	.85@.88
Ginger, African.....	.08
Ginger, Jamaica, bleached.....	.21@.22
Ginger, Jamaica, unbleached.....	.20@.21
Ginger, Calcutta.....	.08
Nutmegs, 75-80s.....	.22@.25
Nutmegs, 105-110s.....	.18@.20
Nutmegs, 130-140s.....	
Black Pepper, Singapore.....	.10½@.12
Black Pepper, Shot.....	.14
White Pepper, Singapore.....	.15@.17
White Pepper, fancy.....	.25@.30
Red Peppers.....	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice.....	.15½
Cinnamon, extra.....	.26½
Cinnamon, Saigon.....	.78½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.89½
Black Pepper.....	.18
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, Straight Penang.....	.87½
Mustard.....	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
Cinnamon, Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
Ginger, Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Pepper, black.....	.96
Pepper, cayenne.....	.98
Pepper, white.....	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.....	4.75
Medium green 2½s, Calif.....	3.25
Tips, green, 1s.....	2.75
Tips, white, California, 1s.....	3.75
Beans, Baked—	
Standard, plain 1s.....	.55
Standard, plain or sauce, 2s.....	.75@.80
Standard, plain or sauce, 8s.....	1.00@1.05
Fancy, plain or sauce, 2s.....	.97@1.35
Fancy, plain or sauce, 8s.....	1.10@1.80
Beans, Lima—	
Fancy 1s.....	1.35
Fancy 2s.....	1.50
Extra standard 2s.....	1.15@1.25
Standard.....	1.10@1.15
Soaked.....	.75@.85
Beans, Stringless—	
Fancy 2s.....	2.00@2.10
Fancy 1s.....	1.10@1.35
Extra 2s.....	1.40@1.75
Extra standard 2s.....	1.10@1.15
Standard 2s.....	.90
Standard, not stringless, 2s.....	.80
Beans—	
Yellow Wax 2s, fancy.....	1.20@1.25
Yellow Wax, standard cut.....	1.00@1.10
Red Kidney 2s.....	.85@1.00
Corn—	
Fancy Maine 2s.....	1.20@1.25
Fancy New York 2s.....	1.00@1.10
Standard New York 2s.....	.90@1.00
Maryland 2s, Maine Style.....	.75@.80
Other standard grades 2s.....	
Peas—	
Smallest Sifted 2s.....	2.10
Extra Sifted 2s.....	1.60@1.75
Sifted 2s.....	1.15@1.85

-3-

Telephone 2s.....	1.25
Sweet Wrinkled 2s.....	1.40@1.60
Standard E. J. 2s.....	1.00@1.10
Soaked 2s.....	.75@.80
Succotash—	
Extra fancy Maine 2s.....	1.40
Fancy Maine 2s.....	1.10@1.25
Extra standard 2s.....	.95@1.00
Pumpkin—	
Fancy 8s.....	1.10@1.20
Fancy, gallons.....	2.40
Squash—	
Fancy 8s.....	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey.....	1.60
5½-in. cans, ex. stand. N. Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95@1.00
2-lb. cans.....	.75@.80
Gallons, standard New Jersey.....	2.75
Gallons, extra standard Maryland.....	2.50
Quarts, glass jars.....	2.75
Beets—	
Fancy Strawberry 8s.....	1.40@1.60
Cut 8s.....	1.10@1.15
Sweet Potatoes 8s.....	1.15
Sauer Kraut 8s.....	.95@1.10
Spinach—	
Standard Maryland 8s.....	1.15@1.40
Fancy New Jersey 8s.....	1.40@1.65
Gallons.....	4.75@5.00

FRUITS. CALIFORNIA.

Apricots—	Per doz.
Extra 2½s.....	2.25
Extra standard 2½s.....	1.75
Standard 2½s.....	
Gallons.....	5.25@6.25
Cherries—	
Extra White 2½s.....	2.75
Extra standard White 2½s.....	2.40
Standard White 2½s.....	2.35
Extra Standard gallons.....	7.50@9.25
Bartlett Pears—	
Extra fancy 2½.....	3.25
Extra 2½s.....	2.40
Extra standard 2½s.....	2.40
Standard 2½s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
Extra standard 2½s.....	2.00
Standard 2½s.....	1.75
Gallons.....	5.50@7.00
Peaches, L. C.—	
Extra fancy 2½.....	8.25
Extra 2½s.....	2.75
Peaches, Crawford—	
Extra fancy 2½.....	2.75
Extra standard 2½s.....	1.85

EASTERN.

Pears—	
Fancy New York 2s.....	1.75
Fancy New York State 2½s.....	2.90
Standard 2s.....	1.50
Pineapples—	
Sliced or grated 2s.....	2.25@2.40
Sliced or grated 1s.....	1.10@1.20
Pie, grated, gallons.....	3.00
Singapore 1½s.....	1.15@1.25
Plums, egg, 8s.....	
Plums, gage, 8s.....	
Apples—	
Gallons.....	2.25
Strawberries—	
2s, fancy.....	8.00
2s, extra.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard 2s.....	

FISH.

Lobster—	
Flat 1s.....	5.00
Flat ½s.....	2.50@2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink 1s.....	1.10
Medium Red.....	1.25@1.30
Choice Red 1s.....	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s.....	1.25@1.30
Tail 1s.....	2.00
Flat 1s.....	2.20
Oval 1s (steaks).....	3.00
Sardines—	
Domestic ½s, oil, 100 tins.....	3.35@6.00
Domestic ½s, mustard, 50 tins.....	2.65@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sult., fancy, 6 cr., 80 lbs.....	.14
Smyrna Sult., choice, 4 cr., 80 lbs.....	
Cleaned Sultanias—	
Smyrna fancy, 1-lb. cartons.....	.15
Smyrna choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	

-4-

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs.....	
California, 4 cr., 50 lbs.....	.07
California, 3 cr., 50 lbs.....	.07
California, 2 cr., 50 lbs.....	.06½
Figs—	
Baskets, 1 lb. and 2 lb.....	.15 @.18
Layers, 2½-in., 10 lbs.....	
2½-in., 12 lbs.....	.03
2½-in., 12 lbs.....	
2-in., 12 lbs.....	
Currents—	
Fancy, 1-lb. cartons.....	.11
Cleaned, 1-lb. cartons, choice.....	.08
Bulk, choice, 50 lbs.....	.06½
Natural, choice.....	
Citron—	
According to quality.....	.14½@.17
Lemon Peel—	
According to quality.....	.11½@.12
Orange Peel—	
According to quality.....	.11½@.12
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 20-lb. case.....	.10
Persian Dates—	
60 lbs.....	.04½
Prunes, California, 25-lb. boxes.....	
Epineuse, 20x80.....	.12
80x40, choice.....	.08
40x50, choice.....	.08
50x60, choice.....	.07
60x70, choice.....	.07
70x80, choice.....	.06½
Choice, 50-lb. box—	
60x70, 80x90.....	
70x80, 90x100.....	
Prunes in 25-lb boxes.	
Fancy 40x 50.....	.11
50x 60.....	.10
60x 70.....	.10
70x 80.....	
Prunes, Oregon, 25-lb boxes.	
80x40.....	.08
40x50.....	.07
Apples—	
Fancy, 50 lbs.....	.12
Fancy, 1-lb cartons.....	.08
Prime, 50 lbs.....	.08
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	.09
Unpeeled, fancy, 25 lbs.....	.08
Extra Choice Muir.....	.08
Apricots—	
Royal, extra fancy, 25 lbs.....	.14
Moorpark, fancy, 25 lbs.....	
Royal, fancy, 25 lbs.....	.11
Royal, choice, 25 lbs.....	.09
NUTS.	
Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @.52
Valencia, 28 lbs.....	.38
Flot, shelled.....	
In shells—	
California P. S., 80 lbs.....	.17
French Princess.....	.15
Tarragona, 120 lbs.....	
Hard Shell, 100 lbs.....	
Brails—	
New, large, 180 lbs.....	.10
Filberts—	
Turkish.....	
Sicily, 180 lbs.....	.10
Jimbo Naples, 110 lbs.....	
Long Naples, 110 lbs.....	.13
Pecans—	
Polished, 80 lbs.....	.11 @.14
Louisiana Paper Shell.....	
Walnuts—	
Chilli, 1907 crop.....	.12
Grenoble, 220 lbs.....	.15
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs.....	.16
Extra choice, boxes, 25 lbs.....	.13@.14
Choice, bags, 125 lbs.....	.11@.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless.....	7.00@22.00
Reduced quarters, with bones.....	
French quarters, boneless.....	17.00@22.00
French quarters, with bones.....	24.50@27.00
High quarters, boneless.....	15.00@40.00
Halves, boneless.....	
French Vegetables, 100 in case.	
Peas, according to quality.....	11.00@20.00
Mushrooms, ½s, accord'g to qual.....	16.00@35.00
Mushrooms, ¼s, accord'g to qual.....	15.00@20.00
String Beans, according to qual.....	12.00@17.00
Lima Beans, according to quality.....	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.....	.08 @.09

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
	Column.		Column.		Column.	Standard Weights per Bushel,	
Eggs.....	16	Sugar.....	1	Runkel's Cocoa.....	11	Marrow Beans.....	60 lbs.
Lard.....	24	Glass Jars.....	6	Talisman brand Codfish, Herring and Halibut.....	19	Medium Beans.....	60 "
Dressed Poultry.....	25	Popping Corn.....	23			Pea Beans.....	60 "
Corn Starch.....	31	Hams.....	24			Red Kidney Beans.....	58 "
Laundry Starch.....	31	Butchers' Sundries.....	25			Hominy.....	56 "
						Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Chickens.....	55 "

-1-

SUGAR.

Confectioners' Lozenge, XXXX.....

" Powdered.....

" Crown A.....

" Crystal A.....

" Coarse Granulated.....

Eagle Tablets.....

Crystal Dominoes.....

Cut Loaf.....

Patent Cubes.....

Powdered.....

Extra Fine Granulated.....

Coarse Granulated.....

Granulated.....

Fine Granulated.....

" in 50-lb. bags packed 2 in 100-lb. bag.....

" in 25-lb. bags packed 4 in 100-lb. bag.....

" in 10-lb. bags packed 10 in 100-lb. bag.....

" in 5-lb. bags packed in bbls.....

" in 5-lb. bags packed in 100-lb. bags.....

" in 2-lb. bags packed in bbls.....

" in 2-lb. bags packed in 100-lb. bags.....

" in 2-lb. cartons in cases.....

" in 2-lb. paper packages in cases.....

Confectioners' A.....

1—Keystone A.....

3—American A.....

3—Centennial A.....

4—California A.....

5—Franklin B.....

6—Keystone B.....

7—American B.....

8—Centennial B.....

9—California B.....

10—Franklin Extra C.....

11—Keystone Extra C.....

12—American Extra C.....

13—Centennial Extra C.....

14—California Extra C.....

15—Franklin C.....

16—Keystone C.....

TEA.

Japans—Basket-fired.....

Japans—Pan-fired—Common to fair.....

Fine.....

Choicest.....

FORMOSA—Superior to Fine.....

Choice to Extra.....

Choicest.....

FOOCHOW—Common, cargo.....

Good, medium.....

Superior.....

Fine.....

Choicest.....

Per lb.

20 @ 35

20 @ 23

24 @ 28

30 @ 38

18 @ 20

22 @ 35

40 @ 50

14 @ 16

17 @ 22

23 @ 28

30 @ 35

40 @ 40

-2-

GUNPOWDER—Choice to Extra.....

Cholcest.....

MOYUNE—Good.....

Fine.....

Choice.....

Choicest.....

IMPERIAL—Superior to fine.....

Choice to Extra.....

Choicest.....

YOUNG HYSON—Superior to fine.....

Choice to Extra.....

Cholcest.....

INDIA—Common to Fine.....

CEYLON—Common to Fine.....

ENGLISH BREAKFAST—Fair to Good.....

Choice to Extra.....

Cholcest.....

PACKAGE TEAS.

Lipton's Teas—

Ceylon and India, No. 1.....

Ceylon and India, No. 2.....

Ceylon and India, No. 3.....

Black and Green, No. 1.....

Black and Green, No. 2.....

English Breakfast, No. 1.....

English Breakfast, No. 2.....

Formosa Oolong, No. 1.....

Formosa Oolong, No. 2.....

Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00

Tetley's Tea—

1/2 lb. or 3/4 lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon.....

No. 1, Buff Label, India and Ceylon.....

Ex. Gold, India and Ceylon.....

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

India and Ceylon, Sun-Flower.....

Mixed (Green and Black), Sun-Flower.....

Formosa and Oolong, Sun-Flower.....

Sun-Flower, 10c. sample size, 36 in carton, all three grades.....

Caricot Blend, Martindale & Co. :—

5-lb. Silver Sacks.....

1-lb. Silver Sacks.....

1/2-lb. Silver Sacks.....

1/4-lb. Silver Sacks.....

1/8-lb. Silver Sacks.....

Spring Garden Tea—

100 lb. barrels.....

5 lb. silver bags.....

1 lb. silver bags.....

1/2 lb. silver bags.....

1/4 lb. silver bags.....

Packed in cases containing 100 pounds.

McCormick & Co's Banquet Brand—

No. 10.....

No. 25.....

No. 50.....

No. 100.....

Per lb.

29 @ 35

40 @ 45

27 @ 30

35 @ 40

45 @ 50

40 @ 55

15 @ 20

22 @ 25

30 @ 35

15 @ 20

28 @ 30

35 @ 40

18 @ 38

18 @ 40

14 @ 27

18 @ 28

30 @ 40

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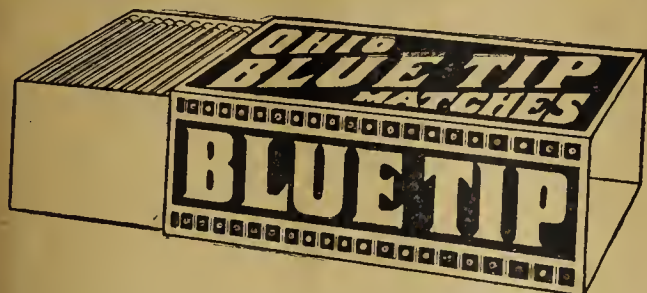
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Help a
Square
Deal

Help along a square deal by selling an independent match—the

OHIO BLUE TIP SAFETY MATCH

Not only independent, but the surest, safest, best double tip match made. Not only independent, and the surest, safest and best, but the most profitable to you—makes you 81 per cent. profit.

All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street

Look Here!

One post-card 1 cent

One moment of your time ?

Write our name and address on one side, and on the other put "Send us a sample of your goods, we saw your 'ad' in the Grocery World and General Merchant" and sign your name and address.

We will send you a sample jar of one variety of our Jams, Marmalades or Preserves so that you can taste and see that the goods are right. We will also send you a price list and a letter telling about our proposition. Then if you like the goods we want an order. That's why we buy this space. We thank you for reading this "ad" whether you write us or not, but you'd better write and see what happens.

H. P. D. KINGSBURY, Redlands, California
(where the oranges come from)

Our Promise on Gurnse Butter

No matter what the season, Summer, or Winter, Autumn or Fall, we promise to keep **Gurnse** butter up to the present high standard of perfection. Anything else would mean betraying your customers, whom we have taught, through you, that **Gurnse** butter will never recede from present fancy quality.

And it would be undermining our business, too.

Gurnse butter ought to be good, for it is the most inspected butter we know



of. We've advertised it into a splendid business—are you getting any of it?

Wrapped in a brine-dipped parchment.

Packed in 30 and 50-pound boxes—
pounds and half-pounds—29 cents.
Prices subject to market change.

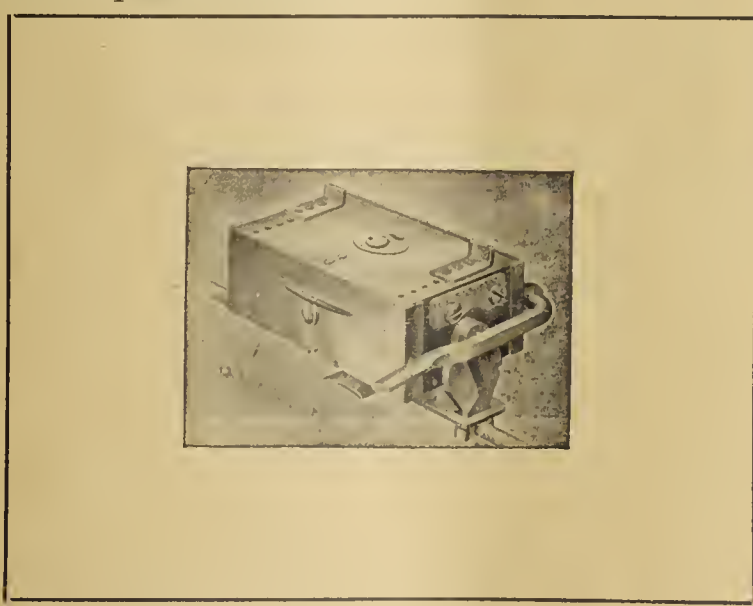
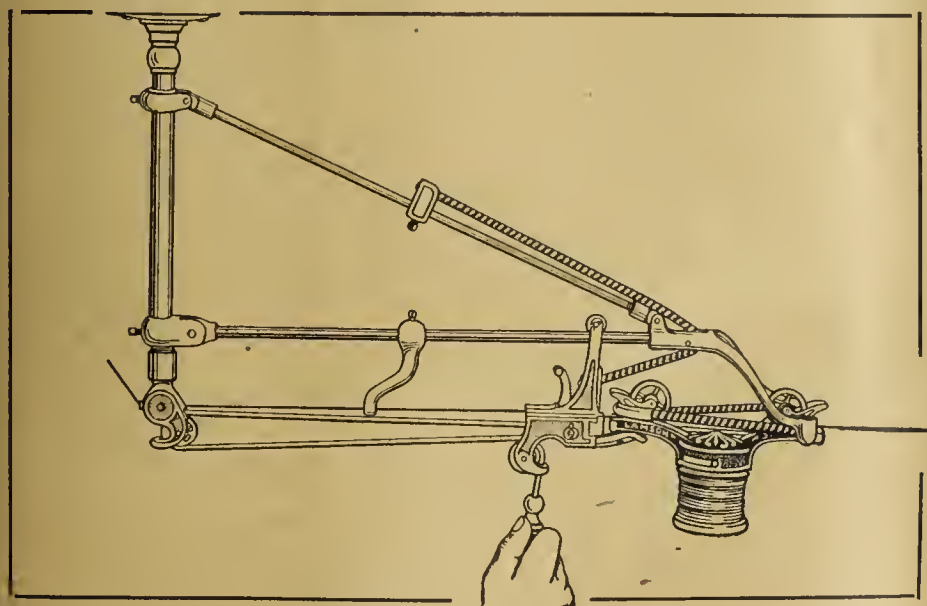
P. F. BROWN & CO.
39 South Front Street, Philadelphia

PROTECTION, QUICK SERVICE AND ECONOMY

Cut down your running expenses,

Protect your cash from error and light fingers,

Give your customers quick, modern service.



Selling goods is only half the game.

Your profits depend on right system and right service.

Lamson Systems give you a grip upon your business that you can get in no other way.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office, 500 Penn Mutual Bldg. District Offices in all Principal Cities. Boston Office, 161 Devonshire Street

Send for Booklet E

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

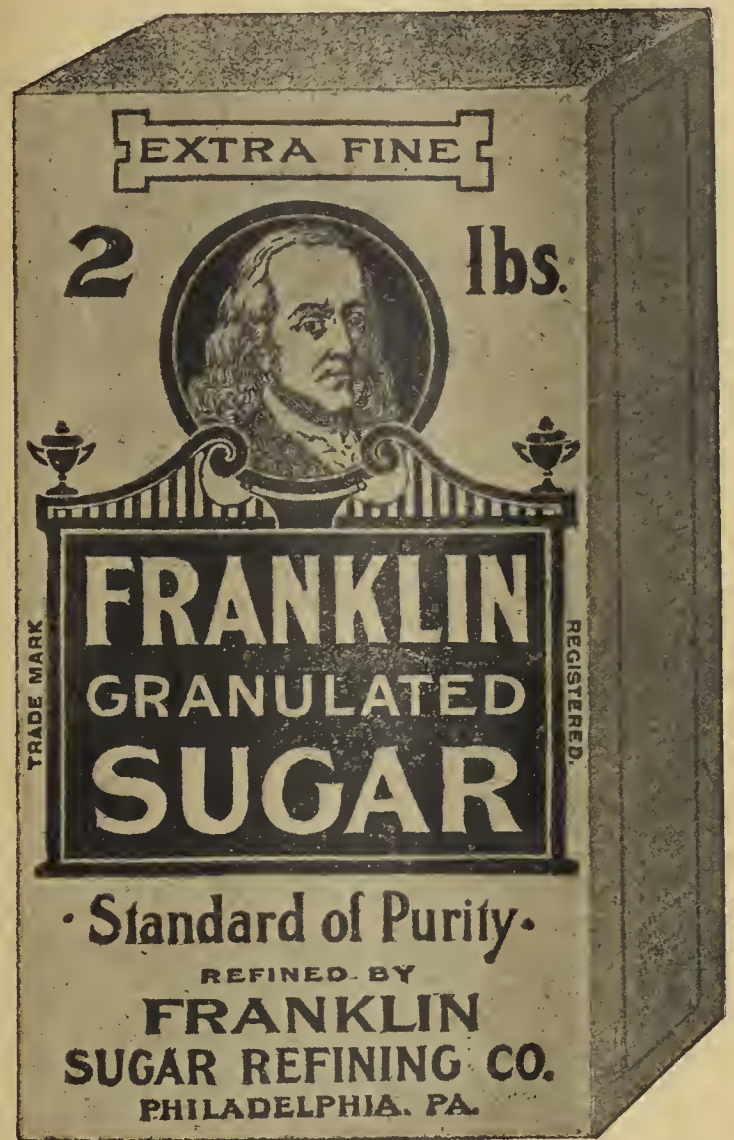
We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.

190 Franklin Street, New York
31 S. Front Street, Philadelphia



THEY'D RATHER BUY AND YOU'D RATHER SELL

There is not a retail grocer, small or large, credit or cash, but who would find it more satisfactory to sell sugar in **Franklin Cartons** than in bulk.

Neither is there one—except very, very rarely—but whose customers would rather buy in **Franklin Cartons** than in bulk.

To the dealer **Franklin Cartons** bring less work and better profit, to the housewife they bring greater cleanliness and better sanitation.

There is no flaw in the **Franklin Carton Sugar** proposition.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar-Refining Company
PHILADELPHIA, PENNSYLVANIA

-13-

HIRES CONDENSED MILK



Silver.....	4.15
Queen.....	4.00
Premium.....	3.85
Blue Ribbon..	3.85
Gold, tall.....	3.75
Gold, family...	3.15

COCOANUT.

Franklin Baker Co's—



Brazil, 70 5-cent packages.....	2.50
" 35 10-cent ".....	2.50
" 38 5-cent and 16 10-cent packages....	2.50
" 18 20 cent packages.....	2.50
Per lb.	
" Shred, in pails, 20 lbs.....	.10
" " in boxes, 25 lbs.....	.09 3/4
" " in barrels, 135 lbs.....	.09
Table Talk, Thread, in pails, 20 lbs.....	.10
" " in boxes, 25 lbs.....	.09 3/4
" " in barrels, 135 lbs.....	.09
Premium, 60 1/4-lb. packages, 15 lbs. to case	.23
" 30 1/2-lb. " 15 " " "	.22
" 30 1/4-lb. and 15 1/2-lb. packages,	.22 1/2
15 lbs. to case.....	.22 1/2
Schep's Shredded, 1/4-lb. pkgs., 15 lbs. to case	.23 1/2
" 1/2-lb. " " "	.22 1/2
Dunham's, 5-cent package.....	.29
" 1/2s.....	.26
" 1/4s.....	.28
" 1/2s and 1/4s.....	.26 1/2

COCOANUTS.

Franklin Baker Co's—	Per bag
Porto Rico, Jumbo, 80s.....	4.00
San Blas, 100s.....	3.50

CRACKERS AND CAKES.

A. Exton & Co.—	Bbls.	Bxs.
Butter Crackers.....	.08	.08 1/2
Oyster ".....	.08	.08 1/2
Wine Scroll.....	.10	.10 1/2
Cracker Dust.....	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son—	Bbls.	Bxs.
Assorted Jumbles.....	.07 1/2	.08
Brown Edge Water.....	.10	.10
Butter Thin.....	.12	.12
Clover Mixed.....	.08	.08
Cocoanut Ripple.....	.10	.10
Cookie Mixed.....	.08 1/2	.09
Crystal Bar.....	.09	.09
Fig Bars.....	.10	.10
Frosted Spiced Wafer.....	.09	.09
Fruit Cookies.....	.08 1/2	.09
Fruit Gem.....	.08	.08
Graham Wafer.....	.10	.10
Grandma Cookies.....	.08 1/2	.09
Honey Jumbles, XX.....	.09 1/2	.10
Iced Charter Oak.....	.09	.09
Iced Ginger Tablet.....	.08	.08
Iced Honey Jumbles.....	.09 1/2	.10
Iced Penn Treaty.....	.07	.09 1/2
Iced Vedette Wafer.....	.07 1/2	.08
Lemon Bar.....	.08 1/2	.09
Man-in-the-Moon.....	.08	.08
Milk Lunch.....	.07	.07 1/2
Orange Cookies.....	.07 1/2	.08
Quaker City Mixed.....	.07 1/2	.08
Salted Strips.....	.08 1/2	.09
Saltines.....	.12	.12
Soda Biscuit XX.....	.06	.06 1/2
Soda Biscuit XXX.....	.06 1/2	.07
Spiced Wafers.....	.07 1/2	.08
Sunshine Cookies.....	.07 1/2	.08
Water Crackers Star.....	.06 1/2	.07
Package goods—		
Animals.....	.50	.50
Butter Thin.....	1.00	1.00
Gingerettes.....	1.00	1.00
Gold Medal Soda (small).....	.50	.50
" " (large).....	.90	.90
Graham Wafers.....	1.00	1.00
Ivynettes.....	.50	.50
Milk Lunch.....	1.00	1.00
Our Ginger Snaps.....	.50	.50
Pink Tea.....	1.00	1.00
Sugar Snaps.....	.50	.50
Saltona Biscuit.....	1.00	1.00
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

-14-

DELIKATESSEN.

Wein Senf, Prepared Mustard.

Stone Pots, small size, 2 doz in case, per doz.	1.15
" " with Horse radish, p.dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
" " with Horse-radish, p.dz.	1.75
Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars.....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" in 15 gallon kegs.....	
" " in 10 " " " "	
" " in 5 " " " "	.25-.40
" " in 2 gallon pails.....per pail	.75
" " in 1 " " " "	.40
Prepared Special, with spoon, 2 doz. in case,	
per doz.....	.95
" Sifting top, 2 doz. in case.....per doz.	.46
" with Horse-radish, 2 doz. in case,	
per doz.....	.95

Imported and American Fancy Cheese.

Emmentaler Swiss Cheese, Selected tub.....	.23
" " " " " " loaf	.24
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case, per lb., .32 1/2 " "	.34
Parmesan, loaves about 30 lbs.....loaf, .27 cut,	.32
Edam Cheese, 12 in case.....case, 10.50, single,	.80
" " in tin.....per lb.	.26
" 1-lb. tins.....per case	3.75
Camembert, in wood boxes.....per doz., 2.75-2.85	
Sap Sago, grated, ready for use, 10-oz. bottles,	
per doz.	1.45
Parmesan, grated, ready for use, large bottles,	
per doz.	1.75
Parmesan, grated, ready for use, small bottles,	
per doz.	1.75
Olmutter Hand Cheese, 100 in box.....	2.25
Edelweiss, Romatour and Bier-Kase.....per doz.	4.00
American Swiss, No. 1.....loaf, .16 cut,	.19
" Square loaves, No. 1, about	
25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, .14;	
1/2 box, 14; less.....	.16
Muenster Cheese.....per lb.	.17
Brick Cheese, No. 1.....	.16
English Dairy Cheese.....	.17 1/2
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box.....	2.25
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 " " " "	2.40
Picnic size, 2 " " " "	1.35
Trial size.....	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " No. 1 " " "	2.40
" Roquefort " large " "	2.95
" " small " "	1.45
Fromage de Brie, M. C. C., 1 in box.....per box	1.55
" d'Isigny, " 6 " " "	1.55
Wm. Tell brand, 12 in box.....	1.40
Neufchatel (Cow brand), 25 in box.....	.95
Star Cream, or Phila., 12 " " "	1.90
Miniature Cream, or Phila., 12 in box.....	.95
Hand Cheese, 8 doz.....	1.35
" 4 " " " "	.70
" 4 " Thuringer.....	.85
Farmer Hand Cheese, 4 doz. in box.....	1.45
Schutzen Cheese, 12 in box.....	1.25
American Mountain Cheese (Alpen Kase), 50	
1-lb. packages.....per lb.	.18

Imported and American Meats and Sausages.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" " 8 " " " "	2.75
Carlsbad Speck (Imported Bacon).....	.32
Imported Cervelat Sausage (Rolff's).....per lb.	.48
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner.....by bbl. 12; less, per lb.	.14
" Landjager, short.....	.24
" " long.....	"
" Mortadella, Dry.....	.25
" Knackwurst, 25 in box, per box,	
\$4.75.....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes,	
.21 1/2; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-	
lb. boxes, .20; less.....	.21
" Cervelat, Crescent, 50 and 100-lb.	
boxes, .17; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb.	
boxes, .14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb.	
boxes, .23 1/2; less.....	.25
" Salami (E), 50 and 100-lb. boxes,	
.20; less.....	.22
" Salami, Blue Ribbon, 50 and 100-lb.	
boxes, .18 1/2; less.....	.20
" Salami, G. A. P., 50 and 100-lb.	
boxes, .16 1/2; less.....	.18
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sau-	
sage.....per lb.	.15
" Lachs Ham.....	.28
" Petit Delicatess Frankfurters, plain,	
per doz.	1.00
" Petit Delicatess Frankfurters, with	
Sauer Kraut.....per doz.	1.00
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck.....	.18
Mettwurst, half-round.....	.16
Liver Sausage (Special), truffle, goose, or sar-	
dellen.....per lb.	.24
Smoked Thuringer Blutwurst.....	.18
" Pfefferwurst.....	.18

-15-

Pickled Meats.

	Per doz.
Lamb Tongues (Derby Brand), pint glass jars.	4.75
“ “ quart glass jars.	5.75
“ “ 10-oz. jars.....	2.50
Calves' Head, in round tins.....per doz.	1.65
Pickled Meats, in glass.....	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	
Beef Salad, in glass.....	1.00
“ “ pints.....	
“ “ quarts.....	
Lamb Tongues, in glass.....	1.60

Holland and Scotland Herrings.

Holland—	Kegs or Pails.
Mixed, "Y. M." 1/2 bbl.....	5.50 .60-.75
Milkers, "Y. M." 1/2 bbl.....	6.50 .75-.85
Mixed, standard, bbl.....	
" 1/2 bbl.....	5.50-6.50
Milkers, standard, bbl.....	
" 1/2 bbl.....	
Scotland—	
Mixed, large, fulls, bbl.....	8.00
Milkers, " 1/2 bbl.....	8.00
Marinerte Herring, imported, about 40 in pail.	1.25
Roll Herring, imported, about 25 in pail.....	1.00
Spiced Herring, imported, about 40 in pail.....	1.00
Norway Stockfish, dry.....per lb.	.15
Matjes Herring.....per pail	

Bismarck Herring.

	Per tin
Round tins, with key, pint .....	.20
“ “ quart .....	.35
“ “ 2 quart .....	.55
“ “ 4 quart	1.10

Smoked Delicatessen Fish, in Season.

Roll Mops, 4 quart tin.....	1.10
" 2 quart tin.....	.60
" quart tin.....	.50
Brat-Haring, 4 quart tin.....	1.10
" 2 quart tin.....	.60
" quart tin.....	.40
English Sprats, 36 bunches.....per box	
Kruger's Roll- and Brat-Haring, oval tins,	
per doz.	2.50

Russian Sardines.

Imported fish, Walkoff brand.....per keg	.75
" 5-lb. pails.....per pail	.55
" 10-lb. pails.....	1.05
Cut Spiced Sardines, 10-lb. pail.....	.75
" 5-gal. keg.....per keg	2.75
Russian Sardines, in glass jars.....per doz.	2.25

Norway Anchovies.

Original package.....per 1/2 bbl.	5.50
Repacked in 5-lb. pails.....per pail	.60
" 10-lb. pails.....	1.10
" 5-gal. kegs.....per keg	2.75
" 1/2 lb. flat tins.....per doz.	.95
" 1/2-lb. tall tins.....	1.50
" 1-lb. tall tins.....	2.00
Fancy kegs, keg.....	.80
" 1/2 keg.....	.42
" 1/4 keg.....	.32
" 1/8 keg.....	.20

Salt Sardenen.

Original packages, 1902.....per anker	16.00
Repacked, kegs, about 8 lbs.....per keg	3.25
" pint jars.....per doz.	6.00
" large tumblers.....	2.25
" small tumblers.....	1.25

Russian Caviar.

	Per doz.
1-lb. tins.....	19.50
1/2-lb. tins.....	10.50
1/4-lb. tins.....	5.50
1/8-lb. tins.....	2.75

German Dill Pickles—Regular Size.

60-gal. casks, about 2000.....per cask	
50-gal. bbls., about 1200.....per bbl.	
15-gal. keg, about 500.....per 100	
10-gal. keg, about 300.....	1.00
5-gal. keg, about 150.....	
10-lb. pail, about 50.....per pail	

Domestic Sourkrout—Long Cut.

60-gal. casks.....per cask	
48-gal. bbls.....per bbl.	6.50
10-gal. kegs.....per keg	2.40
5-gal. kegs.....	1.25
10-lb. pails.....per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffermusse).....per lb.	.18
Spitzkugeln.....	.25

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.....per bundle	.30
Basler Lebkuchen, No. 1, 6 " " " "	.50
" No. 2, 6 " " " "	.75
" No. 3, 6 " " " "	1.00
Amandines, 9-lb. tins.....per tin	5.25
" small tins.....	.55

-16-

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg.....	2.50
" " 10-gal. keg.....	4.50

Sundries.

German Egg Potatoes, original bags, 110 lbs.,	per bag	2.75
Green Kern.....	per lb.	.10 1/2
Potato Flour.....	"	.08
German Dried Pears.....	"	.14
Dried Mushrooms.....	"	.60-1.00
Juniper Berries.....	"	.08
St. John's Bread.....	"	.05
Bay Leaves.....	"	.06-.08

COTTOLENE.

30 2-lb. tins.....per case	6.50
15 4 lb. tins.....	6.50
6 10-lb. tins.....	6.50
Freight prepaid on two-case lots.	

EGGS.

Nearby, candled and selected, 30-doz. crates..	Per doz.	.26
Western.....		.25

CHEESE.

New York, full cream, new, fancy, 40-lb. bxs.	.13
" " " 1st's, 40-lb. boxes	.12 1/2
Picnic, full cream, new, fancy, 20-lb. boxes....	.13 1/2

FANCY GROCERIES.

Almond Staple Paste, 5 lb. cans.....per lb.	.28
Anchovies, in oil, 1/2 bottles.....	4.50
" " 1/4 bottles.....	3.25
Anchovy Paste, fancy.....per doz.	4.75
" plain.....	3.75
Bouillon, Burnham, pints, 2 doz.....	3.75
" 1/2 pints, 2 doz.....	2.00
Capers, Nonpareil, 1/2 gal. kegs.....	1.50
" quart, glass.....per doz.	7.00
" bottled, 1/2 size.....	2.35
" " 1/4 size.....	1.90
" " 1/8 size.....	1.15
Canton Ginger, large pots, 6-jar cases.....per case	4.65
" medium, 12-jar cases.....	5.00
" small, 24 jar cases.....	4.75
Cherries in Maraschino, glass, 1 doz. case.....	7.00
Clam Chowder, Burnham, 1 lb., 4 doz.....doz.	.90
" " 3 lb., 2 doz.....	2.20
Currie Powder, pints.....per doz.	3.50
" 4 oz.....	2.25
" 2 oz.....	1.50
French Peas, extra fins.....per case	16.00
" fins.....	14.00
" Moyen's.....	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case....	12.00
Huntley & Palmer's Petit Beurre Biscuit.....lb.	.19
" Dinner Biscuit.....	.31
" Breakfast Biscuit.....	.34
Packed 7 lbs. and 5 lbs. in a can.	
Red Pepper, ring, pints.....per doz.	1.25
" 1/2 pints.....	.60
Salt, stone jars, 4 doz.....	1.75
Extract of Beef, Morris', 4 oz.....per doz.	6.50
" " 2 oz.....	3.55
" " Anker's, 120 vials.....	4.00
" " 4 oz.....per doz.	4.00
" " 8 oz.....	7.25
" " 16 oz.....	13.50
Theodore Marquet Mushrooms—	
First choice.....	24.00
Choice, 100 tins.....per case	22.00
Extra, 100 tins.....	26.00
Hotel, 100 tins.....	18.00
Truffles, 1/2.....per tin	.30
" 1/4.....	.55
" 1/8.....	1.15
" 1/16.....	2.25
Shrimps, pickled, small size.....	1.15
" Dunbar's, 2 doz.....per doz.	2.25
Figs in Cordial, Dunbar's, 1 doz.....	5.00



Brown's Famous Fly Coil

catches more Flies to the square inch than any other Flycatcher. It attracts customers by its novelty, neatness and cleanliness. Hang up a couple of them and see how much they improve the appearance of your store and increase the comfort of customers. When people see a good thing like this they want it and you sell lots of them. Why not catch customers as well as Flies?

Brown's "Fly Coil" is easier to use and easier to *sell* than any "Fly-paper."

TO BE OBTAINED FROM

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK

The Grocer's Power

We make a superfine line of Macaroni, Spaghetti, Noodles and Pastels, but we don't try to *make* you sell them.

We give you credit for brains—brains to select goods—brains to sell them. You can *influence* your customers. That's why you are in business.

Wouldn't it be foolish for us to ignore your power and waste advertising trying to make people *demand* that you sell our goods? We go the other way about it. We spend our advertising money *for* you, not *against* you by giving you Universal Coupons with every case of our goods. You can exchange them for many useful articles. It pays to pull together.

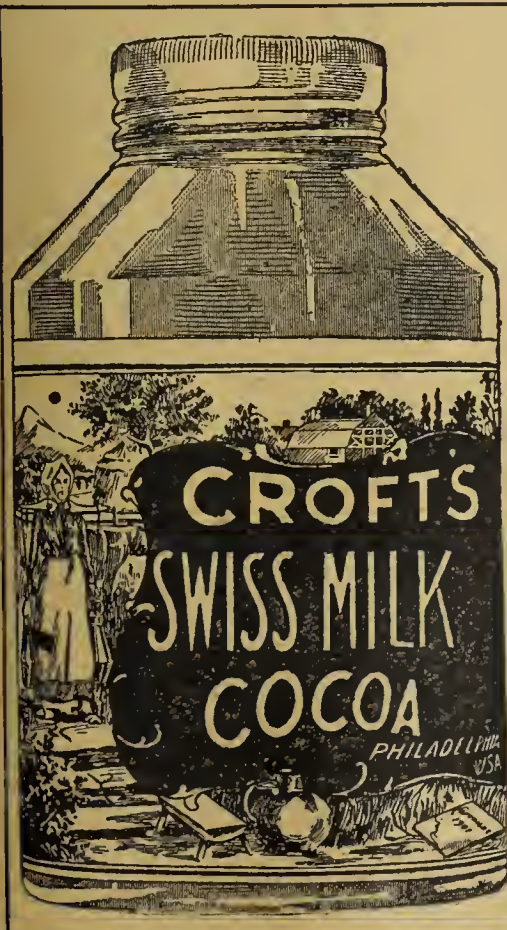
The

Freihofer

**Vienna Baking
Company**

Philadelphia, Penna.

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of Croft's Swiss Milk Cocoa simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA, Pennsylvania

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN
FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents

PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.50
Gold Medal	6.55
Millbourne	6.35
On Top	6.30
Ceresota	6.50
Pillsbury's Best	6.45
Taylor's Fancy	5.25
Semper Idem	4.60
Pride of the West	5.00
Sunbeam	4.90
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
Lea's, white, table, 100 lbs.	2.45
" yellow, granulated, 100 lbs.	2.45
" table, 100 lbs.	2.35
Western, yellow, granulated, 100 lbs.	2.10
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 rs.	per case 1.55
Schumacker's, 24 packages	" 1.25
Beans—	Per bushel.
California Lima	per lb. .05 3/8
Mairows, fancy, N. Y. State, grain bags	2.47 1/2
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.55
Pea, fancy, grain bags	2.60
" Michigan, grain bags	2.50
Red Kidneys	2.00
Peas—	
Green	2.45
Scotch	2.60
Split, yellow	2.25
" green	"
Lentils—	Per lb.
oooooooo, 110-lb. bags	.05 1/2
Less quantity	.06 1/2
Shaker Corn—	
Fancy, barrels	.05 1/2
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100-lb. bags	"
" Grits, 100-lb. bags	"
Barley—	
OO	.05 1/2
No. 3, 100 lb. bags	2.85
Noodles—	Per case.
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B	per bbl.
B, 100-lb. kegs	per keg
Oaten Goods—	Per case.
Avena, 18 packages	1.42 1/2
Banner Oats, 20 packages	4.35
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62 1/2
" 36 packages	3.25
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg
Standard, 180 lb. bbls.	"
" 90-lb. bags	"
Sago—	
Fine, bags about 160 lbs.	.03 3/4
50-lb. lots	.04 1/8
Admiral, pearl, 24s.	.07 1/4
Tapioca—	
Instantaneous, 50 rs.	.08 1/2
Colburn's Hasty, 36 packages	.06 3/8
Minute, 1/4 gross	per box 2.85
Flake, about 125 lbs.	per lb. .04 1/4
" less quantity	" .04 3/4
Pearl, 150 lbs.	" .03 1/2
" less quantity	" .04

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s.	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 ss	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Maple Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.85
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.55
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.20

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57 1/2
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87 1/2
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87 1/2
Jell-O Ice Cream Powder, 2 doz.	.97 1/2
Jellycon, 1 doz.	.87 1/2
" assorted flavors, 3 1/2 doz.	.87 1/2
Chalmer's, shredded	1.00
" granulated	1.00
" No. 1 packages	.45
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Peter Cooper	.85
Tryphosa	.95
Imperial Wine Jelly	per gross 11.00
Gelatine, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages,	per case 2.70
Pudding, assorted, 2 doz.	1.60
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosia Alphabets, square 25 lbs.	.05 3/4
" Elbows, square, 25 lbs.	.05 3/4
" Macaroni, long, 25 lbs.	.05 3/4
" " square, 25 lbs.	.06 1/2
" Spaghetti, long, 25 lbs.	.05 3/4
" Vermicelli, square, 25 lbs.	.05 3/4
" Macaroni, bulk, 25 lbs.	.05 3/4

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starcb.	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Barg and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1 1/2 to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" " No. 4	" 5.40
" " No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

No.	Length.	No. of Drawers	Each.
6 1/2	3 feet, 8 inches	9	15.00
8 1/2	4 feet, 10 inches	12	20.00
10 1/2	6 feet,	15	25.00
12 1/2	7 feet, 3 inches	18	28.00
14 1/2	8 feet, 6 inches	21	31.00
16 1/2	9 feet, 8 inches	24	35.00
18 1/2	10 feet, 10 inches	27	40.00
20 1/2	12 feet,	30	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .95
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90

Thredded Fish.

Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10 1/2
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	240-280				
Ex. Norway, No. 3	325-375	22.00	11.60	6.00	1.35
Ex. Norway, No. 4	410-460	20.00	10.60	5.50	1.25
Ex. Bloaters, XXX	90-95	35.00	18.10	9.25	2.00
Ex. Bloaters, XX	100-110	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	190-210	22.00	11.60	6.00	1.35
Med. Shore, No. 1	220-240	20.00	10.60	5.50	1.25
Large Shore, No. 1	110-130				
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.50	8.35	4.58	1.03
Small Irish, No. 2	475-525	15.00	8.10	4.25	1.00
New Medium Shore	160-180				
New Large Shore	110-120				
Large, No. 2	230-250	15.00	8.10	4.25	1.00

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round, Large	7.00	4.10			
Shore, Round, Med	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Shad, No. 1, Mess, new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Gilt Edge, 40 lbs.	.06
Favorite Middles, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 35, wood boxes	.15 1/2
12 25, "	.15 1/2
24 15, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 " "	1.65
Strips, 40 size, boxes	.10
" 20 "	.10 1/4
Middles, 40 size, boxes	.12
" 20 "	.12 1/4

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08 1/2

Star Brand Boneless Herring.

Tins, keyed, large size, 1 and 2 doz. in case	1.30
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.30
Screw Top Jars, 2 doz. in case	.90

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Hallock	.05
Hake	.04 1/2
In original cases, 450 lbs., 1/4 c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .27
Smoked Salmon, whole fish	"
Cromarty Bloaters, 50s.	per box
" 100s.	"
Swift & Co.—	Per case.
Talisman brand Boneless Herring, in glass,	
15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass,	
10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars.	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.06 3/4
" 5 and 10-lb. lots	.06 3/4
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	

-20-

Apricots—	
Extra Choice Royals, 25 lbs.	
Choice Royals, 25 lbs.	.09 3/4
Cherries—	
California, unpitted, Black, 25 lbs.	
California, pitted, Black, 25 lbs.	.15 1/2
Currants—	
Gold Medal, recleaned, 36 rs.	.07 1/2
Gold Medal, loose, 25 lbs.	.07 1/2
Private Growth, extra, cleaned, 36 lbs.	.07 1/2
" cleaned, 30 lbs. bulk	.07 1/2

Peaches—	
Fancy Muirs, 50 lbs.	.10 1/2
Extra Choice Muirs, 50 lbs.	.09 1/2
Choice Muirs, 50 lbs.	.08 1/2
Extra Choice, Yellow, 25 lbs.	.07 1/2
Choice Yellow, 25 lbs.	.07 1/2

Pears—	
Choice California, Bartlett, 25 lbs.	.10
Prunes—	
Boxes.	Extra Fancy Stand. Fancy
	Cal. Cal. Cal. Oregon
20- 30, 25 lbs...	
30- 40, 25 "...	.08 3/4 .08 1/2 .08
40- 50, 25 "...	.07 3/4 .07 1/2 .07 1/4
40- 50, 50 "...	
50- 60, 25 "...	.07 1/4 .07
50- 60, 50 "...	.07 .06 3/4
60- 70, 25 "...	.06 3/4 .06 1/2 .06 1/4
60- 70, 50 "...	
70- 80, 25 "...	
70- 80, 50 "...	
80- 90, 50 "...	.05 1/2 .05 1/4
90-100, 25 "...	
90-100, 50 "...	.04 1/4 .04 1/4
100-120, 50 "...	

Raisins—	
Muscatsels, 4 crown, 50 lb.	.05 3/4
" 3 " 50 lb.	.05 1/2
" 2 " 50 lb.	.05
Cal. Thompson Seedless, 50 lbs.	.06 1/2
Cal. Cleaned Sultanas, 50 lbs.	.06 3/4
Cal. Sultanas, 50 lbs.	.06 1/4
Cal. Seedless Muscatsels, 50 lbs.	.06
Gilbert's, Laver, Valencias, 28 lbs.	.05 3/4
Raisins, Seeded—	
G. & S. fancy, 36 rs.	.08 1/4
Gold Ribbon, fancy, 36 rs.	.08
Owl, fancy, 36 rs.	.08 1/4
Harvest, choice, 36 rs.	.07 1/4
Citron, fancy, boxes, 10 lbs.	.15 1/2
" fancy, 25 lbs.	.15 3/4
Lemon Peel, fancy, boxes, 10 lbs., net	.11 1/2
Orange Peel, fancy, boxes, 10 lbs., net	.12

She Always Went Back

"I occasionally try some of these much-advertised soaps," said a lady to one of our customers the other day, "but I always came back to **Babbitt's Best**. In many years I've never found anything that suited me so well."

Think of the grocer who filled all that lady's orders for **Babbitt's Best**. No talk—no persuasion—no explaining—no work. Simply filling orders that the soap itself gets.

And at a profit, too—don't forget that.

MADE BY

B. T. BABBITT
NEW YORK



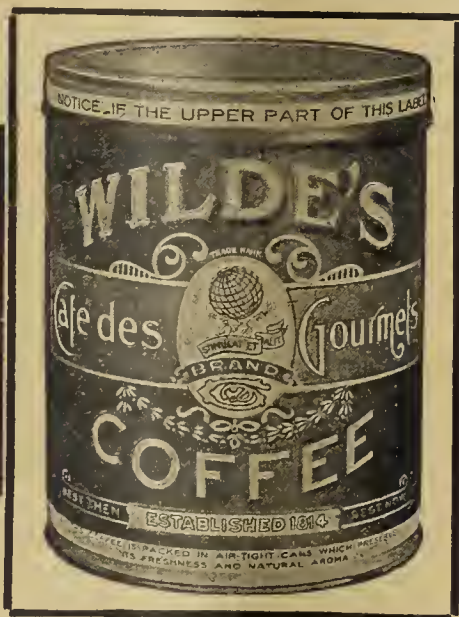
Even Cooked the Old Way

Even cooked by the old way, which always overcooked the edges or undercooked the centre, **Onarga Country Gentleman** corn is a mighty fine piece of goods, and we will put it beside any corn on the market. It is the finest Country Gentleman seed, and there is nothing anywhere better than that.

When you cook this corn in the new automatic cooker, that cooks every grain alike, and all just right, you have a brand of corn to push, to demonstrate, to window display, to be proud of.

Look into it.

IROQUOIS CANNING CO.
ONARGA, ILLINOIS



"A Delicious Drink"

That remark is frequently made concerning **Café des Gourmets Coffee** and you will have it said to you just as soon as you get your trade to give it a trial.

Café des Gourmets is so nearly a perfect blend of high-grade coffees that it appeals to all who like good coffee. It is packed in one-pound, air-tight, handsomely labeled cans that protects the coffee from contamination and prevents the loss of its aromatic flavor for an indefinite time.

Nothing will appeal so strongly to your trade as **Café des Gourmets**; it costs you 25 cents a pound.

SAMUEL WILDE'S SONS CO., Importers
Coffees, Teas and Spices
11 DUTCH STREET - - - NEW YORK

Everybody Knows Them



Knight's Flavoring Extracts have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.30
Lewis.....	3.25
Red Seal 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
King Bird—	
100s, 3 gross.....	2.85
500s, 1 gross.....	4.00
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
65s.....	.41
100s, 5 gross.....	.90
500s.....	3.95
Vulcan Safety—	
65s, No. 37.....	.55
65s, No. 2.....	.45
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazzeppa parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s, extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¼
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.08¾
" 18, 37 and 68-lb. buckets.....	.09
" 6 10-lb. buckets.....	per crate 6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....	per case 3.80
" XXX, 18, 37 and 68-lb. buckets,	
per lb.....	.13
" 6 5-lb. glass jars, per case.....	4.40
Fairmount, bbls. and ½ bbls.....	per lb. .07¾
" 18, 37 and 68-lb. buckets.....	.08
Wm. J. Troth—	
Famous, bbls. and ½ bbls.....	per lb. .08¾
" 18, 37 and 68-lb. buckets.....	.09
" 6 10-lb. buckets.....	per crate 6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....	per case 3.80
" XXX, 18, 37 and 68-lb. buckets,	
per lb.....	.13
" 6 5-lb. glass jars...per case.....	4.40
Golden, bbls. and ½ bbls.....	per lb. .07¾
" 18, 37 and 68-lb. buckets.....	.08

	Per case.
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
Family, Seedless—	
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
No. 18, 37 and 68, wooden pails.....	per lb. .13
Barrels, halves, quarters and kits.....	per lb. .12¾
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	per lb. .08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....	gross 11.00
Condensed, 6½ doz. in case.....	gross 11.00
Keystone—	
Bbls., ½s and ¼s.....	per lb. .07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.07½
18 and 37 lb. kanakins.....	.08
10-lb. kanakins, 6 to crate.....	per doz. 9.80
5-lb. " 6 to crate.....	5.30
5-lb. glass jars, 6 to crate.....	6.25
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., ½ bbls. and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.05¾
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.04¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12½

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" " ½ pints.....	2.20
" Extra, quarts.....	5.40
" " pints.....	4.00
" " ½ pints.....	2.15
Fourrees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Oles, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" " ½ pints, 2 doz.....	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" " 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....	per gal. 2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscano, J. L. Neff & Co., Agents—	Per case.
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	

Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-gal. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	

Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints, 2 doz.....	4.75

Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	per gal. 2.10
10 ½-gal. tins.....	2.20
20 ¼-gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	per lb. .03
Roll—	
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¾
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	per package .14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Self-opening, Square.	Union Bear Auto- matic, Self-open- ing Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Per- less Satchel Bot.
1½.....	.43	.41	.35	.31	.29	
2.....	.52	.50	.43	.37	.32	
3.....	.78	.71	.67	.55	.49	
4.....	.97	.88	.85	.71	.61	
5.....	1.25	1.09	1.04	.89	.75	
6.....	1.39	1.26	1.19	1.05	.87	
7.....	1.65	1.47	1.38	1.21	1.07	
8.....	1.95	1.72	1.64	1.41	1.23	
10.....	2.29	2.08	1.99	1.68	1.49	
12.....	2.55	2.39	2.16	1.83	1.65	
14.....	3.11	2.75	2.56	.....	.....
16.....	3.97	3.56	3.20	.....	.....
20.....	4.41	3.81	3.68	.....	.....
25.....	4.79	4.32	4.17	.....	.....
	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.	
Plain flour sacks, 12½-lb.....	per M. 4.00
" 25-lb.....	5.75
" 50-lb.....	11.00

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....	per doz. 4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....	per pail 2.50
Tripe, 10-lb. pails.....	.90
" 5-gal. kegs.....	per keg 2.00
Pigs' Feet, 10-lb. pails.....	per pail 1.00
" 5-gal. kegs.....	per keg 2.25
Pickled Beef Salad, in glass.....	per doz. 1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....	per keg .75
" 5-lb. pails.....	per pail .50
" 10-lb. pails.....	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.00
100 10-oz. ".....	3.90
24 20-oz. ".....	2.00
48 20-oz. ".....	3.90
1-X-L, 40 15, White Rice.....	2.65

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½

PICKLES.

45 gal., 1200s.....	per bbl. 9.20
45 gal., 1000s.....	8.65
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....	per keg 3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	per pail 1.00
Williams Bros.—	
No. 8, Sour Gherkins, 2 doz.....	.85
No. 8, Sweet Gherkins, 2 doz.....	.90
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

	2 doz.	1 doz.	1 doz.	½ doz.
Glass, per case of—				
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.				
½ pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.20				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gals.,				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

	Per gal.
Duffy's—	
Pure Apple, extra old, bbls.....	.16
" 40 grain, bbls.....	.15
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.16
White Wine, 90 degrees.....	.20
Crown brand, pure cider, quarts.....	per doz. .90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" extra strength.....	.15
Crosse & Blackwell's.....	per doz. 2.00

PROVISIONS.

Hams, skinback, 18-20 lbs.....	.13
" 14-16 lbs.....	.12
" 10-12 lbs.....	.13
Picnics, 6-8 lbs.....	.09
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets, city smoked.....	.18
" tenders and knuckles.....	.20
" flats.....	.16
" air dried, sets.....	.24
" tenders and knuckles.....	.24
Jersey Pork, butt.....	per bbl. 17.75
" family.....	20.00
Breakfast Bacon, rib in.....	.13
" boneless.....	.14
S. P. Bellies, 14-15 lbs.....	.11
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.22
Beef Tongues, smoked, 5-6 lbs.....	per doz. 9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10
Covered Hams, ½-cent extra; Covered Shoulder	
Picnics and Bacon, ½-cent extra.....	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	.14
" " 12 to 14 lbs.....	.14
" " 14 to 16 lbs.....	.14
" skinbacks.....	.14
Shield Hams, 10 lb. average.....	.13
" 12 ".....	.13
" 14 ".....	.13
" 16 ".....	.12
" 18 ".....	.12
" skinbacks.....	.13
Picnic Hams, 5 to 6 lbs.....	.08
" 6 to 8 lbs.....	.08
Star Smoked Ox Tongues, long cut.....	.14
" short cut.....	.17
Beef Bologna.....	.



Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved Nicelle Olive Oil to be superior to all the other brands tested. Nicelle Oil is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.

103-107 HUDSON STREET, NEW YORK

ESTABLISHED 1842
OLDEST HOUSE IN THE TRADE



FIRST PREMIUM
AWARDED BY
Centennial International Exposition



AND PHILADELPHIA PLUM PUDDING

No. 110 Tasker St.

Philadelphia

Dear Sirs:

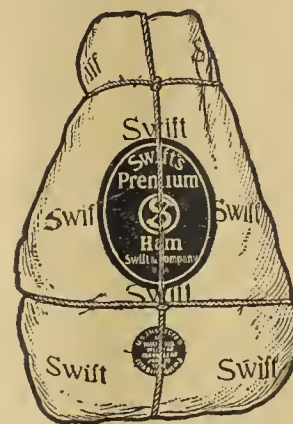
FOR OVER HALF A CENTURY--before the crusade began against the use of preservatives in Food Stuffs--ATMORE'S

MINCE MEAT was made without the use of benzoate of soda or any other chemical preservative whatever.

We will protect the well-earned reputation of our goods by continuing along the old lines.

ATMORE & SON.

The "Premium" Brand on Ham



WE must make EVERY ham that bears "SWIFT'S PREMIUM" brand give satisfaction, or the brand would cease to mean anything.

And you should have that ham if you want to satisfy your trade and build up a good ham business.

SWIFT'S PREMIUM HAMS are always tender, deliciously flavored, properly cured. What we tell you about them you can tell your customers with confidence.

PREMIUM HAMS we keep well advertised, and that makes it easy for you to sell them.

Swift & Company, U. S. A.

Fine Fixtures

Make Fine Sales



Almost every grocer sells loose pickles or loose olives. Usually they're kept in a keg somewhere.

Doesn't it stand to reason that a fine fixture displaying such things where they could say a word for themselves would make sales better.

Take our inexpensive 5-jar fixture, oak or cherry, and with nickel trimmings. Very handsome, very ornamental, very capable in influencing the sale of goods.

Fine fixtures make fine sales.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. **LARD** a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Read the Point In Large Type

Here's the proposition of James T. Shinn's Liquid Rennet in a nutshell:—

1. It is the cleanest rennet made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere indorse it.

And last, but not least—this is in large type because it's a large point—it pays 100 per cent. profit. Costs \$1.50, sells for \$3.00.

Shinn & Kirk

1400 SPRUCE ST., PHILA., PA.

-25-

Western Dressed Beef—	
Choice, native cattle	.09 -1.10
Common to fair	.06 -1.08
City Dressed Veal—	
Prime	-1.11
Good to choice	-1.10
Dressed Hogs—	
Pigs	.09 1/4 -1.10
Hogs, heavy	.09 1/4 -1.10
“ 180 lbs.	.09 1/4 -1.10
“ 160 lbs.	.09 1/4 -1.10
“ 140 lbs.	.09 1/4 -1.10
Dressed Sheep and Lambs—	
Lamb, western, good	-1.11
“ culls	-1.09
Sheep, choice	.08 -1.09 1/2
“ medium	-1.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.70 - .80
Cow Tongues	.50 - .70
Calf Heads, scalded	.50 - .75
Sweetbreads, veal	.60 - .90
“ beef	-1.00
Calf Livers	.20 - .25
Beef Kidneys	-1.00
Beef Livers	-1.06
Ox Tails	.50 - .65
Hearts, beef	.03 - .05
Rolls, beef	-1.14
Tenderloin, beef, western	-1.20
Fresh Pork, loins, city	.10 - .12
“ western	-1.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

Turkeys—	
Western, young hens, 8 to 10 lbs.	.24 - .27
“ young toms, 15 to 17 lbs.	.24 - .27
Old hens and toms	.23 - .25
Common to good	.20 - .23
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.20 - .22
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair	.20 - .22
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy	.20 - .22
Western, 4 to 4 1/2 lbs. to pair, fancy	.18 - .20
“ 3 to 3 1/2 lbs. to pair, fancy	.18 - .20
“ fair to good	.15 - .16
Fowls—	
Western, fancy	.14 1/2 - .15
Heavy Roasters, 4 to 5 lbs.	.20 - .22
Fair to good	.19 - .20
Old cocks	.10 - .11
Western capons, fancy	
“ small	
Squabs—	
Prime, large, fancy	3.00-3.50
Mixed	2.50-3.00
Dark	1.25-1.50

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.	.16 - .17
Large Springers	.16 - .18
Fowls	.13 1/2 - .14
Roosters	-1.10
Ducks	.11 - .13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or No. 1, 2 doz.	.85
“ 1 doz.	.85
Large, or No. 2, 1 doz.	1.40
1-lb. cans, 1 doz.	4.00
2-lb. cans, 1/2 doz.	3.75
3-lb. cans, 1/2 doz.	5.40
5-lb. cans, 1/2 doz.	8.70

SAUER KRAUT.

Extra quality, 50-gal. tierces	5.65
“ 15-gal. kegs	2.75
Victory, extra fancy, No. 3, 2 doz.	.82 1/2
Spring Garden, fancy, No. 3, 2 doz.	.80
Compass, No. 3, cans, 2 doz.	.75

PLUM PUDDING.

Richardson & Robins—	
Individual size, 1/2 lb., 2 doz.	1.00
Round conical, with key, No. 1, 1 doz.	2.35
“ “ No. 2, 1 doz.	4.25
“ “ No. 3, 1/2 doz.	6.50
“ “ No. 4, 1/2 doz.	8.50
P. P. Sauce, No. 1, 2 doz.	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.	2.00
No. 1, cans, 1 doz.	2.25
No. 2, cans, 1 doz.	4.00
No. 3, cans, 1/2 doz.	3.25
No. 4, cans, 1/2 doz.	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars	.97 1/2
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.83
National, No. 10, tumblers	.72 1/2
“ No. 6, tumblers	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13 1/2
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06
“ 4 1/2-lb. toy pails, 1/2 doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
“ Southwark, No. 3, tins	1.00
“ No. 5, toy pails	2.70
“ 30-lb. pails	1.08
“ 20 lb. crocks	.07 3/4
“ Schimmel's, 30-lb. pails	.06
Prune, 30-lb. pails	.07 1/4
Jams—	
Schimmel's, pure, jars, 2 doz.	1.70
Southwark, assorted, jars, 2 doz.	.98
Orange Marmalade—	
Hartley's, imported	1.82 1/2
Schimmel's, pure	1.65
Warrock's Guava Jelly—	
1-lb. tumblers	4.00
1/2-lb. “	2.25
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, jars	4.60
Raspberries, jars	4.60
Apricots, peeled, jars	4.85
Pineapple, jars	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.			
	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint	.85	1.95	
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.45	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	.45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots.	.45	.85	1.95
Godfrey's Cordial, rd bots.	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	1.95
Laudanum, 15c. size			per doz. 1.20
“ 25c. size			1.90
5 per cent. discount in gross lots assorted.			
Alum			per lb. .03
Beef Capsules, Anker's			3.00
Borax, powdered, bulk			per lb. .08
“ lump, bulk			.08
“ 20 Mule-Team, pure, 24 1 lb. per case			2.40
“ 48 1/2 lb. “			2.60
“ 96 1/4 lb. “			2.80
Butter Color, W. & R.			per doz. 2.00
Bull's Cough Syrup			1.90
Bluestone, bulk			per lb. .06
Copperas			.01
Camphor, gum, 1-oz. blocks			.60
“ flakes, 250-lb. bbls.			.02 1/4
“ less quantity			.03 1/4
“ Tar Balls, 250-lb. bbls.			.02 3/8
“ less quantity			.03
Castoria, Fletcher's			per doz. 2.80
“ Pitcher's			.85
Carbonate of Ammonia			per lb. .11
Epsom Salts			.01 1/2
Glauber Salts			.01 1/2
Glue, ordinary			.09 1/2
“ white			.20
Gum Arabic			.50
Haarlem Oil			per doz. .35
Husband's Magnesia			2.85
Jamaica Ginger, Hires', flasks			.90
Licorice, P. & S., 5c. stick, imported			.36
“ M. & R., 5-lb. boxes			per lb. .23
“ lozenges, 5-lb. boxes			.27
“ 4s, 6s, 8s, 12s, 16s, 5-lb. boxes			.24
“ root			.11
Putty, 25-lb. cans			per 100 lbs. 1.60
“ 50-lb. cans			1.55
Petroleum Jelly, screw top, 5c. size			per doz. .35
“ 10c. size			.75
Paris Green, 100-125-lb. kegs			per lb. .24 1/2
“ 1/4-lb. packages			.29
“ 1/2-lb. packages			.28
“ 1-lb. packages			.27
Rosin			.03 1/2
Roach Powder, Omega, 4-oz. cans			per gross 9.00
Roachsalt, 10c. size			per doz. .80
Saltpetre, crystal, about 350-lb. bbls.			per lb. .06 1/4
“ granulated, about 100-lb. kegs			.06 1/4
Sulphur, flour, 175-lb. bbls.			per 100 lbs. 2.55
“ 100-lb. bags			2.35
“ less quantity			per lb. .03 1/2
Venetian Red			.01
Whiting			.02

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size	1.75
Herb Bitters, 25c. size	1.75
Oil Liniment, 25c. size	1.75
Sarsaparilla, 50c. size	3.50
Worm Syrup, 15c. size	1.20
Horse and Cattle Powder, 15c. size	1.20
Dyspepsia Tablets, 10c. size	.75
Iron Glue, McCormick & Co.—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.75
Triangular Quinine	.80
Quinine Capsules	.75
W. F. Young's Veterinary Remedies, whole-sale prices—	Per doz.
Absorbine	18.00
“ Jr., (Mankind)	9.00
Taroleum, small cans	6.00
“ large cans	1.00
Young's Kidney and Nerve Powders	2.00
“ Fattening and Condition Drops	4.00
“ Colic and Indigestion Cure	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz. 4.15
Bath Brick, box 25 bricks	per box .60
Sealing Wax	.03
Silver Sand	per bbl. 1.25
Tar, pints	per doz. .75
“ quarts	1.00
“ gallons	each .30
“ 1/2 bbls.	3.50
“ bbls.	6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case 3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
“ 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
“ 50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.90
“ 25c. size	2.00
“ 35c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet	10c. size .85
“ 15c. size	1.75
“ 25c. size	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla	.45
No. 2, Vanilla and Rose	.90
No. 2, Lemon and assorted	.85
No. 4, “	2.00
No. 4, Vanilla	2.25
Assorted cases, Nos. 1 and 2	10.80
“ Nos. 1, 2 and 4	11.80
Bulk.	pts. qts. 1/2 gals. gals.
XXX Vanilla	1.50 3.00 6.00 12.00
XX Vanilla	1.25 2.50 5.00 10.00
X Vanilla	1.00 2.00 4.00 8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00 1.60 3.00 6.00
Peach, Rose, Apricot, Violet	1.50 2.75 5.50 10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25 2.25 4.00 7.50
Tea	7.00
Kitchen Queen—	Per doz.
Extract Vanilla, No. 25	2.00
“ No. 2X	.80
“ No. X	.45
Extract Lemon, No. 25	1.75
“ No. 2X	.80
“ No. X	.45
Ingersoll's Flavoring Extracts—	
High Grade Vanilla	1.75
“ Lemon	1.75
Select Vanilla	.85
“ Lemon	.85
“ assorted	.85
“ small size	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz. 1.10
“ Rennet 1 ablets, 3 doz.	.75
Shinn & Kirk's Liquid Rennet	1.50
Hanson's Junket Tablets, 3 doz.	.73
Union Tablets, 3 doz.	.45

CIDER.

Corson's—	Per gal.
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50
“ 2 doz. pts.	4.00
Anchor brand Golden Russet, 1 doz. qts.	3.75
“ 2 doz. pts.	4.25
Mott's brand Golden Russet, 1 doz. qts.	3.75
“ 2 doz. pts.	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75
“ boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25
Spearmint, 20 packs, 100 pieces	.55

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	Per lb. .07 1/4
Fancy Head, 100-lb. bags	.07 1/4
Choice, 100-lb. bags	.05 1/4
Prime, 100-lb. bags	.04 1/4
Japan, fancy, 100-lb. bags	.05 1/4
“ choice, 100-lb. bags	.05 1/4
Java, fancy, polished, 100-lb. bags	.05 1/4
B. Fischer & Co.—	



Fischer's Choicest Head, 1-lb. pockets	.07 1/4
Queen Quality, ex. fancy head, 1-lb. pockets	.07 1/4
“ “ 3-lb. “	.07 1/4
“ “ 5-lb. “	.07
Coronet, choice head, 1 lb. pockets	.06 1/4
“ “ 3-lb. pockets	.06 1/4
Imperial, choice, Dom. Japan, 1-lb. pockets	.05 1/4
“ “ 3-lb. “	.05 1/4
“ “ 5-lb. “	.05 1/4
Extra fancy head, XXXX, 100-lb. bags	.07 1/4
Fancy head, 100 lb. bags	.07
Choice head, 100 lb. bags	.06 1/4
Fancy Java head, 100-lb. bags	.05 1/4
Extra fancy, Patna, 100-lb. bags	.07
Siam, Patna style, 100-lb. bags	.06
Broken, 100-lb. bags	.04 1/4
Fancy Japans, 100-lb. bags	.06
Choice Japans, 100-lb. bags	.05 1/4

SALT.

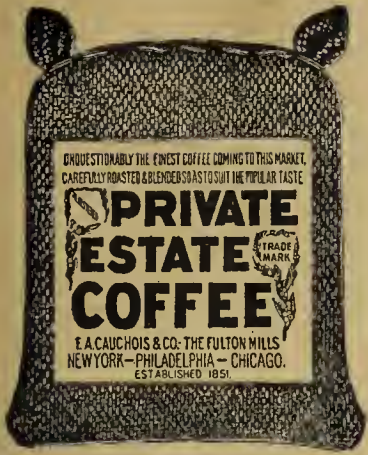
Worcester—	
Bbls., contain 280 lbs.	2.50
“ 60 5-lb. bags	4.00
“ 22 14-lb. bags	3.75
“ 30 10-lb. bags	3.75
“ 115 2 1/2-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
“ 56-lb. bags	.65
“ 28-lb. bags	.35
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.	per bbl. 3.00
Pretzel, 280-lb. bbls.	2.40
“ 180-lb. sacks	1.55
Cheese, 280-lb. bbls.	2.40
Packing, 70-lb. cotton bags	.40
“ 140-lb. cotton bags	.75
Ivory, dime size, 36 wooden boxes to case	2.20
New Ivory, 24 large cartons to case	1.50
Agricultural, 200-lb. burlaps	.60
Silver Springs, quick-freezing ice cream salt, 30 in bbl.	per bbl. 2.60
Less than 5 bbls. the list net: 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7 1/2 per cent. discount may be allowed.	

SALAD DRESSING.

Campbell's, small, patent cap, 2 doz.	Per doz. .87
Durkee's, large, 1 doz.	4.00
“ small, 2 doz.	2.40
Schimmel's, small, 2 doz.	.87
My Wife's, large, 1 doz.	2.30
“ small, 2 doz.	1.45
Snider's, pts., 1 doz.	2.30

SAL SODA.

Bbls., 375 lbs.	per 100 .65
Kegs, 170 lbs.	per 100 .82
60-lb. boxes, bulk or granulated	62



A BAG FULL OF GOODNESS

We don't have to say a word about the quality of **Private Estate Coffee** to the many thousands of retailers who are selling it—their **customers** do the talking for it. But those who haven't made **Private Estate** their Coffee Leader have missed a chance to wean their customers away from the Tea and Coffee Stores. It can't be beaten. We share our profit with grocers by giving them Universal Coupons with each case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS

33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company

QUINCY

CHICAGO

BUFFALO

Lots of Your Customers Want This



It is the one thing to keep hardwood floors right. It has been specially prepared by experts to do the work right.

Tell your customers if they want to keep their floors in perfect condition permanently to use it instead of scrubbing them. It makes a finish so perfect that all that is necessary is to wipe up the floors with a damp cloth once a week.

Universal Coupons in every case for the grocers and some in each package for his customers.

E. B. MOORE & CO.

76 Wabash Avenue

Chicago, Illinois

-29-

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

Canary, bush, 60-lb.	2.60
Caraway	.12
Celery	.09
Coriander, bleached	.05
Flax	.05
Hemp, bush 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape, per lb.	.05½
Poppy, per lb.	.10
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 112 lbs., kegs	1.75
Bi-Carb., bulk, less quantity	.02½
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼s, 36 lbs.	.05½
“ “ “ ¼s, 36 lbs.	.04½
“ “ “ ¼s, 36 lbs.	.05½
Saleratus, Babbitt's bd., ¼s, 25-tb. bxs.	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
	Per case
Clicquot Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Bitch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross.	2.50
Bon Ami, 10-cent size.	2.50
Electro Silicon, 1 doz.	.72
Putz Liquid, large, 3 doz.	16.50
“ “ “ 3 doz.	1.45
“ “ “ small.	7.00
“ “ “ “	.60
Putz Paste, large.	.55

SOAP—Laundry.

	Less than 5 bxs.	Bars.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.75
American	72	2.85
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	2.95
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
“ Pearl, Young & Co.	40	2.80
“ Day & Frick, Novelty	40	2.80
“ Handsome	60	2.60
“ Eavenson, large	100	4.75
“ “ small	100	3.75
“ Kirkman's	100	3.75
“ Red Seal	100	3.80
“ Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.80
Coal Oil Johnny	100	3.57½
Cygnat	100	4.00
Dobbins' Electric	100	4.15
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five case lots freight prepaid	100	3.95
German Family	100	4.30
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50

-30-

Grand Pa's	50	3.15
“	100	3.80
Ivory	100	7.00
“	100	4.00
Lenox	100	3.00
Life Buoy	50	2.00
“	100	4.00
Lautz's Naptha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
“ 5 cent size	100	4.00
“ toilet size	100	4.00
Mayer's	100	3.80
“	50	1.90
Miller's Naptha	100	3.75
Naptha, Swift's	100	3.75
“ P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75
Oleine, Conway's	60	2.50
“ Golden	60	2.55
“ Eavenson's	60	2.35
“ Kirk's	60	2.07½
“ Philadelphia, 60 blocks	60	2.60
“ “ 72 “	60	2.60
“ Pennsylvania	60	1.60
“ Procter & Gamble	60	3.00
“ Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
“ tubs	150	4.60
Sunlight, oval	100	3.85
“ twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.00
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
“ small	100	4.00

Toilet Soaps.

Buttermilk Cosmo.....	gross	6.60
“ “.....	doz.	.60
“ Swift’s.....	gross	4.05
Castile, imported, Conti.....	lb.	.13
“ Conti, original boxes.....	lb.	.11
Cutaneous, Dr. Raub’s.....	doz.	.70
Elderflower, large cake.....	gross	4.40
Fleur-de-lis.....	“	4.50
“.....	doz.	.45
Hearts and Flowers.....	gross	10.25
Maxine Elliott.....	“	8.10
Oatmeal, 3 cakes in box.....	“	3.25
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box.....	lb.	.09
Turkish Bath.....	doz.	.40
Sweetheart, 50 cakes.....	box	1.75
Witch Hazel, 3 cakes, ½ gross.....	gross	3.25
“ Swift’s.....	“	4.05

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	
Sapallo, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ 72 “	2.70
“ 100 “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
“ 100 5-cent packages	3.75
Kirkoline, white, 24 large packs	3.55
“ 100 12-oz. packages	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s.	4.00
“ 50 2s.	4.00
“ 100 1s.	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	per doz. .43
Swift's Washing Powder, 100 1s.	3.85
“ 24 4s.	3.85
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
---------------------------	------

PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	.45
Dime size, 2 and 4 doz.	.85
¼-lb. net, tins, 2 and 4 doz.	1.00
½-lb. net, tins, 2 doz.	1.90
1-lb. net, tins, 1 doz.	3.70
6 lb. cans, full weight	per lb. .23
10 lb. cans, full weight	“ .22
Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
½-lb. “	“ 2.70
¼-lb. “	“ 1.45
⅛-lb. “	“ .90
18-lb. kegs	.43

-31-

	Bbls.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.17	.19
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.11	.12	.14
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			Per doz.
Bee Brand—Pepper, Cinnamon, Mustard,			
Cloves, Ginger, Allspice	¼-lb.		.40
“	½-lb.		.75
Banquet Brand—Mustard, Cinnamon, Pep-			
per, Cloves, Ginger, Allspice	¼-lb.		.40
“	½-lb.		.75

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ 20, “	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon,	
2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.11½
Mace	.48
Nutmegs, large	.16
“ medium	.13
Cinnamon Bark, China	.13
“ Canton	.12
“ Java Thin Quills, 5-lb. rolls	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ 36 10-cent “	“ 2.70
Duryea's, 40-lb., 1-lb. packages	.07½
“ 20-lb., “	.07½
Niagara, 40 lb., “	.05
Cream, 48-lb., “	3.45
Kingsford's, 40 lb., “	.07½
“ 20-lb., “	.07½

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.04
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.06
“ Linen Gloss, 3-lb. cartons	.05
Kingsford's, Pure, 3-lb. cartons	.06½
“ Pure Gloss, 1-lb. packages	.06½
“ Silver Gloss, 12 6-lb. wd. bxs.	.07½
Duryea's, Superior, 3-lb. cartons	.06½
“ Satin Gloss, 1-lb. packages	.07½
“ Superior B, bulk	.04½
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.07½
Niagara, laundry, 50 lb. bulk	.04
“ 1-lb. packages, 48 lbs.	.05
“ 3-lb. cartons, 48 lbs.	.05
“ 6-lb. boxes	.06
Celluloid, 64 10-cent packages	4.30
“ 64 5-cent “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods,	
36 packages	per package .08
Starch Polish, 20 cakes	per box .50

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ large, “	7.00
“ “ Liquid, large, “	6.65
“ “ small, “	4.90

-32-

Electric Paste, ½-gross boxes	4.20
Magic Paste, ¼-gross boxes	4.75
Parlor Pride, large size	per doz. .87½
“ “ small size	per doz. 10.25
“ “ “	per doz. .70
Climax Enamel, ¼-gross	per gross 9.40
Black Jack, ¼-gross	“ 7.00
Rising Sun	“ 5.75
Sun Paste, 5-cent size	“ 4.50
“ 10-cent size	“ 7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼-gross	2.25
Per box of ½-gross	4.50
Per gross	9.00
F. F. Dalley Co.—	
2-in-1, smaller size	per doz. .75
2-in-1, large size	“ 1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkg. .04¾
Excelsior, 24 packs	“ .05¾
McAllister, 36 packs	“ .05¾
Rosensteins, 1-lb. pkgs., 2 doz.	per lb. .05¾
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz. .35
Red, quarts, 3 doz.	“ .70
Silver, pints, 3 doz.	“ .35
“ quarts, 3 doz.	“ .70
Bath Brick, 25 bricks	per box .60
Toothpicks, Eureka, 100 boxes	case 1.85
“ Perfection, 2 doz.	per doz. .42½
Royal Glue, 1 doz.	“ .80
Paist's Glue, 1 doz.	“ .40
Carpet Tacks, Wooden Keg, ½-gross case,	
assorted, 6, 8, 10s.	per case .90
Carpet Tacks, Silver Steel, 4-oz.	per doz. .06
6-oz.	“ .06½
8-oz.	“ .07½
10-oz.	“ .08½
12-oz.	“ .09½
Matting Tacks—	
No. 10, steel	per doz. .10
No. 11, “	“ .10½
No. 12, “	“ .13
G. B. Weiss & Son—	
Sole leather, No. 1	.25
“ No. 2	.23
“ No. 3	.21
Cut Sole Leather, cut into taps, 6 ins. high	1.50
“ “ “ 5½ “	1.48
“ “ “ 5 “	1.42
“ “ “ 4½ “	1.25
“ “ “ 4 “	1.18
“ “ “ 3½ “	1.05
“ “ “ 3 “	.90



SEIBERT'S
Poison Fly Paper
Pays 150% Profit
 A very attractive package
 and a good seller.
Put up 50 envelopes in
a display box like
cut \$1.00
 Retail at 5 cents an envelope

Fly Ribbon	per gross 4.80
Ely Paper, Tanglefoot	per case 2.20
“ Sticky, 10 cartons	“ 3.00
Stickite Fly Paper, 100	per case 2.35
“ “ 10 cartons	“ .30
Wax, White and Yellow	per lb. .30

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.....	per lb.	.08½
“ “ Clotheslines, 50-ft. hanks.....	doz.	.75
Cleveland, extra fine cotton twine.....	per lb.	.20
Orange Brand, fine cotton twine.....	“	.18
Texas Medium, cotton twine.....	“	.16
Cotton Candle Wick.....	“	.20
Colored Twine, 8 balls to box, 1 lb. to box.....	“	.25
Fine Hemp Twine, 8 balls to lb. in 5-lb. bunches.....	“	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	per lb.	.16
Best Jute Rope, 16 yds. to lb.....	“	.07
Best Jute Plow Line, 8 yds. to lb.....	“	.07
Jute Clotheslines, 90 ft. to hank.....	per doz.	1.60
“ 108 ft. to hank.....	“	1.70

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

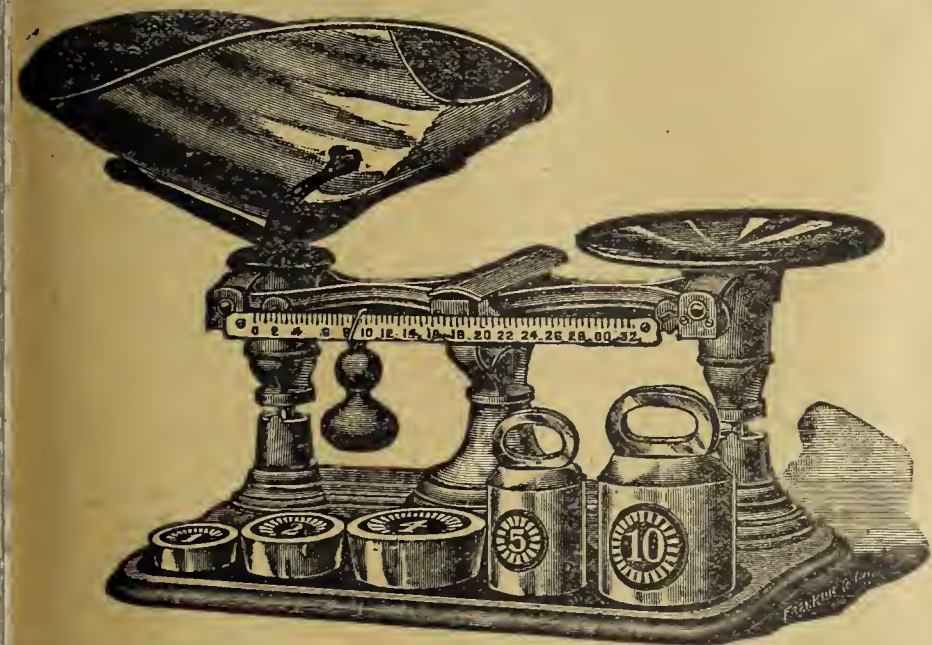
No Loss on Loose Goods



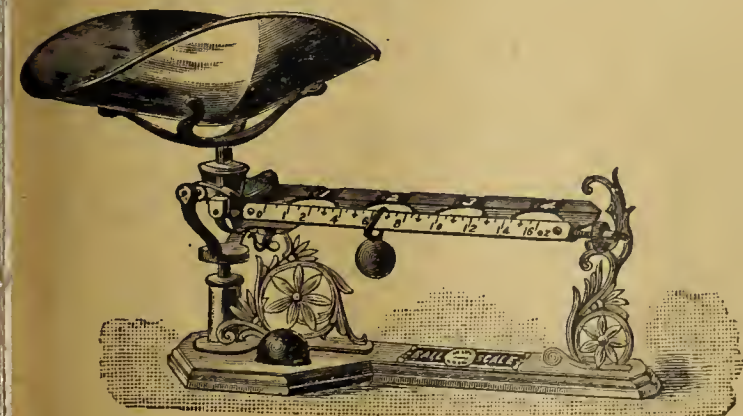
Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

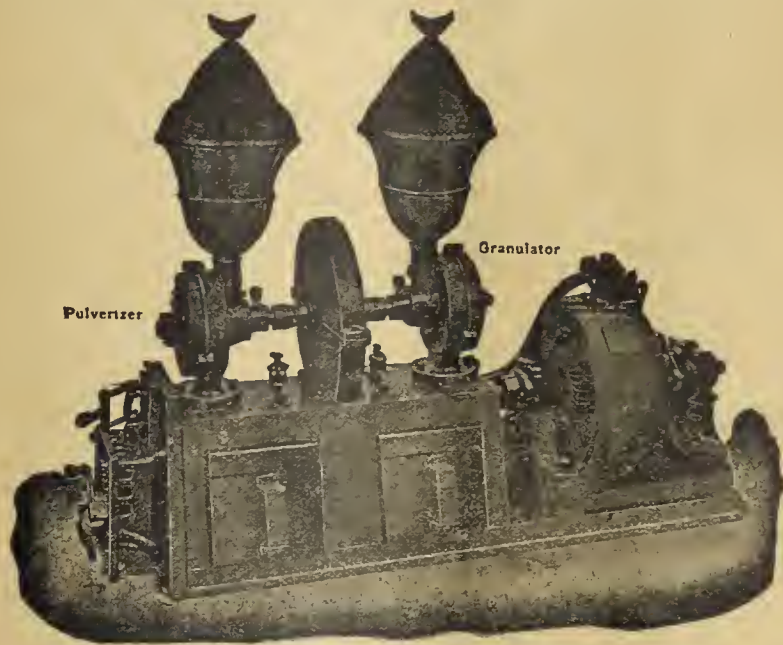


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 1-32 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

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USED BY ALL LEADING GROCERS



TROEMNER'S New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET

PHILADELPHIA, PA.

J. A. FLESCH & SON

112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES



Beautiful Butter

¶ The grocer who sells **Gurnse Butter** will soon get the name of being a good grocer, if butter alone can get it for him. If he will sell only goods which in their own line show the high standard as **Gurnse**, he will surely get the name of being a good grocer.

¶ No matter what the price, no matter what the name or the conditions or the claims, it is totally impossible to make any better butter than **Gurnse**. And almost nobody else makes as good, because they're not willing to take the pains.

¶ A beautiful pound of fancy butter wrapped in brine-dipped parchment and packed in a handsome carton.

Packed in 30 and 50-pound boxes—pounds and half pounds—29 cents. Price subject to market change.

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2521 Columbia Ave., Philadelphia, Pa.



¶ Here is a store carrying an enormous stock, yet two-thirds of its floor space is empty. It is a science to fix a store like this—you can accommodate twice as many people, work faster, and as everything is in its place and under cover you don't lose by dirt, vermin and tasters. We can fix **your** store this way.

MILLER & ENGLAND

No order too big,
none too small,
to be given our
prompt and best
attention.

7012-14-16-18 Woodland Ave.

PHILADELPHIA, PA.

We are manufac-
turers of grocers'
fixtures of every
description. Write
for our catalogue.

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RETAIL MERCHANTS

**Better Than Newspaper Advertising
Better Than the Trading Stamp Plan
Better Than Your Own Premium System**

AND

Costs You Less Money Than Any of These

If you would like to turn trade from your competitor's door to your store; if you would like to stimulate the purchase of more goods among present customers; if you would like to get a permanent hold on old and new patrons, and by these means boost your sales and increase the net profits of your business without adding to the expense—

You Can Profitably Use Our Plan

Progressive Retail Merchants in all lines and of good credit standing, are requested to write us for letter, catalog and other printed matter giving full particulars.

Manufacturers' Trade-Mark Ass'n, Dept. W, 253 Broadway, New York City

CURRENTS

Pay 40 to 75 Per Cent. Profit Nothing but teas, coffees and spices are as good money makers for the grocer who often pushes other articles that only pay 5 or 10 per cent. profit.

Contain 75 Per Cent. Food Value They are twice as nourishing as lean beef and their use as a food is rapidly increasing as meats rise in price.

Are Used in 50 Different Recipes Women make pies, cakes, puddings and desserts of all kinds out of **CURRENTS** and will use them more freely if you suggest them, as often as you do some less profitable articles.

"Freshen up and push
CURRENTS"

Have Fixtures That Sell Goods

You want a store so fitted up that goods are attractively displayed to customers and conveniently arranged for you—where one article is not hidden by another—where every foot of space is well used. We put such a store within your reach.

We are Architects and Not Fixture Dealers

We charge for our service in planning what you need and save you more than our fee by having different manufacturers bid for the work. We have fitted up on this plan some of the finest stores from Maine to California. We will gladly send pictures and particulars if you write.

J. A. FLESCH & SON
ARCHITECTS AND DESIGNERS
OF STORE FIXTURES FOR MODERN GROCERY STORES
1012 OPERA HOUSE BUILDING
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Don't Let Your Customers Go
Somewhere Else for Extracts!

Sell **ZIPP'S** Flavoring Extracts

Branded "U. S. P."

They are the purest you can sell because they are made by the highest standards—the **U. S. Pharmacopoeia**. Your customers can't get better flavoring qualities than Zipp's. It will pay you to have them and let people know it.

Vanilla	Wintergreen	Orange
Almond	Peppermint	Ginger
Lemon		Rose

THE ZIPP MANUFACTURING COMPANY
CLEVELAND, OHIO



"But if you want a really fancy corn, madam, here it is. That's quite the finest corn I ever had in this store."

This thing is substantially said about **Onarga Country Gentleman Corn** many times every day. And indeed it's deserved, for **Onarga Corn** is a very superior article. First, because it's the finest Country Gentleman seed, and second, because it isn't spoiled by bad cooking like most corn. **Onarga Corn** is cooked in the new automatic cooker and every grain is like every other—not a tough, brown or yellow grain in the can.

IROQUOIS CANNING COMPANY
ONARGA, ILLINOIS

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

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Entered at the Philadelphia Post-Office as Second-class Matter.

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Contents.

	PAGE
Mr. Callanan Wants to Know What "a Legitimate Retailer" Is.....	6
Food Crops Don't Look So Well.....	6
How the Ceylon Tea People Put Their Business on a Paying Basis.....	6
Correspondence.....	7
The New York Letter.....	8
Editorial.....	10
The Ox that is Gored. A Change. Hard Times and the Mail Order Business.	
Tomatoes Advance on Short Pack Prospect.....	10
Two-Minute Sermons for the Retail Grocer.....	10
Association News.....	10
Legal Department.....	11
Twelfth Annual Convention of the Pennsylvania Retail Merchants' Association.	12
The Grocery Markets.....	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Market Notes.....	18
Among the Trade.....	22
The Science of Advertising.....	27
The Stroller's Column (Contributed).....	28
You're to Blame.	
Window Dressing for Grocers.....	29
New Home-made Beet Sugar Offered Below the Market.....	29
Selling Talks With Grocery Clerks.....	30
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	18
Anker's Bouillon Capsules.....	21
American Can Co.....	9
Arbuckle Bros.....	Cover 2
Armour & Co.....	11
Atmore & Son.....	45
Atsatt Bros.....	50
Barber & Perkins.....	8
Bell & Sons, Samuel.....	41
Bishop, R. W.....	21
Borden Condensed Milk Co.....	37
Bower & Co., John.....	45
Brown & Co., P. F.....	3
Brown Manufacturing Co., Ltd., The.....	41
Buckley, Elton J.....	6
Bucknam & Vanderpoel Co.....	41
Butler Brothers.....	28
Cauchois & Co., F. A.....	47
Ceylon Tea.....	7
Corn Products Mfg. Co.....	50
Croft & Allen Co.....	41
Daetwyler & Co., R.....	32
Eby Co., The Frank C.....	39
Egg-O-See Cereal Co.....	43
Electro-Silicon Co., The.....	21
Enterprise Mfg. Co. of Pa., The.....	37
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	14
Fell Manufacturing Co., E. C.....	Cover 2

	PAGE
Fels & Co.....	14
Fischer & Co., B.....	39
Fleischmann's Yeast.....	12
Flesch & Son, J. A.....	4
Fly Ribbon Mfg. Co., The.....	21
Forbes, J. P.....	13
Franklin Sugar Refining Co.....	Cover 4
Freihofer Vienna Baking Company.....	41
Frye & Co., Jed.....	12
Fulton & Walker Co.....	49
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	9
Grocers' Printing Co.....	21
H - O Company, The.....	39
Hellenic International Bureau.....	4
Hetfield Extract and Mfg. Co.....	Cover 2
Hires Condensed Milk Co.....	Cover 3
Indexed Coupon Books.....	13
Iroquois Canning Co.....	4
Kingsbury, H. P. D.....	16
Kirk, Foster & Co.....	18
Lamson Consolidated Store Service Co.,	30
Lautz Bros. & Co.....	Cover 2
Leggett & Co., Francis H.....	15
Lindsley J. V., & Company.....	32
Lititz Bretzel Co.....	12
Lowney Co., The Walter M.....	45
Manufacturers' Trade-Mark Association.	3
McCahan Sugar Refining Co., The W. J.,	Cover 3
Millbourne Mills.....	21

	PAGE
Miller & England.....	3
Moneyweight Scale Co., The.....	47
Moore & Co., E. B.....	45
Morgan & Cornell.....	43
Nicelle Olive Oil Co.....	27
Oakdale Baking Co.....	12
Ohio Match Sales Company.....	37
Philadelphia Electric Co., The.....	12
Phillips, F. H. & Co.....	37
Pressing & Orr Co., The.....	Cover 3
Quaker City Preserve Co.....	21
Ritter Conserve Co., Philip J.....	16
Royal Specialty Co.....	21
Sauer Co., C. F.....	Cover 4
Scott & Co., Inc., John.....	Cover 1
Shredded Wheat Company, The.....	13
Swift & Co.....	27
Swift & Co., Gloucester, Mass.....	19
Toledo Computing Scale Co.....	Cover 1
Troemner, Henry.....	49
Van Camp Packing Co.....	30
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Watson & Co., Angus.....	17
Welles & Davis Mfg. Co., The.....	Cover 2
Wiide's Sons Co., Samuel.....	43
Williams Bros. Co., The.....	47
Young & Co., Chas. W.....	13
Zahm Tobacco Company, J. F.....	50
Zipp Manufacturing Co.....	4

Mr. Callanan Wants to Know What "a Legitimate Retailer" Is

Recent Convention of Southern Wholesale Grocers' Association
Spoke of the Dealer in that Way, and Mr. Callanan Isn't
Clear what was Meant. An Attempt to Supply a Definition.

The "Grocery World and General Merchant" has received the following communication from L. J. Callanan, the well-known New York grocer:—

WANTED.—A definition of what Mr. J. A. Van Hoose, of Birmingham, Ala., calls "a legitimate retail grocer."

L. J. CALLANAN.

Editor "Grocery World and General Merchant."

Dear Sir:—In an address delivered by Mr. Van Hoose, President of the Southern Wholesale Grocers' Association, he said: "While this is an organization of wholesalers, we must and should unceasingly recognize and care for, just as far as courtesy and the laws will permit us, the rights and best interests of the legitimate retailers."

Who is a legitimate retailer?

At first glance the above looked very easy, but custom and the needs of the trade has so broken into the old lines which formerly divided the wholesaler from the retailer that a definition of the modern interpretation of a retailer proves not so easy.

Webster defines a retailer as "one who retails anything." The word "retail" is in its turn defined as "to sell in small quantities, as by the single pound, yard, gallon, etc.; to sell directly to the consumer."

The difficulty with applying this definition is that many so-called jobbers now sell direct to the consumer, while still clamoring that they are jobbers and should buy direct from the manufacturer. Further than that, to apply the other half of the definition, many a so-called jobber breaks packages and sells in small quantities. These, too, contend that they are jobbers and should have the direct buying privilege.

The word is easier to define if a retailer is considered as a combination of two functions—first as a buyer and then as a seller. As a buyer, the "Grocery World and General Merchant" believes that the designation "retailer" should not be used at all; that small and large buyers should no longer be divided into "retailers" and "jobbers." The reason for this is that some "retailers" buy in the largest jobbing quantities,

while some "jobbers" buy in what are ordinarily considered retail quantities. Hence the absurdity of classing all those who sell consumers as "retailers" and therefore compelling them to buy of jobbers; also of classing all who sell to the retailer as "jobbers" and permitting them to buy of the manufacturer.

In buying there is only one rational way to divide buyers, and that is on the basis of quantity. All who buy more than a certain fixed quantity should be held to be jobbing buyers and should buy direct from the manufacturer. All who cannot buy in such quantities should be denied the right to buy from the manufacturer, but should buy of any other large buyer they like. And that whether the small buyer is usually considered a "jobber" or a "retailer."

Considering the retailer as a seller of merchandise, it is of course established that a retailer is a merchant who sells consumers. A "legitimate" retailer is one who sticks to the selling of consumers, and does not sell them while pretending to be a jobber. Does a "jobber" who also sells consumers thereby become a retailer? The "Grocery World and General Merchant" should say decidedly yes; at least he certainly becomes an extremely small man.

On information and belief, there are more "jobber-retailers" of this class in the South than anywhere else.

Food Crops Don't Look So Well.

Records on September 1 Are in Many Cases Below Last Year. Oats Particularly Poor.

The Crop Reporting Board of the Bureau of Statistics of the United States Department of Agriculture finds, from the reports of the correspondents and agents of the bureau, as follows:—

The condition of corn on September 1st was 79.4 per cent. of a normal, as compared with 82.5 last month, 80.2 on September 1, 1907, 90.2 on

September 1, 1906, and a ten-year average on September 1st of 81 per cent.

The average condition of spring wheat when harvested was 77.6 per cent. of a normal, as compared with 80.7 last month, 77.1 when harvested in 1907, 83.4 in 1906, and a ten-year average when harvested of 77.9.

Barley.—The average condition of barley when harvested was 81.2, against 83.1 last month, 78.5 when harvested in 1907, 89.4 in 1906, and a ten-year average when harvested of 83.5.

The average condition of the oat crop when harvested was 69.7, against 76.8 last month, 65.5 when harvested in 1907, 81.9 in 1906, and a ten-year average when harvested of 80.7.

Buckwheat.—The average condition of buckwheat on September 1st was 87.8, against 89.4 last month, 77.4 on September 1, 1907, 91.2 in 1906, and a ten-year average on September 1st of 86.5.

Potatoes.—The average condition of potatoes on September 1st was 73.7, against 82.9 last month, 80.2 on September 1, 1907, 85.3 in 1906, and a ten-year average on September 1st of 80.8. The condition on September 1st, in important potato States, was: Maine, 86; New York, 67; Michigan, 72; Wisconsin, 73.

Apples.—The average condition of apples on September 1st was 52.3, against 52.2 last month, 34.7 on September 1, 1907, 70.6 in 1906, and a ten-year average on September 1st of 54.7.

Rye.—The preliminary estimate of the area of rye harvested is 1.9 per cent. less than last year. The preliminary estimate of yield per acre is 16.4 bushels, against 16.4 bushels last year, 16.7 bushels in 1906, and a ten-year average of 15.8. The indicated total production is 30,921,000 bushels, against 31,566,000 bushels finally estimated in 1907, and 33,375,000 in 1906. The quality of the crop is 92.7, against 91.6 last year.

How the Ceylon Tea People Put their Business on a Paying Basis.

Went Into the Business First to Get Back Money Lost on Coffee. From Twenty-three Pounds Exported in 1873, the Exportations Reached Nearly 180,000,000 in 1908. How Ceylon Tea was Exploited in the United States.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

September 12, 1908.

The story of how the Ceylon tea planters brought the demand for their tea up from a total exportation of twenty-three pounds in 1873 to total exportations of 179,844,827 pounds in 1907, is exceedingly interesting. The cultivation of tea was begun in the beginning because of the destruction by blight of the coffee groves, which had been Ceylon's most remunerative industry.

The first considerable plantings of tea were made as a despairing effort to recoup fortunes which had vanished with the spread of the coffee blight. Men who had

been in affluence had found the source of income suddenly swept away. The first great impulse given the industry was in 1873 when the acreage was increased from 350 to 1,080. Each succeeding year has witnessed extended planting, and at the end of 1907 planters' returns showed a total tea acreage of 385,000. In addition, there are numerous small gardens of tea cultivated by natives of the island who have other interests.

In 1900 it was found that rapid extension of tea planting in both Ceylon and India had so increased production as to glut the English market, where the price fell to 7 (14 cents) per pound, in consequence of which many plantations failed to show a profit on the capital outlay for that year. It had been decided by the Ceylon planters to make an organized effort to establish a secure footing in the other tea markets of the world shipping their product direct from Ceylon, instead of through London, as had been the custom.

To this end an exploiting fund was established by voluntary contributions. A few years later the voluntary fund was replaced by a fund raised by the imposition of an export duty amounting to 9 cents on each 100 pounds. On January 1, 1907, this tax was reduced to 6.489 cents on each 100 pounds. The proceeds of this tax which in 1907 amounted to \$120,692, are turned over by the customs to a committee of thirty appointed by the governor.

The committee of thirty has expended the sum intrusted to it in various advertising methods in the United States, Canada, Russia and Germany. For the United States a commissioner was appointed to exhibit Ceylon tea at fairs, exhibitions and bazaars, to make demonstrations of its quality and to endeavor to induce the trade generally to give preference to it over tea from other countries. The exploitation work this year is in the hands of a professional advertising writer and distributor.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keynote, Race 746

**COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

at whose disposal a considerable sum has been placed.

In explanation of the large quantities of Ceylon tea now shipped to China, the statement is made that it is used in blending with China teas for further forwarding.

The final destination of much of the tea shipped from Ceylon to the United Kingdom is not known, as it is often re-exported by London dealers. It is estimated that by reason of this fact the quantity of Ceylon tea consumed in the United States is between three and four times as great as the quantity shipped direct.

HOLT.

CORRESPONDENCE.

Jobbers' Directory.

Gloucester, Mass.,

Aug. 26, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Do you publish a directory of the wholesale grocers? If so, will you kindly send us one to look over, and if we find the same satisfactory we would be pleased to remit for it.

Yours truly,

SYLVANUS SMITH & CO., INC.

A good directory of the wholesale grocers of the United States is published by Orrin Thacker, Columbus, Ohio, and costs \$1.

To Sell Potatoes.

Shoemakersville, Pa.,

September 7, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Can you inform me of several good parties to sell potatoes to by carloads?

Yours truly,

D. K. PHILLIPS.

Write to Chas. B. Justice, 127 Dock street, and W. S. Sheehan & Co., 118 Dock street, both of Philadelphia.

Mantel Papers and Furniture Manufacturers.

Hyattsville, Md., Sept. 3, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—As a former old subscriber, will you kindly send me the names of mantel and tile publications and furniture manufacturers?

Thanking you in advance, I am

Yours truly,

WM. A. BROOKS.

We know of no paper published directly in the interest of mantel and tiling people. Think "Rock Products," of Indianapolis, Ind.,

devotes several pages to it. The Mantel, Tiling and Grate Association of New York might give more information on the subject.

James W. Cooper & Co., 1706 Washington avenue, and John Lusch, 1423 Carpenter street, both Philadelphia, are furniture manufacturers.

Cheese Manufacturers.

Lancaster, Pa., Sept. 5, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you please give us the addresses of three or four of your best cream cheese factories. If you can give addresses of domestic Swiss factories would be very grateful to you, as we desire to add it to our line.

GEO. GAUSS EST.

Write Schlaich Bros., 34 N. Delaware avenue, Philadelphia, for this information. They are manufacturers' representatives.

Premium Baking Powder Firms.

Philadelphia, Pa.,

Sept. 4, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Please publish in your valuable journal the names of manufacturers of baking powder who give prizes with it. By so doing you will greatly oblige a

SUBSCRIBER.

The A. Colburn Co., 110 N. 2d street, Philadelphia, and the Continental Baking Powder Co., Nashville, Tenn., are two of these concerns.

Commissioner Foust Agrees With New Food Law Comment.

Harrisburg, Pa.,

September 8, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I desire to thank you for the space you have given the paper which I read at New Castle, as well as your mild criticism of the same, in your valuable issue of September 7, 1908.

There is, however, a little misunderstanding as to what I had in mind. I am satisfied it would not do to refer to the purchase of goods under an agreement in the statute. This would be purely a matter between the retailer and the jobber. My idea is to notify the retail merchants from whom samples are obtained when they are illegal and he can then return the goods in question. You know, that under the Tustin Law, after notice is served on the retail dealer that the goods are adulterated or misbranded, the guarantee offers no protection if the said retail dealer continues to sell.

Yours truly,

JAMES FOUST.

To the Trade:

England consumes nearly four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one-eighth as long.

"Why?"

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to the United States $1\frac{1}{4}$ lbs. of Tea per capita. Every English grocer knows Tea; he has made it a study.

The New York Letter

New York Grocers After Delinquent Debtors Among City Employees. Want Sunday Closing Amendment which will Close Groceries. Vinegar Manufacturers Agree to Stop Using Color. Small Items of New York Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York,
September 11, 1908.

Heads of city departments have been notified by the Comptroller that, beginning with the current month's salaries, he will order 10 per cent. reductions in order to make payments on judgments obtained by merchants in various lines of trade and filed with him, as provided by the amended garnishee law which became effective this month. Claims have been received by the Comptroller against city employees since the beginning of the month at the rate of fifty a day.

The amended law reduces the salary limit so that it may be invoked against all employees earning \$12 instead of \$15, as formerly, and it widens the class of debts

which may be collected by this method. It is assumed by most of those now sending in claims that old debts may be collected under the provisions of the amended law, but it is likely that a question as to this will be raised and the courts will then be called upon to decide.

While the Comptroller is getting ready to do his part under the law, he suggests that abuses are likely to result. He says that speculators have apparently been buying up debts that had been regarded as worthless and have obtained judgments in the belief that the city will attend to the collection. Merchants are likely, he thinks, to extend credit to city employees in the belief that payment is certain and thus the employees and their wives may be encouraged to go into debt and

to buy beyond their means. He has in mind the employees in the classes earning about the lowest pay, ranging from \$12 upward. He also says that employees of the city have no right to get into debt so as to put the city to the trouble of making collections, thus adding much to the work of his office.

The objections will scarcely be applied to the case of grocery debts contracted for necessities. The speculators, it is understood, have given most of their attention to the bills of saloonkeepers and proprietors of restaurants and to claims for money loaned—the latter being sometimes gambling debts, it is believed. Grocers will, as a rule, collect their debts personally without assignment to speculators.

The trouble that is caused in the collection of debts under the new law was anticipated when the law was enacted and this is expected to work itself out in a satisfactory way. Employees do not wish to make themselves unpopular by putting burdens of this kind on others and so, it is confidently believed, after a short time debtors

will begin to pay rather than have their affairs brought to the notice of their employers or of the managers who keep the books of corporations. The mere threat of invoking the law is expected, in most cases, to be sufficient so that litigation will not be necessary even to begin suits.

An odd misapprehension of the scope of the law exists on the part of some of the city officials who think that it is aimed only at employees of the city. One of the daily papers criticised the law on the ground that it is special legislation applying only to one class of debtors and to one class of creditors. The law really is applicable to all employees earning \$12 or more whether they work for the city or for other employers.

One of the subjects to which the local associations of retail grocers will give much attention in the near future is that of obtaining an amendment to the Sunday law or such other legislation as will effectively close grocery and delicatessen stores on Sundays. This is a topic recommended to the local association

You can't *keep* a cork UNDER water unless you hold it DOWN, and it is hard for a retail grocer to *keep* his head ABOVE water unless he buys for CASH and saves all CASH DISCOUNTS.

= JAR TOPS =

Best Quality, Porcelain Lined, Zinc Jar Tops for
Mason's Jars, 1/2 gross in box per gr's, \$2.00
5 or 10-gross lots per gr's, 1.95
These are sub-cellar prices on Jar Tops just now when they are selling most rapidly.

New Quaker Oats, 18 2s per case, 1.40
F. O. B. cars Philadelphia. No Free Delivery in any quantity at this price.

New Irish Mackerel to retail at 5c., barrels about
350-380 fish per bbl., 12.75
1/2-barrels per 1/2 bbl., 6.97 1/2
50-lb. Blue-painted Tubs per tub, 3.64
10-lb. Pails per pail, .77 1/2
8-lb. Pails per pail, .66

New Extra Fancy Head Rice, 100-lb. bags per lb., .06 3/4
This is a whole bean Rice, very white and flinty; a beauty and a bargain.

Cabin Creek Brand NEW No. 3 Standard Cold
Packed Tomatoes, 2 dozen per doz., .85
Not over 25-case lots to any one buyer.

Compass Brand New Sour Krout, No. 3 cans, 2
dozen per doz., \$0.67 1/2
5 or 10-case lots per doz., .65
Admiral Brand Fancy Freshly-seeded Raisins, 40
1-lb. packs per lb., .07 3/4
Codorus Brand NEW Small Stringless Beans, 2
dozen per doz., .77 1/2
5 or 10-case lots per doz., .75

These are elegant quality goods and a most decided bargain.

X Ray Stove Polish, 5-cent size, 1/4 gross per gr's, 4.40
X Ray Stove Polish, 10-cent size, 1/4 gross per gr's, 8.05

There are 6 packages free in each quarter gross of the 5 and 10-cent size, and at the above price, including the free goods, you can double your money on X Ray Stove Polish.

Oxford Brand Cream Chocolate Drops, made by
Croft & Allen, 4 flavors and 4 shapes, fresh
goods, just in, 30-lb. pails per lb., .09 3/4
5 or 10-pail lots per lb., .09 3/4

Webster Brand Fancy New York State Egg Plums,
No. 2 1/2 cans in heavy syrup, 2 dozen per doz., 1.12 1/2

Webster Brand New York State Fancy Green
Gage Plums, No. 2 1/2 cans in heavy syrup, 2
dozen per doz., 1.12 1/2

New Quaker Oats, 20 25-cent packs with china-
ware per case, 4.30

New Banner Oats, 20 25-cent packs with china-
ware per case, 4.30

These Prices for This Week Only—September 14th to September 19th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

by the State convention held recently.

It is argued that if the retail grocer was certain that all of the food purveyors were closed on Sunday, he would then be more than pleased to get the day to himself and to have his employees enjoy the same advantage. It has been proved that this result cannot be obtained under the present law. The prospect is that an act, intended to bring about the desired reform bill, will be presented early in the next session of the State Legislature and will have hearty support from the grocers.

The advocates of the proposed law say that the consumers cannot suffer, not even in this city, where so many thousands live from hand to mouth, and that it will be no real hardship for all to provide on Saturday at the latest for the Sunday meals.

Vinegar manufacturers and their representatives, to the number of 35, held a conference Tuesday with R. A. Pearson, the State Agricultural Commissioner. They agreed that the coloring of vinegar should be stopped, if for no other reason than that it leads to the substitution of inferior for higher grades.

The manufacturers were willing that the State law should be made the basis for rulings to conform with those of the Federal food authorities. It was agreed, however, that the percentage of acidity required by the Federal authorities—4 per cent.—is too low and that the State should require $\frac{1}{2}$ per cent. more, that is, $4\frac{1}{2}$ per cent.

The use of second and third pressing from fermented pomace was severely condemned.

A petition in bankruptcy was filed here Monday by William H. Hart, formerly called the apple king of Dutchess County. He places his liabilities at \$45,883 and his assets consist of an account for \$2,500 and 2,500 shares of stock in the Hygeia Ice and Storage Co., of Poughkeepsie.

F. W. Hannahs, the president of the New York Wholesale Grocers' Association, and A. H. Beckmann, the secretary of the National Wholesale Grocers' Association, are to speak to-day (Friday) at the opening of the permanent headquarters leased by

the New York Association of Manufacturers' Agents in the Powell Building. A. C. Monagle, the secretary of the latter association, has sent out many invitations.

Three prizes were won by H. M. Day, Jr., at the annual golf tournament held Monday in Englewood, N. J., by the Wholesale Grocers and Brokers. The three were the third cup, the low gross medal and the special silver cup offered by Libby, McNeill & Libby. The latter cup must be won twice to become the permanent trophy of the winner. W. A. Higgins and J. M. McNiece were tied for the first cup and the tie will be played off later. W. A. Fanning and V. A. Segarmann took the fourth and fifth cups respectively.

The Government is continuing this week in the Custom House the hearings on the charges made against the Standard Oil Co., with Frank B. Kellogg appearing as special Government counsel. Several witnesses were questioned with a view to showing that the oil company gave rebates of one-half cent a gallon to favored customers and that it cut prices in cities where there was competition until the competitors were obliged to sell out; also that the big company had employees whose business was to keep tabs on the shipments of independent companies. C. T. Collins, second vice-president of the Standard Oil Co., of Kentucky, a branch of the Standard, and J. L. Trann, special agent of the Standard at Peoria, Ill., were the chief witnesses up to to-day. The Government counsel has encountered some difficulty in getting books and records of the company, and Mr. Collins, on advice of counsel, refused to produce certain letters which Mr. Kellogg desired to get.

FRED. A. MCGILL.

A Jewel.

Every business man, it is presumed, is desirous of increasing his sales, and especially for a line of goods that have reputation and selling quality due to merit. The house of Francis H. Leggett & Co. is well and favorably known in all parts of the world. Their reputation for reliability is second to none and their Gold Fish teas, new crop goods, which have been announced many times before are again presented in this issue.

"OLD DUTCH" SPICE CADDY

FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY

NEW YORK CHICAGO SAN FRANCISCO



Start the
Fall Season
Right!

BY MAKING

MOTHER'S OATS
YOUR LEADER

\$1.27 to \$1.45 per 36 pkgs. PROFIT

Order now for fall delivery from your jobber.

Cash bonus *DEAL* packed in every case and container—no red tape. MOTHER'S OATS Quality and Policy make MOTHER'S brand *Profits*.

No Profitless 10c. Price Advertised to the Consumer, on the package, bill boards, newspapers or magazines. Our policy does not make MOTHER'S OATS a "cut-rate store leader" like other brands whose manufacturers permit, if not encourage, this practice for "volume." We urge and help you to a "**Living Profit.**"

THE GREAT WESTERN CEREAL CO.
CHICAGO

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Monday, September 14, 1908.

One amusing phase of the present local option movement, which touches all business men because it vitally touches all business, is the willingness of every factor of the liquor business to have every other factor legislated out of business. The brewer is quite willing that the whisky distiller should go; thinks he should go in fact, and the whisky manufacturer conscientiously feels the same toward the brewer. The saloon-keeper sees not the slightest reason why the wholesale liquor dealer should continue to encumber the earth, and vice versa.

Now comes the Grape Growers' Association of California. This organization met in yearly convention a few days ago, and a copy of a lengthy series of resolutions which it adopted is at hand. The substance is that the Grape Growers' Association deplores drunkenness and believes in "doing all in our power to remove the evil," but thinks it would be mighty mean to interfere with the sale of California wine. In fact the growers "call upon all good and honest temperance people to join in this beneficent movement" to increase the use of pure wine in the home.

When it comes to an honest show down, there is not a liquor producer in the land who really believes in local option. He is simply willing that it shall gore the other fellow's ox.

Those who contend that the muck-raking which has turned up much rottenness, injustice and graft in the last two years has

had no effect upon those exposed are mistaken. Consider the pending advance of 10 per cent. in freight rates. Every few days the "Grocery World and General Merchant" receives from what is evidently a press agency maintained by the railroads, literature arguing the freight advance question from the railroad standpoint. Two such pamphlets lie before the writer at this moment. One is "The Freight Rate Primer" and the other "Railway Rates: Correspondence Between the Manufacturers' Association of New York and William C. Brown, senior vice-president of New York Central Lines." Both present reasons why a freight advance is necessary and fair. The notable point about them is that their railroad sponsors should have considered it necessary to convince the public at all. Time was, and not long ago, when the freight advance would have been made out of hand, without warning, without argument, without the slightest effort to conciliate the public in any degree.

For this much, at least, let us all be thankful.

The annual report of Sears, Roebuck & Co., the Chicago mail-order house, is

Hard Times and the Mail Order Business.

interesting as showing the effect of the hard times upon a business that sells exclusively for cash. In the year ending June 30, 1907, the concern's sales aggregated \$50,722,839. In the year ending on the same date of 1908, which included the six panic months, they fell to \$40,843,866, which means a drop of nearly \$10,000,000. This in spite of scheme after scheme to hold sales up. The profits, too, were cut \$1,203,706, and would have been cut much more had the expenses not been reduced \$8,656,385.

This surely shows the scarcity of cash during the last twelve months, particularly the last six. And it shows another thing. Probably 60 per cent. of the business of the mail-order house is in necessities, many of which were still bought, not of Sears, Roebuck & Co., who required cash, but of some local dealer who did not. So that what has been an ill wind to the mail-order business has blown good to many a local dealer, though it is somewhat aggravating that mail-order customers patronize him only when they want the favor of credit.

Tomatoes Advance on Short Pack Prospect.

Market Five Cents Per Dozen Above
Few Days Ago. Present Supply of
Tomatoes Very Light. Fall Weather
Will Determine Shortage.

Unless a long-continued spell of fine weather intervenes, it is evident that the pack of tomatoes will not be as large as was expected. So sure do the packers feel of this that the market has advanced 2½ to 5 cents during the last few days.

Last week 3-pound standard tomatoes could be bought at 75 cents f. o. b. factory. Later the packers advanced their ideas to 77½ cents f. o. b., and some of them have during the past week refused offers of less than 80 cents. There is considerable warrant for the firm feeling. The week just over and the one before should have witnessed a glut at the packing houses, but instead it

developed such a scarcity that the packers were hardly able to keep busy.

If the weather keeps favorable and the cold holds off, some of the shortage can be made up. Even then, however, the pack cannot be large.

ASSOCIATION NEWS.

Want More California Wine Used.

The Grape Growers' Association of California has adopted the following resolutions as to the sale of California wine, apropos of the present local option campaign:—

Resolved, By the wine growers of California, in mass meeting assembled, that whilst we strongly condemn intoxication and are desirous to do all in our power to remove this evil, we do not approve the passage of any laws that will restrict the sale and use of pure wine; that we highly recommend the moderate use of the same among all families at home, and we earnestly appeal to the good and honest temperance people, whose aim is the same as ours—to bring up our children in purity and soberness—to join in this beneficent movement and thus set the example to the other people of the Union of how truly and effectively the evil of drunkenness can be removed from our country; and be it further

Resolved, That we earnestly recommend to the next Legislature the passage of such laws as may be necessary in order that wine in California shall be permitted to be distributed freely to the people of the State, and this important product of the State shall not be affected by any prohibition law or regulation in any town, city or county in the State of California.

Resolved, That we now recommend the organization of a grape growers' association for the purpose of devising ways and means to inaugurate a campaign of education throughout the United States in order to educate the American people to the use of light table wine at their meals and thus forever drive out of our country the evil of drunkenness.

Two-Minute Sermons for the Retail Grocer

LIII.—Knowing Your Own Limit.

He who knows his own limitations is a wise man.

There is only one way to find out what one's limitations really are, and that is to make a test of them. Too many of us do not realize when their limit is reached and attempt things entirely beyond their capacity, while many are too slow to really find out what their capacity really is.

The man who realizes early in life that no one man can be superior in all things and is willing to discover what his best qualities are and how far he can develop them is very likely to make a

grand success of life. He soon discovers his limitations. He finds he can succeed in some directions where others fail utterly, and that others are able to succeed where he would fail. This knowledge enables him to secure the services of others when he knows they can bring success to him and also shows him where he can succeed better by his own exertions.

It is a grand achievement to learn one's own limitations, and when to this is added the ability to gauge the limitations of others the road to success becomes much plainer.

F. A. P.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconception. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

The serial number, which practically means the guarantee, is usually placed on the label, but this is merely done for purposes of convenience.

I should say that it is *not* sufficient if the formula is placed on the label without the guarantee. The formula of itself does not constitute a guarantee at all. For the protection of the retailer, the guarantee is more important than the formula.

Question: G., Pa.—I have in mind a plan to collect a bill from a customer, who has moved from here to Elizabeth, N. J., about a year ago. The account is about one year old. She was a single lady when she purchased the goods, but has married since. I think it is part of her wedding outfit she is trying to stick me for.

My plan is to stop and see her on my way to New York City and tell her that I came after the money and that I did not intend leaving until the account was settled. If she did not pay it in a short time (making the time only about twelve hours) I would advertise the account in her immediate locality, by the use of hand bills and auction it off at some public place near her home. In the event of her not paying the

bill after making the above declaration, if the law will permit me, I intend advertising and selling at public auction as stated above.

I have written her from time to time and have not even received a reply.

Have I a legal right to proceed as above stated in the State of New Jersey, and can I handle similar cases in this manner in Pennsylvania? What do you think of this manner of collecting bills?

If legal, please advise me how to proceed.

Answer.—I should not advise this course, although a modification of it can be carried through without difficulty. I would suggest that you stop on your way to New York and notify the woman that if the account were not settled within a specified term you would sue her. If it was not paid, begin an action against her before a justice of the peace and get judgment. This can probably be done if there is no adequate defense. Once the judgment is secured and the appeal term is passed—for the defendant will hardly appeal a case to which there is no defense—you can offer your judgment for sale and advertise it without danger. Ad-

vertising a simple account for sale is always risky.

At the justice's hearing all you will need to do is to swear that the woman ordered the goods, that you delivered them to her, and that the prices you charged were the fair market prices at the time. You will also probably need your books of original entry, by which is meant the book in which the itemized list of goods was first placed.

Booth & Co. in Trouble.

The fish and oyster firm of A. Booth & Co. was placed in the hands of W. J. Chalmers as receiver to-day by Judge Bethea. The liabilities of the firm are placed at \$5,500,000, with assets of \$8,000,000. Coincident with the receivership an attachment for the funds of the firm was secured to-day by an attorney representing the Girard National Bank, of Philadelphia, on a claim for \$35,000. This amount is alleged to have been obtained from the bank by means of fraudulent representations. Booth & Co. have branches in many sections of the country.



THREE PIES FROM THIS CARTON

This is without doubt the scientific, profitable, clean and economical way to sell mincemeat.

A small carton, 3x4x2 inches, containing enough mincemeat to make three pies! Not simply a substitute for mincemeat, but a combination of clean, rich materials which simply needs water, sweetening or cider. Think of the saving.

Think of something else—**Veribest Mincemeat** needs no preservative. Most liquid mincemeat does. Know what food laws say about preservatives—and about you, if you handle goods with them in?



Real German Pretzels

"Oakdale" Steam Process

"Oakdale" Pretzels are guaranteed clean, pure, wholesome. Salted just right.

Get samples and prices from

Oakdale Baking Co.

10th & Susquehanna Ave.

PHILADELPHIA, PA.

TUNGSTEN LAMPS

How can any Grocery Store which fails to maintain well-dressed, well-lighted windows—a brightly lighted exterior and interior—expect to compete successfully in the struggle for new business?

Would you honestly think of using any other illuminant if you knew that Electricity would cost **less** than that illuminant, or **no more**?

Our new Tungsten Lamp proposition will give you Electricity at a cost less than gas—not comparatively, but **actually!** Doesn't your store need help from a lighting standpoint?

Write or phone to

**THE PHILADELPHIA
ELECTRIC CO.**

Tenth and Chestnut Streets



Well-known
for 35 years,
**GOFF'S
COUGH
SYRUP**

is a sure and
speedy seller. 71 per
cent. profit. Write for spe-
cial introductory plan.

S. B. GOFF & SONS CO.,
Established 1872
CAMDEN, N. J.



Increase Your Profit on Bretzels!

By handling "Huebener's Genuine Lititz Bretzels" you'll make a profit worth while, because they embody the highest standard of quality and most fascinating good-to-eat-ness ever found in a pretzel product.

Our method of distribution guarantees you absolutely fresh goods, quick sales and good profit. No jobbers. Agents wanted.

LITITZ BRETZEL COMPANY
Lititz, Penna.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL



Sell a Special Brand

No grocer can make any money on the ordinary domestic oil and mustard sardines. To make money he must sell a special brand like our Harbor mustard sardines. Beautiful goods. Packed in green and gold cartons. Handsome shelf goods and as good as they are handsome. Selected, tender fish, prepared by experts for epicures. Retail at 10 cents.

JED FRYE & CO., 25 South St., New York

Twelfth Annual Convention of the Pennsylvania Retail Merchants' Association

Successful Session Held at New Castle Considers Various Trade Questions. Secretary Smedley's Story of the Philadelphia Grocers' Fight Against Injustice. Officers Re-elected. Talk of a Garnishment Law.

Stenographic Correspondence of the "Grocery World and General Merchant."

New Castle, Pa., September 7, 1908.

The meeting was called to order by W. E. Patterson, of New Castle, Pa., at 10.30 A. M.

Mr. Patterson.—Gentlemen of the convention, I now call to order the Twelfth Annual Convention of the Retail Merchants' Association of Pennsylvania, and while it is a duty to formally welcome you to our city, that is for others. We wish to say we are glad to see you here and we hope that your sojourn among us may be one of enjoyment and that your meeting here may be productive of much good. We will now call on Rev. A. B. McCormick, of the city of New Castle, to enjoy the blessing.

Rev. A. B. McCormick, of New Castle, then invoked the blessing.

Mr. Patterson.—Gentlemen, I will now introduce to you the Hon. William E. Porter, Judge of the Courts of Lawrence County, one of the Pennsylvania Judges who, by their decisions, have shown that they have little sympathy with those laws which conflict with the constitutional rights of the individual and would make criminals of men who are conscientiously trying to do that which is right and that which is legal.

Judge William E. Porter, of New Castle, spoke in part as follows:—

Now, it is not because I would not have the merchant who handles impure food pay a penalty for his handling of the impure food, because to my mind it is a very grave wrong; it is an absolute sin for a merchant to sell to his customer that which he knows to be impure, that which he knows to be detrimental to his health; that is absolutely wrong; it is sinful. But you take the merchant who buys oysters, we will say, and he has every assurance that there is no formaldehyde in the tub of oysters that he receives, and he sells those oysters to his customer in good faith, absolutely believing that they are pure and free from deleterious substances, but an analysis shows that they are impure, that the substance that is used for the preserving of the oysters is poisonous.

Now, does it conform with our idea of what is right and what is fair and honest in the Commonwealth to say that the man who honestly sells those oysters is a criminal and that he should be tried in the same court with the man who is charged with murder, with larceny, robbery or a great many other crimes that could be mentioned? Is that not an outrage on the honesty of the community? You take a man in your town who has borne a good reputation during all the years he has been in business, a man who is regarded as an ideal citizen in his community, a man who is active in the political life of the community, active in the moral life, active in the church life, and have him dragged into the Criminal Court to answer to the charge of selling impure food. Is that right? We think that is absolutely wrong, and how can it be remedied? We would have the man who intentionally and wilfully sells impure food punished, but instead of dragging him into the Criminal Court, bring him into the Civil Court and sue him for a penalty.

Mr. R. A. McKinney, President of the Merchants' Association of New Castle, then welcomed the convention on behalf of the merchants.

Mr. J. C. Morris, of New Castle, President of the Grocers' Association, then welcomed the delegates on behalf of the grocers of New Castle.

Mr. Patterson then introduced Hon. Harry Lusk, Mayor of New Castle, and President of the Municipal League of Third-class Cities of Pennsylvania.

Don M. Larrabee fittingly responded on behalf of the Retail Merchants' Association of Pennsylvania.

Henry J. Rich, of Pottsville, extended a welcome on behalf of the merchants of Pottsville.

Mr. Patterson.—We have been informed this morning that our worthy President, Albert Kaiser, of Philadelphia, cannot be with us on this occasion on account of a great loss which he has sustained—the loss of his wife. I will therefore introduce to you Mr. Wilmer Crow, of Harrisburg, First Vice-President, who will now take charge of the convention.

Mr. Crow at this point assumed the chair. Secretary Howes then read the convention call.

Mr. Crow.—The next will be the enrollment of delegates. I suggest that those delegates who have not yet handed their credentials to the secretary will do so.

Mr. Smedley, Philadelphia.—I rise to a point of personal privilege. Resolutions are out of order, but I desire to offer a resolution and

I would like the unanimous consent of the convention to have it adopted.

There being no objection, Mr. Smedley offered the following resolution:—

Whereas, Our beloved President, Albert Kaiser, has met with a deep loss necessitating his absence from the convention; therefore be it

Resolved, That this convention express deep sympathy with President Kaiser in his bereavement, and to express our deep sense of loss in his absence from his accustomed place at our head.

Mr. Geesey, York.—I move that the resolution be adopted and that it be telegraphed to Mr. Kaiser.

Motion seconded and adopted unanimously by a rising vote.

Moved by Mr. Geesey (York) that there be no roll call until after the report of the Credentials Committee.

Seconded. Carried.

The Chair then appointed the following committees:—

CREDENTIALS COMMITTEE.

W. C. Armstrong, Connellsville; James Drown, Corry; P. F. Miller, Easton; Sam F. Gregory, York; Louis F. Schweitzer, Scranton.

PRESS COMMITTEE.

L. R. Clover, Scranton; Geo. C. Bittender, Hazleton; Edward O'Brien, New Castle.

On motion duly made and seconded, a recess was taken until 3 o'clock P. M.

SECOND SESSION.

The convention reassembled at 3 o'clock. Vice-President Crow in the chair.

Mr. Patterson.—Mr. Chairman and gentlemen. It has been requested that delegates having ladies with them will report to Secretary's desk before the close of this session. The ladies will be properly entertained.

I also wish to state that through the kindness and courtesy of the Mahoning Valley Traction Company that the delegates are requested to meet in front of the Foundry Inn this evening at 6.45 sharp, to be taken to the city and to the Park.

COMMUNICATIONS.

Secretary Howes.—I have here a communication from P. M. Malloy, of Williamsport, a member of the State Executive Committee who is at present making a tour of Europe. The letter came to me at Erie a few days ago, with the request that it be read at this meeting:—

To the Officers and Members of the Retail Merchants' Association of Pennsylvania:

"While absent from you at this convention my fervent love and good wishes are with you, and may the benefits and blessings that you are receiving through our organization continue in the future as well as in the past. As I am confident they will, as they are for—and not for a chosen few.

I am making a tour of Europe and the Continent and am learning the methods and systems they have for doing business in different countries, and if I live until the next convention I will promise to give you all I have learned in this wonderful land of history and art.

Again wishing God speed, I am

Yours very truly,

(Signed) P. M. MALLOY.

Moved by Secretary Howes that the letter be received and spread on the record. Motion seconded and carried.

The Credentials Committee not being ready to report, Mr. Smedley moved that the regular order of business be proceeded with until such time as they were ready to make their report. Seconded and carried.

Vice-President Crow at this point appointed the following:

COMMITTEE ON RESOLUTIONS.

Wm. Smedley, Philadelphia; F. J. Detrie, Erie; Dr. C. H. Bosworth, Nyalusing; M. Gipe, York; C. H. Miller, Huntingdon.

REPORT OF COMMITTEE ON CREDENTIALS.

Your Committee on Credentials begs to submit the following report:—

Number of delegates registered.....
Number of visitors registered.....
Number of associations represented.....

On motion duly made and seconded, report of the Credentials Committee was received and ordered spread on the record. Carried.

At this point Mr. E. J. Morris, of Reading, asked and obtained permission to offer an amendment to the Constitution and By-Laws.

Mr. Morris.—In Article X, of the By-Laws, p. 9, it says: "Amendments to this Constitution can be made on two-thirds vote of

members present at any annual meeting, provided that the same has been approved by the Executive Committee." I wish to state in advance that these amendments have been approved by the Executive Committee. I desire to offer an amendment to the Constitution.

Article V, Section 1, provides: that "The officers of this association shall consist of President, three Vice-Presidents, a Secretary, a Financial Secretary and a Treasurer." My amendment to Article V, Section 1, is the striking out of "a Financial Secretary."

I desire also, in order that the balance may be in harmony with that, to provide an amendment to Article VI, striking out the word "Financial," in Section D, of Article VI, of the Constitution, and also to amend Article E by making it Article D, and Article F, by making it Article E.

Also to amend Section 2, Article V, of the By-Laws, by striking out the entire section. The entire section reads: "The Financial Secretary shall receive annually for his services the sum of \$20."

In making this amendment to the Constitution and By-Laws, it would abolish the position of Financial Secretary. When this organization was instituted in Philadelphia, in 1898, I was present at the institution of it, together with eight or ten other gentlemen representing the association. The By-Laws as then made were adopted and have not been changed. I have been Financial Secretary of this association since its inception. As years roll on the association increases its membership and I find that it would be better for the association were the offices of Secretary combined. The Secretary is in touch with every association and closer than any other State officer. Very many remittances for per capita tax go to the State Secretary, and in providing this amendment it would save the State Association the expense of the State Financial Secretary. I have served with a great deal of pleasure and I have watched the progress of this association from its inception, at which there were present but eight or ten members, and it is now representing over a hundred associations. I think this is the proper time to offer the amendment, and I would move its adoption.

Motion seconded by Mr. Smedley. Carried.

REPORTS OF LOCAL ASSOCIATIONS.

Moved by Mr. Smedley that the delegates in presenting their reports be confined to three minutes. Seconded. Carried.

[These reports will appear in the next issue.]

Moved and seconded that all resolutions offered should be read by title only. Carried.

Mr. Geesey, York.—I offer a resolution which has to do with the attitude of the Philadelphia "North American," in which it advocates the separation of the dairy and food departments, etc.

The Chair.—This matter will be referred to the Committee on Resolutions unless there is objection.

The following resolutions were introduced and referred to the Committee on Resolutions: A resolution offered and passed at the meeting of representatives of third-class cities relating to loan sharks; a resolution relative to co-operative buying; a resolution relative to minimum prices; a resolution relating to manufacturers and retailers in marketing products of the manufacturers; a resolution relating to newspaper co-operative advertising.

The Chair then announced that the delegates would be taken on a trolley ride at 6.45 and thence out to Cascade Park.

On motion made and duly seconded, a recess was taken until Wednesday morning, September 2, 1908, at 10 o'clock.

THIRD SESSION.

The convention was called to order by Vice-President Crow.

The Chair.—The first regular business is the reading of the minutes.

Moved and seconded that the reading of the minutes be dispensed with. Carried.

The Chair.—We will now hear the report of the Retailers' Mutual.

RETAILERS' MUTUAL FIRE INSURANCE COMPANY OF PENNSYLVANIA.

Month Ending July 31, 1908.

Jan. 1, 1908, Balance as per Auditor's report	\$6,042 54
Checks not presented	7 85
	\$6,050 39

RECEIPTS.

July, 31, 1908, Month. Year.	
Regular premiums	\$965 02 \$8,431 19
Extra premiums	5 00 41 75
Draft collection fees	
Salvage	970 02 35 55

Paid to Wm. H. Nelson	970 02 \$3,508 65
	\$8,508 65

\$14,559 04

DISBURSEMENTS.

Check vouchers Nos. 2,458-2,515 inc. for.	
Agents' commissions \$168 03	\$1,360 63
Agents' printing and supplies	12 50
Office	11 21 112 41
Furniture	20 25
Labor	62 50 452 50
Directors	142 97
Transportation, postage, telegraph, express	20 83 183 38
Refunds	23 70 208 75
Office bonds	17 50

Taxes	25	5 56
Advertising		36 85
Fire losses	138 00	3,933 96
Fire adjustment	341 15	420 73
Investment		4,000 00
	\$765 67	\$10,907 99 \$10,907 99

RESOURCES.

Cash in treasury	\$3,651 05
Agents' balances	446 29
Interest bearing certificates	4,000 00

Premium note reserve	\$8,097 34
Insurance in force	228,843 41
Old line cost for five years on policies we have carried would have been \$115,196.42. We saved our policyholders \$52,252.96, or 45 per cent. of former cost.	

(Signed) A. M. HOWES,
Secretary.

Secretary Howes moved that the report be received and spread on the record. Motion seconded and carried.

Secretary Howes then read a letter from State President Albert Kaiser, which was, on motion, duly seconded and carried ordered placed on file.

Vice-President Crow then introduced Mr. W. P. Lewis, of Huntingdon, Pa., who delivered the address an "A Few Set Screws to Hold the Merchants."

Mr. Lewis.—Mr. President, gentlemen of the Retail Merchants' Association of Pennsylvania:—

The present system of distributing merchandise to the consumer in the United States is one of evolution. It is not needful for our purpose to trace the development of this system. Conditions as we find them and the trend of conditions are the two phases of a problem which is ever present with the retail merchant. Conditions as we find them at present embrace four principal factors: The manufacturer, the jobber, the retailer and the consumer. The normal route from producer to consumer is via the M. J. R. line. That this line is not always traveled is very well known to every man here. That the retailer buys from the manufacturer and ignores the jobber. That the manufacturer frequently sells to the consumer, ignoring both the jobber and the retailer. That the jobber oftentimes sells to the consumer directly, infringing on retail territory. That the manufacturer sells to catalogue houses without any reference to either jobber or retailer, and at a price which permits of the discomfort of both. All of these are circumstances of much familiarity, also of much evil. These are sore spots on the body commercial. They are, however, responsive to treatment. The organizations of retail associations in various lines has brought to bear a concert of intelligent action, which has defined and had recognized a saner relationship between the factors named. All evils have not been eliminated. Such is not our expectation. But that far more favorable conditions exist to-day than ten years ago, few will question. The American manufacturer and jobber make serious efforts to keep faith with their customers, in fact, do keep faith to an extent far in advance of former times. The manufacturer to-day of standard goods recognizes that when they sell to a catalogue house an unusually large order at an unusually low price, the catalogue house at once, trading on the known quality of the goods, offers them to the consumer at a price which neither the jobber nor retailer can meet. The inevitable result is that these same goods on the shelves of the jobber and retailer at once become profitless merchandise and their immediate effort is to unload them and replace with a line not delivered into the hands of the catalogue house. At this point the manufacturer discovers that the total volume of his goods disposed of by the jobber and retailer on one hand against the amount marketed by the catalogue house on the other, shows the balance in favor of the jobber and retailer in the ratio of nine to one. From this fact as a basis the logic is easy, for as between 90 per cent. of his product placed at regular prices in the one hand and 10 per cent. placed at a cut price on the other hand, the direction in which his interest lay is not hard to discern, but this great light was never recognized by the manufacturer until the organization and steady growth of the retail associations. It would seem, therefore, superfluous to urge retailers to take membership in their State organizations. This brings up squarely the issue. Shall the present American system of distributing merchandise, namely, manufacturer, jobber, retailer and the traveling man, be perpetuated, or shall the old-world method, from manufacturer to co-operative store, or as expressed in this country, from manufacturer to catalogue house (but in both cases eliminating the jobber, retailer and traveling man), be installed? There may be some here who think there is no issue, others who think that the possibilities of any change are so remote that for the present, at least, there need be no concern. There is in operation to-day in this country a catalogue house whose annual sales are reported to be \$50,000,000. Fifty million in cash sales, mind you. Fifty million in retail transactions. Fifty million of retail business that you are competent to handle and have the stock to supply. Fifty millions of business accomplished right over your heads, with goods from the same source of supply as yours, at prices which you cannot profitably meet, and all this is with customers who live in

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. FORBES INDEXED COUPON BOOKS



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES

FORBES BUILDING

COSHOCTON, OHIO

Over

Two Thousand

persons passed through "The Home of Shredded Wheat" on August 17, 1908, and saw the unique and interesting process of making

Shredded Wheat

The exact number was 2,141, establishing a high-water mark for one day's visitors to this plant. On August 13th the number of visitors was 2,016. The daily average for the summer was about 1,500 visitors.

No other food factory in the world throws open its doors to so many visitors. This advertising costs money, but it makes consumers of Shredded Wheat and customers for YOU. It is only a small part of our advertising expense. We don't allow Shredded Wheat to stick to your shelves.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a square Dealer.

The Shredded Wheat Company, Niagara Falls, N. Y.

The Public Demands

and insists on quality, notwithstanding advertising.

Back of Fels-Naptha soap, we have placed both. And that is the secret of its ready sale.

You can always order **Fels-Naptha** from your jobber with the assurance that its quality and our advertising will steadily sell it for you.



"EXTON" Crackers and Oyster Eaters

Have been friends for 61 years. A little thing like an oyster cracker has to be mighty good to hold on so long. We made it best and we kept it best and everybody knows it is best.

Rich flour, scientific baking, clean handling—it gets them all.

Everybody knows the "EXTON." Prepare for "everybody" to buy them.

A. Exton & Company
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.

your own town and vicinity with whom you are personally acquainted.

Fifty million in currency which goes out of your several communities never to return. More than this, a most powerful, most determined, most persistent effort is still alive to have the Government, through the establishment of a parcels post, to deliver merchandise almost free of cost for them. The enactment of a law authorizing such a parcels post would expand the territory of their successful operations to the tide waters of each ocean. The fifty millions of their retail sales would be swelled to countless fifty millions.

Mr. President, there is an issue. No need to tremble for the possibility of it coming. It is here. As previously stated, the question is, shall the American system be more firmly fixed, both root and branch, or shall it be torn out and in its place transplanted the old-world method?

The court of last resort is public judgment, and the question propounded is this: Under which system is the highest interest and the highest development of all the people most conserved? In speaking to this question I have no hesitancy in declaring without caution, restraint or proviso. There is but one system. That is the American system. It has been established by the genius of American enterprise. Whatever its imperfections, it is American still. Under it for one hundred years manufacturing cities and agricultural towns have bloomed and blossomed and grown into centres of education and culture and power. Under this system the consumer, whether his income is from the produce of the farm or the wage of the mill, has many stores from which to satisfy his needs. Each eager to serve him well. Each displaying goods, delivering goods, accepting returned goods and advancing credit if a time of need should come. The transaction of this local merchandising gives value to real estate. This in turn is the basis of taxation. From this taxation the community receives schools, lights and improved streets, sewers, water service and protection of life and property. Here the personal equation is present. Men are known and respected. Character is developed. This is the primary source from which springs that quality of manhood and those standards of integrity which have made America the foremost nation of earth. Broadly speaking, the economic tenet that where wealth is produced, there it should be circulated and invested is sound. Two hundred and fifty thousand tons of American coal were sold last year in Mediterranean ports. The money in payment for that coal and the labor in mining it should accrue to the benefit of the community of its origin. If the South raises cotton and receives \$600,000,000 for its crop, that money should find its principal investment and circulation in the South. If Pittsburgh fabricates iron and by water route to the Gulf and thence through the Panama Canal can compete with the producers of the world, the profit of that success should accrue to a greater Pittsburgh. On this principle and on this alone can centres of independent greatness be developed. In the abundance of just such centres lies the strength of the nation. The money spent in a community is the basis of all valuation in that community. I know of a corner in an inland city in which there stands a brick building that could be duplicated for \$5,000. That corner is valued at \$600,000. Why? Because around its two fronts surges a ceaseless throng of humanity, all of whom are possible spenders, but if that ceaseless throng sent all their money to a catalogue house for supplies, that \$5,000 building, with the lot thrown in, could not be sold for one-half what it cost. Under the present American system there is equitable distribution of wealth, both as to centres of wealth and also as to individuals of wealth. Any community is far better off when it has one hundred men who are worth \$10,000 each than if it has one man worth \$1,000,000. The old-world system would place under tribute to a few large cities our whole vast country. A parcels post would fasten the deadliest blight on the American system of merchandising ever known. As one man the retail merchant should oppose every such measure. The old-world system as exhibited here is abnormal, unnatural and un-American. The two chief methods of effective opposition are, first, an insistence on the part of a universal and united Retail Merchants' Association, that the goods on your shelves shall not be found in catalogue houses' stock. Second, the Government must understand that it is granted no constitutional right to enter the field of competitive commerce (parcels post is merchandise transportation). The Government must understand that the post-office department is to be administered equal-handed in the interest of all citizens. That this can be done without deficit and that it has no right either in equity or under the Constitution, to transport freight at a terrific loss in the interest of a system of merchandising, the establishment of which would introduce old-world methods in this country, under which the rich grow richer and the poor grow poorer, under which the jobber, retailer and traveling man would be blotted out. The manufacturer, too, would lose prestige, because of his restricted markets. Are we ready to have any foreign country tell us how to merchandise, or are we ready to permit the Post-office Department to help any foreign country tell us how? The price of our independ-

ence is labor and co-operation in our respective associations. It is alleged that some post-office officials feel that if we had a parcels post they would be bigger men with bigger pay, and to this end they have convinced the Postmaster-General of his monumental place in history as the founder of a parcels post. This certainly is a fertile field in which the catalogue house can exercise activity. I would feel greatly pained if I thought that this suggestion was the first time this field had been called to their attention. We are in the middle of a finish fight. Let every man and every association get in touch with their Congressmen and Legislators, force their position on parcels post and deny your vote to every man who would sacrifice our National prosperity on a catalogue house altar of gold and ambition.

The Chair.—I am now about to introduce to you a gentleman who goes up and down throughout the State preaching the doctrine of pure food, and I want you to look at him and his physique. I am sure that you will agree with me that he practices what he preaches. I therefore take great pleasure in introducing Mr. James Foust, Dairy and Food Commissioner of Pennsylvania, of Pittsburgh.

[Commissioner Foust's address appeared in the last issue.]

The Chair.—I now have the pleasure of introducing to you a gentleman who was connected with the House of Representatives during the last session of the Legislature who will speak to us on the subject of "Garnishment Laws," and I want to say in his behalf he was one of the most conscientious and loyal men in the House regarding legislation in which the merchants of Pennsylvania were interested. I have great pleasure in introducing to you Hon. W. W. Hall, of Pittston.

Mr. Hall spoke in part as follows:—

The subject of Garnishment Laws assigned to me, in so far as it relates to or affects the interests of the merchants of Pennsylvania, and for greater clearness, might readily be changed to this question: "What law should be enacted in this State which will enable the merchant or physician to collect from a delinquent customer or patient an honest debt contracted for the necessities of life, or medical attendance, such customer or patient being well able to pay the debt by reason of the wages, salary or income which he or she receives?"

Garnishment laws, or perhaps more properly speaking, laws providing for attachment proceedings, originated in the early period of English history when the foundation of our law known as the Common Law was being made and formed. Attachment proceedings were then instituted in an old action to secure possession of old title deeds and papers. From time to time attachment proceedings of a different nature came into practice, until now we have many different kinds in use.

The proceedings now consist chiefly in the entering of a complaint by a creditor, with a magistrate or court to the effect that the defendant is indebted to the complainant, that the defendant refuses or fails to pay, notwithstanding that the defendant has certain moneys due him from a third party. A writ of attachment is then issued by the magistrate or court, directed to this third party, who is termed the garnishee, and as the term signifies, he is warned or cautioned not to pay over the money which is due the defendant, but to pay the same to the plaintiff, if judgment is so rendered.

At present there are several kinds of attachment proceedings, but those known best to lawyers and which are more familiar to the public, are foreign, domestic and fraudulent debtor attachments, and attachments of wages for boarding or lodging for four weeks or less.

It seems hardly necessary to discuss in detail the first three mentioned, it being sufficient to note in passing that the law creating each one of these proceedings appeared upon the public statute books at different periods, and came into actual existence as the exigencies of the times required.

Of particular interest to us in the present discussion are attachments of wages for board for four weeks or less, as the claims of merchants for necessities are nearly akin to claims for board. Such attachments were authorized by the Act of 1876. Prior to 1876 wages were not attachable at all. The Act of 1845, providing that the wages of any laborers, or the salary of any person in public or private employment, should not be liable to attachment in the hands of the employer. Before the Act of 1845 wages were attachable like any other debt. After that act wages remained unattachable for any debt until the Act of 1876, which made wages attachable for boarding or lodging for four weeks or less, due to the proprietors of hotels, inns, boarding houses and lodging houses. This act was a rare instance of nugatory legislation. The failure to insert in it that the defendant could not claim the \$300 exemption rendered it inoperative for all practical purposes, as the defendant could claim the exemption and nothing could be secured unless the defendant failed to claim his exemption in time, or the wages attached exceeded \$300, which, of course, rarely would happen. Thus the law remained a nullity until the Act of April 4, 1889, which cured the defect and provided that no exemption from levy and sale on attachment should be allowed on judgments ob-

(Continued on page 19.)

SELLING QUALITIES

Every wideawake merchant appreciates good goods, reliable goods, goods that possess selling qualities and have such merit as insure repeat orders because they suit housewives. We never quote or offer any others. Our GOLD FISH FORMOSA OOLONG TEAS are business builders. =====

FOUR WONDER WORKERS Fine Flavor, Remarkable Cup
Quality, Showy Leaf.

Gold Fish Formosa Oolongs:

1-2 CHESTS, No. 40, LOT A, 27c. per lb.

1-2 CHESTS, No. 40, LOT B, 30c. per lb.

1-2 CHESTS, No. 40, LOT C, 35c. per lb.

1-2 CHESTS, No. 40, LOT D, 40c. per lb.

You will be pleased with GOLD FISH TEAS. They are reliable.

MAIL ORDER SUGGESTIONS

Send for copy of PREMIER ENQUIRER, September issue, see pages 21, 22 and 23.

FRANCIS H. LEGGETT & COMPANY

IMPORTING AND MANUFACTURING GROCERS

West Broadway, Franklin and Varick Streets

Manufactory: 132 to 138 King Street.
Telephone: 2230 Franklin.

Cable Address: Leggett, New York,
Bordeaux Office: 18 Rue Victoire Amerleaine.

We are going to make it interesting for merchants to visit our stores during

Founders' Week

Our stores will be open for business every morning and we will offer special inducements for the week.



JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia

"Some more of that same kind." Does that sound good to you? Means a nice, easy sale and a satisfied customer, doesn't it? All the effort it takes on your part is to say "Pleasant weather we are having, Mrs.—, isn't it, now is there anything else this morning?"

Stock the goods which will make them come to YOU, and say "Some more of that same kind." Drop a post-card—costs a cent—for sample and prices of our California Jams, Marmalades and Preserves.

H. P. D. KINGSBURY, Redlands, California
(Where the oranges come from)

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

THE GROCERY MARKETS

Tea.

The tea market is quite unchanged. The demand is for actual wants only, as it has been for several months, and as it seems likely to be for some months to come. Prices are unchanged throughout, and the market can be said to be steady throughout the whole line.

Coffee.

The market for Brazil coffee has been very stupid. The receipts of Rio and Santos coffee keep very large, but it seems to be impossible to stir the trade from their hand-to-mouth buying. There has been no change in the speculative markets, transactions being confined to those dealing against actual coffee and supported by valorization agents here and in Europe. Java and Mocha are steady at unchanged prices. While there is no large movement in mild goods the market is firm owing to favorable statistical position.

Sugar.

The raw sugar market has remained unchanged during the week so far as any important change is concerned. Refined sugar likewise shows no change and is in excellent demand.

Syrup and Molasses.

Glucose has made no further change during the week. Compound syrup is showing some little improvement in the demand as the weather cools, and prices are unchanged. Sugar syrup is in fair demand at unchanged prices. Molasses is wanted to some extent at ruling prices.

Fish.

Mackerel is scarce and firm. The shore mackerel catch has been practically a failure, and were there any stock to advance prices would unquestionably be higher. Irish mackerel is also scarce and about \$1 per barrel higher. Norways have not yet begun to amount to anything for the season, and the general situation is firm. Cod, hake and had-dock are selling fairly for future delivery and also on spot. Prices are about unchanged. New Alaska salmon has sold fairly for future delivery, but the price has been somewhat unsettled. Red Alaska is nominally quoted at \$1.15 f. o. b. coast, but there have been sales as low as \$1.10. Sar-

dines of all grades, French, Norwegian and domestic, are all unchanged and in light request.

Canned Goods.

Tomatoes are firm at an average price of 80 cents for 3-pound Maryland standards. It is now certain that the pack will be short and prices may go higher. In fact, in certain quarters it is confidently prophesied that they will and very shortly. Corn is dull and unchanged. Peas are not wanted. It is very probable that concessions could be obtained on them were there any buyers, but the trade is quite indifferent. Peaches are firm, but prices have not advanced beyond the advance noted last week, though the market is firm. The pack is very short. Apples are unchanged on previously reported quotations. California canned goods have shown some demand during the last few days, notably for peaches, on account of the short Eastern pack. Prices are unchanged. The small line of Baltimore canned goods is unchanged and quiet.

Dried Fruits.

Prunes are unchanged, but in very light demand. Peaches are lower and the ideas of holders seem to have eased off very decidedly. The market shows about half a cent drop from the highest point. Apricots are still firm and scarce. Prices are firmly maintained and the demand is fair. Currants are in fair demand at unchanged prices. Raisins are quiet at ruling prices. There is talk about a corner in raisins being put through by the J. K. Armsby Co., but if it succeeds it will be the only scheme of the sort that the California people ever put through that did. Other dried fruits are quiet and unchanged.

Beans and Peas.

Old domestic pea beans are very much depressed and can probably be bought for little if any more than the price of the imported, the best of which can be bought at \$2.15. New domestic pea beans are offered at \$2.20. Marrows are also easier and the domestic grade can be bought around \$2.25. The demand is light. California limas can be bought for October shipment for 5½ cents and for later shipment at 5.05 cents. New split peas are offered at \$6.50 per barrel and seem to be wanted. New green and Scotch are selling respective-

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

at \$1.85 and \$1.95, which is about 50 cents less than the spot price on old goods.

Butter.

The butter market is very active, and prices throughout are unchanged. The make is about normal for the season, and the consumptive demand is increasing daily. There will likely be a further increase in the trade from now on, accompanied by an advance in all grades of butter in the near future. The quality of butter arriving now is showing improvement and the market is in a very desirable condition.

Eggs.

The egg market is very firm at ruling prices. The quality of the eggs arriving is showing less heat, and fresh eggs now arriving are giving good satisfaction. The consumptive demand for eggs is increasing and if there is any change in price it will likely be a slight advance.

Cheese.

There has been a general advance in the cheese market over the entire country during the past week to the extent of $\frac{1}{4}$ cent per pound. There is a very good consumptive and speculative demand. The make is about normal for the season and the quality is fine. No radical change in price is looked for in the next few days.

Provisions.

The provision market has remained stationary during the past week on everything in the smoked meat line. Prices are steady and unchanged. The demand for consumption is good. Both pure and compound lard are in fair demand at unchanged prices. Barrel pork and dried

beef are scarce at unchanged prices. Canned meats are unchanged in price, in good supply and excellent demand.

Produce.

Potatoes, 50 to 55 cents per basket, 85 to 90 cents per bushel, demand fair; sweet potatoes, firsts, 30 to 35 cents per basket; seconds, 20 to 25 cents per basket, demand fair; beets, 25 to 40 cents per basket, demand fair; Pennsylvania cabbage, \$1.25 to \$1.50 per barrel; Jersey, 30 to 35 cents per basket, demand good; carrots, 50 cents per basket, demand fair; cucumbers, Long Island, 75 to 85 cents per basket, demand fair; Jersey onions, 35 to 40 cents per basket, demand fair; fancy white pickling, \$1.35 to \$1.40 per basket; yellow pickling, 45 to 50 cents per basket, demand fair; squash, 20 cents per basket, demand fair; New York salad, \$1 per box, demand fair; green peppers, 15 to 20 cents per basket; red, 20 to 25 cents per basket; cayenne, 40 to 50 cents per basket, demand fair; string beans, green, 20 to 25 cents per basket; yellow, 25 to 30 cents per basket, demand poor; yellow turnips, 30 to 40 cents per basket, demand fair; white turnips, 25 to 30 cents per basket, demand fair.

Green Fruit.

Bananas, large, \$1 to \$1.40 per bunch; 8-hands, 75 cents to \$1 per bunch; 7-hands, 50 to 65 cents per bunch; 6-hands, 40 to 50 cents per bunch, demand fair; California oranges, \$4 to \$4.50 per box, demand fair; lemons, \$3.50 to \$4.50 per box, demand fair; limes, 80 cents per hundred, demand fair; pineapples, \$4 to \$5 per crate, demand fair.

Skipper Sardines.



*They'll
suit your
customers
to a TEA*

As you must sell sardines, why not sell the best—the kind that will bring and hold trade for you? **"Skipper" Sardines** will do this.

We guarantee the *quality*.

We guarantee the *sale*.

We guarantee your *profit*.

ANGUS WATSON & CO., Canned Fish Specialists

1011 CHESTNUT ST., PHILADELPHIA, PA.

Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

Nuts.

Peanuts, green, choice, $4\frac{3}{4}$ cents per pound; fancy, $6\frac{3}{4}$ cents per pound; jumbo, $7\frac{3}{4}$ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, 17 to $17\frac{1}{2}$ cents per pound; Brazils, $9\frac{1}{2}$ to 10 cents per pound; filberts, 10 cents per pound; pecans, 11 cents per pound; walnuts, 10 to $11\frac{1}{2}$ cents per pound; mixed nuts, 11 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

Continued unfavorable crop developments this week, coupled with a large increase in the demand for the goods, caused a stronger and higher market for tomatoes, and the prices may advance further unless the unexpected happens. It was plain to the observant that the market conditions during the month of August were making towards a stronger basis and a higher level of prices for the canned article. The same conditions continue to prevail with added force, and should there be no change for the better during the month of September the inevitable result will be higher prices after the canning

season closes, perhaps sooner. Protect your wants for your fall trade in tomatoes. Conservative buying is advisable. The corn market appears to be in a strong position, though it was less active this week. The other active articles in the line of vegetables are sweet potatoes, string beans and baked beans. In peas there was the usual run of every-day small orders, and there was the same call for the other items.

The small receipt of peaches and the higher prices of them for canning purposes made an active market this week for all grades and sizes of the new pack. Pie peaches and seconds were especially strong and active. The pack of those two grades is practically made now, and those jobbers who have not yet covered their wants may regret further delay. The pack of them is especially light comparatively. The output of fancy, select yellow peaches in heavy syrup will be small, and that grade is about all in. We repeat our recommendation to cover your wants for the next four months, from the cheapest to the highest grade. The demand for new pears appears to be increasing, and nearly all lines of fruits, including apples, were fairly active in a small way during the week. Cove oysters shared a little in the better demand.

In the middle of the peach canning season in this section the canners cannot obtain enough of the fruit to keep their canneries going a full day, and are obliged to piece out a short day's work with one or more other articles, and this in the face of experts' forecasts of a bumper crop in Maryland, Delaware and Virginia. That is the basis of the strength of the market at this time, and the situation cannot be weakened by any crop development during the remainder of the season.

The cost of raw tomatoes for canning purposes has advanced since the middle of August from 40 and 45 cents per bushel to 70 and 75 cents, equal to, say, 70 per cent., with no increase in the number of tins, yield per bushel, or other compensating feature. In that same time the prices of the canned article have advanced only 2½ to 5 cents per dozen, equal to, say, a fraction over 6 per cent. The September pack is usually the largest of the season, but the outlook for this month is not encouraging. All quotations are subject to the market fluctuations. THOS. J. MEEHAN & Co. Baltimore, Md.

Imported Fish Products.

The catch of herring in Scotland has suddenly stopped and prices have advanced about 10 shilling per barrel.

In Holland the catch is very poor and they have also advanced their prices.

Demand for herring has improved and is likely to improve further with the coming cool weather.

Mackerel.—In Ireland the catch is rather poor and most of the fish taken is rather soft and bony, consequently not very satisfactory.

In Norway they have caught some summer mackerel which show fair quality, but, of course, are only good for certain trade. The real fine quality good mackerel will be coming in the market very soon. Catch ought to start now and we expect cables at any moment that the catch has started. Stocks here of Norway mackerel are very small and we look for good opening prices on Norway fancy fat mackerel.

Imported oil sardines are moving quite freely. There have been a few caught in France which have been bought out rapidly at advancing prices.

In Portugal they have had no small fish lately, consequently stocks are rather greatly reduced and prices very firm.

STROHMEYER & ARPE Co.
New York, N. Y.

Spices.

The market has been exceedingly active during the week. Spot stocks are even scarcer than before and the trade will have to depend on incoming arrivals to tide them over fall months.

Pepper.—Stocks are small; crop conditions are normal. Futures are offered at unchanged prices.

Cayennes.—Demand is large and there is a great shortage of good Bright Chillies, especially for pickling purpose.

Cloves.—Very little stock left in our country. Nearby arrivals are very active. Prices are somewhat firmer.

Pimento (Allspice).—There has been a large demand on account of the present low value. Good quality remains scarce.

Nutmegs are firmer and in steady demand. We certainly look for higher prices to rule.

Cassias.—All grades of bark in good demand. Batavia is reported all sold and is only offered

for arrival. China Case Cassia is in big demand at present.

Gingers continue scarce and are held at firm prices. We do not look for a lower market for some time.

Seeds.—Caraway is very active. New goods just in, having found ready sale. Coriander continues firm with upward tendency. Poppy, Celery and Mustard are all steady, but unchanged.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Tomatoes have dragged a little during the past week. Early in the week the best brought 75 cents per basket, but later the market declined and the range at this writing is 25 to 50 cents. The quality is good.

Peaches are coming from West Virginia, Maryland and Pennsylvania, and the range is 75 cents to \$1.25 per basket. The quality is fair and the demand fair.

New crop pumpkins range from 5 to 25 cents each, according to size, or \$1 to \$1.25 per barrel. The demand is fair.

Colorado cantaloupes range from \$2.50 to \$2.75 per crate and are moving well. The quality seems to be improving all the time.

Delaware grapes range from 13 to 15 cents, Concord 11 cents, and Niagaras 13 cents. All these are from New York State. California Tokays average \$1.75 per case and are in excellent demand.

New white potatoes range from 50 to 60 cents per basket and are selling well. The cutters have been raising some dust by retailing at 35 to 40 cents per basket which price netted a loss of 2 cents per bushel at least.

New sweet potatoes range from 30 to 35 cents per basket, which is about an average price. The crop is large and the demand good.

Watermelons range from 10 to 25 cents each and are selling well though winding up their season.

New Jersey onions average \$ per basket and are wanted.

String beans are glutted and average 25 cents per basket. The demand is light.

"Make Them Come to You."

If you will stock the right kind of goods you can make them come to you as they will want more of the same kind—that's the kind of jams, marmalade and preserves H. P. D. Kingsbury, Redlands, Cal., packs. It only costs a post card to get prices and samples.

Founders' Week.

To every merchant visiting Philadelphia during Founders' Week James M. Vance & Co., 211 and 213 Market street will offer special inducements for them to make their hardware purchases. The will be open every morning and the future announcements will prove interesting, so watch for them.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents



High-grade goods raise the standard of your store, bring you a better class of trade, increase your profits. Why not put in a line of our high-grade canned goods?



Cruiser Brand

Tomatoes

Corn

Succotash

Small Lima Beans

Small Sifted Peas

Early June Peas

Telephone Peas

White Wax Beans

KIRK, FOSTER & CO.

WHOLESALE
GROCERS

209

**NORTH WATER STREET
PHILADELPHIA - PENNSYLVANIA**

Twelfth Annual Convention of the Pennsylvania Retail Merchants' Association.

(Continued from page 14.)

ained for board for four weeks or less. This gave the remedy the efficacy it needed. Thus we see with what difficulty the boarding house and hotelkeepers met when they were seeking protection from the Legislature.

The time has now arrived, or rather is just due for the enactment of a law providing for another kind of attachment proceeding. A law more necessary, in my judgment, to accomplish the ends of justice and properly protect the merchants than all the other combined, and that law is one permitting the attachment of wages, salary and other income, for debt contracted for the necessities of life, and providing that 90 per cent. only of such wages shall be exempt on levy or sale.

Now, what is the nature and character of such a law? Let us pause for a few moments before going further and see. With your permission and kind indulgence, I will read the proposed bill to you:—

An Act providing for the collection of certain debts, permitting attachments to issue in proceedings instituted hereunder and defining the proceedings pertaining thereto before justices of the peace and aldermen, and providing that no exemption of property shall be allowed under said attachments.

Section 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania, in general assembly met, and it is hereby enacted by the authority of the same, that hereafter when any person becomes indebted to an individual, partnership or corporation, for or on account of the purchase of food, provisions, articles of clothing, articles used in the home, medicine and medical attendance and all other articles commonly designated as the necessities of life, then only 90 per centum of any wages, debts, earnings, salary, income from trust funds, or profits, due and owing at the time of the service of process or which shall become due and owing to the debtor after such service and before judgment rendered, shall be exempt from attachment or execution as against such claim, debt or demand as aforesaid, and in addition to the other remedies as are now provided by law for the collection of debts, the individual, partnership or corporation aforesaid shall have the right to attach said wages, debts, salary, income from trust funds or profits due or owing to the said debtor, or which shall thereafter become due and owing as aforesaid to said debtor, by any individual, partnership or corporation whatever, to the extent of 10 per centum of such wages, debts, salary, income from trust funds or profits, and any sum so due or so attached shall not be paid to the said defendant, but shall be held by the garnishee, together with \$4 for costs, as hereafter more fully stated, until the judgment which may be rendered against the defendant in pursuance to a summons to him or to her directed, which shall issue with such attachment, for such amounts which may be legally attached, shall be satisfied, and justices of the peace and aldermen shall have jurisdiction of such attachment proceedings and the mode of procedure in such cases shall be similar to that now provided by existing laws of the Commonwealth relating to attachment of wages of persons indebted for boarding.

Provided, however, that the wages, debts, salary, income from trust funds, or profits, shall, in addition to the 10 per centum as aforesaid, be further liable to the plaintiff for the costs of the proceedings brought to recover the same in any sum not exceeding \$4, and such garnishee may pay to such debtor an amount equal to 90 per centum of such wages, debts, salary, income from trust funds or profits, less the costs as herein provided, which shall be due at the time of service of process.

Provided, further, that the person bringing an action as aforesaid shall first make demand in writing at least twenty-four hours before beginning a proceeding hereunder for the excess over and above 90 per centum of the wages, debts, salary, income from trust funds or profits of the debtor due at the time, and no costs or expenses shall be chargeable to the defendant debtor in such action if he or she tender payment in money, or order duly accepted by the individual, partnership or corporation from whom said money may be due to said debtor for the excess of his or her wages, debts, salary, income from trust funds or profits, over and above 90 per centum thereof, upon such written demand made therefor. And, provided, that if a final settlement has been effected not more than one such demand by any creditor shall be made, nor shall more than one attachment issue within a period of thirty days; nor can more than one creditor with effect make a demand upon said debtor within any thirty days. Provided, further, that any voluntary payment or payments made by the debtor during such interval of thirty days, shall be deducted from the amount which might be demanded, as herein provided, as if no payment or payments had been made. And, provided further, that the production of a written demand, made within thirty days, and proof of settlement or final disposition of the claim shall be a bar to bringing a proceeding under this act within said thirty days. And, provided, further, that the provisions of this act shall only apply to claims or debts of dollars or less.

Sec. 2. That the justice of peace or alderman before whom any such attachment proceedings are brought shall, upon the determination of the cause, render a statement to the garnishee setting forth the judgment rendered by him and the amount of the costs in said proceedings.

Sec. 3. The garnishee shall, upon receipt of such statement from the justice of the peace or alderman, forthwith pay over the amount of the judgment and costs, not, however, to exceed in any case \$4, less the sum of 15 cents, which sum is to be deducted and retained by the garnishee for services in said proceeding.

Sec. 4. No exemption of property from attachment, levy or sale, upon execution, shall be allowed upon judgments obtained under the provisions of the first section of this act.

Sec. 5. Nothing in this act shall be so taken or construed as to relate to or effect any debt contracted prior to the passage of this act.

Sec. 6. All acts or parts of acts inconsistent herewith be and the same are hereby repealed.

The States of Ohio, Missouri, Delaware, Illinois and New York have already recognized the eminent fairness of the merchants' demands for a law which will make the collection of a bill for necessities nearer a certainty than a farce. Why, therefore, should the great State of Pennsylvania deny its merchants this law? Are you not entitled to recognition of this kind? Let the millions of dollars paid by the merchants of Pennsylvania in mercantile taxes alone answer that.

The boarding house keeper is given protection under the law, as we have seen, and may attach the full amount of the wages of his boarder, the contractor or builder may le his lien against the building he has erected, if perchance he has not been paid for the same; the material man furnishing the material for such building is similarly protected; the laborer is protected all along the line in the collection of his wage; the real estate owner is protected by his lease and as against execution plaintiffs, has a preference for his rent, and so I might continue further. And likewise to-day we find almost all forms of merchandise, excepting the greater portion which makes up the necessities of life, such as sewing machines, pianos, washing machines, typewriters, cash registers, farm implements and other property of a like nature, sold on the installment or bailment lease plan, failure to pay any installment of the price making the article or property liable to immediate seizure by the bailor or dealer, the property being of a more or less permanent character and not liable to being consumed or used up immediately upon delivery. But the merchant who sells his goods on credit to a customer—and experience teaches us that it is next to impossible to do business on a strictly cash basis—said goods being consumed or used soon after delivery, is thereby denied the advantages of such a bailment lease and must resort to the present unsatisfactory procedure of bringing a suit for the account, securing judgment, and if no appeal be taken issuing an execution, only to be met with the claim for the benefit of the \$300 exemption filed by a defendant who, perhaps, is drawing the substantial wages of \$90 to \$150 per month. And the poor merchant, a good fellow and long-suffering, becomes wise to the law. Can it be that this is the equal protection of the law we sometimes are told is guaranteed us by the Constitution? It would seem not.

Suppose then that your appeal has been listened to and you have at last been heard, and this proposed bill is made a law, will it work a hardship upon the customer of the merchant? That question may be answered by asking another. "Has the law permitting attachments of wages for board worked any hardship upon the boarder other than to make him pay up as he should do?" And that law has been in force for many years and we hear of no clamor for its repeal. As the proposed bill provides for attachments of but one-tenth of the wages or income and as no more than twelve such attachments may issue in a year, it surely cannot possibly work a hardship upon any one.

The purpose of the law is not to unduly harass or trouble the honest customer, and assist the harsh merchant in exacting his pound of flesh, but to compel the dishonest customer and the professional dead beat, who is well able to pay, to be honest and treat fairly with the merchant who has in good faith supported his family. The honest, well-meaning customer, of course, will have nothing to fear under the new law.

The effect of the new law, I believe, will be for the good of the customer; he will be more careful in his purchases, knowing that he must pay at some time or other, and it will put extravagance at a premium.

This law is not a new proposition to you merchants. The passage of this law, or one nearly like it, has been advocated by your association for some time. A bill was presented to the Legislature of 1907, and through the vigorous and energetic work of your President, Mr. Kaiser, and your Secretary, Mr. Howes, ably assisted by the ever vigilant Mr. Crow, at Harrisburg, the bill passed both the House and the Senate. Unfortunately, it failed

to receive the approval of Governor Stuart.

At the time the bill was before the two Houses it was opposed, in the House Committee, by representatives of organized labor, and in the Senate Committee by representatives of the large corporations, so you see the bill might be said to have been between the devil and the deep, blue sea, and you may decide for yourself which was the devil and which was the deep, blue sea. We believe that the bill as now drawn will not meet with opposition from either the laboring man or the corporation. The reasons assigned by Governor Stuart for his veto were that the wages of men were sacred, and that the law as it stands to-day, having been established many years, should remain unchanged.

With the highest regard for our Governor, I am forced by reason of having seen many instances where the merchants and physicians of Pennsylvania were utterly unable to secure the payment of honest debts from people earning or receiving a good salary or income, to differ with him. And I cannot understand why the merchant who furnishes the food and provisions, the doctor who furnishes medical aid and attendance, aye, and perhaps saves the very life of the debtor, should not be put upon the same basis as the boarding house keeper or hotelkeeper, who furnishes board.

Let not the merchants of Pennsylvania be discouraged however, for your demand is a reasonable and fair one; you are in the right and in time you will prevail.

As the subject is one in which you are all most vitally interested, I trust you will pardon a suggestion that I am about to offer, in order to insure it against possible error or mistake, and so that you may enter the coming battle at the session of the Legislature of 1909 fully fortified and prepared to meet all opposition. It is this, that the bill as here presented be submitted to three prominent attorneys of our State for their opinion of the same. I am sure if you secure their approval it will greatly assist you in securing its passage. I sincerely trust that you will soon secure this much-needed legislation.

REPORT OF COMMITTEE ON RESOLUTIONS.

Chairman Smedley.—I would like to state that the committee has acted on the resolutions offered at the afternoon session of yesterday and holds itself in readiness to act on any resolutions that may come in during the sessions. The committee is practically in continuous session.

Whereas, A business commonly known as the loan shark business has grown to enormous proportions in the various cities and larger towns of this Commonwealth; and

Whereas, It is the practice of these companies to charge enormous and usurious rates of interest, sometimes aggregating more than 200 per cent. per annum; and

Whereas, This practice and the appeal to persons in distress to borrow from them under an entire misapprehension as to their motives, has developed and is developing a spirit of unnecessary debt creation and created many fictitious needs, and persons are persuaded to borrow money to meet these needs which might be entirely averted by a little economy and thrift, and thereby destroying the high sense of honor that should ever characterize the American people; and

Whereas, The entire tendency is wrong in principle and the motives of the loan shark surely mercenary, without regard to the distress of the borrowers, which is fully demonstrated by the merciless actions of the companies when a loan is due and no immediate prospects of repayment; therefore, be it

Resolved, That this Retail Merchants' Association of Pennsylvania, in convention assembled, at New Castle, Pa., September 1, 2 and 3, 1908, go upon record in disapproval of the usurious practices of the so-called loan sharks, and that we co-operate with other movements to secure their elimination from our State, or, if need be, the passage of a law at the next session of the Legislature which will effectually drive them out.

The committee present this with a favorable recommendation.

Moved and duly seconded that the report of the committee be adopted. Carried.

Chairman Smedley.—The next resolution is in regard to the "North American."

Whereas, In the Philadelphia "North American" of August 22, 1908, an article appeared in which it was stated that under the operation of the present pure food law violations were more frequent and punishment less severe and afforded inadequate protection to the dairy interests; and

Whereas, The said article recommends the passage of an act creating the office of Dairy Commissioner, whose duty it shall be to deal only with dairy products, and the separation of the execution of the food act placing the enforcement of this act in the hands of the State Health Department; and

Whereas, The creation of this new department would be burdensome, increasing taxation, creating new offices and in reality placing the distributor of food products in the hands of two departments, instead of one; therefore, be it

Resolved, That the Retail Merchants' Association, in convention assembled, enter an emphatic protest against any change in the office of Dairy and Food Commissioner.

The committee present this with a favorable recommendation and desire to make this statement, that while the office of Dairy and Food Commissioner might appear on the surface to be wise to separate them, yet the dairy products comprise a great many things which are ordinarily sold in grocery stores, such as lard, vinegar, cider and various other things, the products of the dairy and farm, and it

would in reality give us two inspectors and two inspection departments. The creation of a new office, in our judgment, is entirely unnecessary.

I say without any reference to our Food Commissioner, who is sitting here, that section of our food law has been enforced along sensible lines, and we are beginning to understand what the law requires and the department wants, and are trying to live up to it, but if we get into the hands of two departments I think we are going to get into trouble, and as merchants we ought to emphatically protest against the creation of a department that would involve probably \$100,000 dollars for its creation for the preliminary start and create a lot of new offices, burdening us with taxes and putting us in confusion where we will not know where we stand at any time, having two departments to be taken care of.

Moved and seconded that the report of the committee be adopted. Carried.

Whereas, The tendency of manufacturers in marketing their products is to adequately care for the wholesale interests, but in many cases ignore the retailers' interest; therefore, be it

Resolved, That our local associations be requested to insist on the rights of the retailer to a fair profit on any commodity marketed through him.

The recommendation is favorable.

Moved and seconded that the report of the committee be adopted.

Whereas, The National and State Dairy and Food Commissioners appointed a committee to prepare a uniform food law for all the States; and

Whereas, The lack of uniform food legislation is of serious moment to food manufacturers and distributors; therefore, be it

Resolved, That we commend the efforts for uniform food legislation and pledge our hearty support to the movement.

The committee reports favorably.

Moved and seconded that the report of the committee be adopted. Carried.

Whereas, The establishment of fixed selling prices by the manufacturer tends to making machine distributors, curbing ambition and fails to provide for the merchant who sells for cash as against those who do a credit business, placing all on a level; therefore, be it

Resolved, That we are opposed to the plan of fixed prices as tending to retard the merchant growth, and places the retailer in a position of being a party to an act detrimental to the consumer.

The committee refer this to the convention without any recommendation, believing it to be a proper matter for discussion by the merchants themselves.

J. T. Calhoun, Bradford.—As a member of the drug trade, I am opposed to the adoption of that resolution for this reason: Manufacturers of all proprietary medicines establish a retail price and those remedies cannot be sold profitably for less than the established price. The adoption of this resolution will be far more disastrous to the merchant than to the cutter. I see you have a few of them in New Castle. We have one in Bradford, and we want to eliminate those cutters from the business throughout the entire State.

Mr. Feldman, Wilkes-Barre.—I move that the resolution be tabled.

Seconded. Carried.

Chairman Smedley.—The contents of the Question Box were handed to the committee and there is one question there that I presume was intended in the form of a resolution, and the committee has acted upon it with a recommendation.

As necessity is the mother of invention, so are just laws the invention to govern the unscrupulous and dishonest, who avail themselves of all the technicalities the law allows them.

There is an act of Assembly prohibiting the holding of auctions by such persons as purchase goods and chattels for the purpose of holding such sales or auctions, and thus draw away the trade from the legitimate retail dealer, who is obliged to pay rent and a high mercantile license for his privilege to sell his wares. The above act does not cover the person or parties that purchase goods and chattels for the express purpose of holding such sale or auction, and on that point it is where the present law is weak and should be improved, so as to more fully protect the legitimate retail dealer.

Offered by John H. Cilly, of Lebanon. It is passed to the convention for your favorable consideration.

Mr. Deeter, of Reading.—I move its adoption.

Motion seconded and carried.

Mr. Smedley: We hold in our hands two other resolutions that have been offered, but they will come up for discussion this afternoon.

REPORTS OF ORGANIZERS.

Mr. Rittenhouse: Mr. Chairman and Gentlemen of the Convention.—We have made a good gain during the past year. This year we have made a gain of 20 per cent. The following towns have been added to the roster: Corry, Coatesville, Nazareth, Elizabethville, Penn Argyle, Tremont, Wilkes-Barre, New Castle Business Men, Mars, Sheffield, McKeesport, Bridgeville, Peckville and Jessup, Sewickley, Irwin, Easton, New Brighton Business Men, Glenn Rock, Manor, Olyphant, Sharpshurg. Credit for this should be given to Secretary Howes, the officers of the Pittston Association, Secretary Stuart, Carbondale; Mr. Rankin, Penn Station; J. W. Rittenhouse and the several trade papers circulating throughout the State. The following individual members have been received: Joseph Fedararo, Arch-hald; H. C. & J. K. Skilly Company, McKeesport; Eureka Supply Company, Windher, Pa.; Charles Lentz, South Sharon; Nolder & Brown,

Monongahela; Fred King, Bristol. Those that are familiar with our list of towns that we have organized in Pennsylvania will see that the work of going out and organizing towns is almost completed. There are very few towns in the State in which there is not an organization of some kind. There are still a few that are not affiliated with the State Association. The work now is not so much with the organizers to go out and spread the gospel as it is with you. Whether you are at home or abroad, bring in your neighbors. I do not find it a very good thing for little towns with only six or eight or a dozen merchants located near a larger town to form separate organizations, for this reason, that if the organization is small and weak they fail to send a delegate here, and they do not get the information that gives them life. They lose the best part of affiliation with the State organization. We have about 150 organizations in the State, and they should all be represented here, because it means the promotion of the association work.

Mr. Spangler: I helped to organize or reorganize the following places during the last year: Bridgeville, Irwin, Manor, Mars, McKeesport and Sewickley. Members of State Association. The merchants of Western Pennsylvania were never better organized.

REPORT OF STATE SECRETARY.

Secretary Howes: I will submit also at the same time the report for the Executive Committee. Our distributed statement for receipts and disbursements during the past year recites:

RECEIPTS.

Applications, associations	\$105 00
Applications, individual	12 00
Per capita tax	1,584 55
Rating sheet supplies	97 65
Exemption waivers	10 06
Convention proceedings sold	44 90
Universal delinquent forms	5 00
Sunbury litigation fund	167 25
Postage refunds	33 37
Express refunds	60 60
Organizing funds	28 24
Loan	300 00

DISBURSEMENTS.

Postage, telegraph, express, etc.	291 07
Printing and supplies	275 54
Labor	467 85
Organizing	122 14
Legislation	102 50
Convention	180 69
Loan repaid	300 00
Interest on loan	10 50
Salaries	75 00
Executive Committee	76 80

\$1,902 09

Further details of the financial report will be offered by the Financial Secretary. We have elected to membership all of those associations submitted by our organizers and a number of individual members in unorganized towns.

Secretary Howes then explained the credit rating system in detail.

Continuing, Secretary Howes said: "The parcels post legislation had the attention of our Executive Committee at their winter session, at which time it appeared to be the wishes of our associations that we oppose the parcels post recommendations of the Postmaster-General and endorse the recommendations on postal savings banks. The members of your Executive Committee earnestly desire that you will give this subject your further grave consideration and careful thought along the lines suggested in the communication of our President Kaiser.

"On the subject of mercantile tax repeal we advise the same course. Numerous complaints have come to our office from various sections of the State of persons who have been soliciting funds for the alleged purpose of the repeal of the mercantile tax law, in some instances in our name. We have thought it necessary and have issued letters to the merchants of the State, through all of the newspapers of the State, warning merchants not to contribute to the repeal of the mercantile tax law. The Executive Committee has never made any appeals for funds, and probably will not, and will be found on the job to serve you as you may wish when the right time comes.

"On the question of garnishee legislation we have a bill which has been framed by our good friend, Hon. W. W. Hall, of Pittston, and we believe that you may safely leave with the Executive Committee the question of introducing a proper bill, and it is probable that an attempt will be made to harmonize if possible all those interests which opposed our bill last session.

"In the interval between this and the time when the next Legislature convenes we would urge that each local association get busy in active organization work in neighboring towns that are not affiliated or organized to the end that we may, when the next Legislature convenes, present an unbroken front covering all House and Senatorial districts of the State.

"At our January meeting we endorsed the work of the Merchants' Legislative League in New York State, which has undertaken to open this field, and we agreed to work with them in legislative work here so far as our interests are mutual.

"Among the new associations admitted are four that were formerly dead. We have neglected no effort to put new life into the dead and sleeping associations, and will continue to do so as in the past. We have asked for and received from many of our associations the names and addresses of the members of their local associations. Those affiliations which have not furnished us these lists will probably be requested again to do so, and we hope the information will be forthcoming. The

names will not be given to any persons who have not the right to use them, and will be used for the good of your Association and the State Association in developing out legislative and insurance features.

"At our January meeting we adopted resolutions expressing our sympathy with the Philadelphia grocers, pledging our support to them in the defense of direct buying. A committee was appointed to confer with the officers of the Pennsylvania Railroad to see about their opposition to our garnishee bill last session. No meeting has been held by this committee. It is agreed that the time is not ripe for such a conference.

"The Executive Committee recommend the establishment of 'The Pennsylvania Merchant,' owned by the Retail Merchants' Association of Pennsylvania, as an official means of communication and education between the State Association and local officers and members, subject to all restrictions imposed by the Postoffice Department governing second-class matter.

"In the interest of the Retailers' Mutual Fire Insurance Company we propose to enter into direct communication with the members of local associations that have not taken advantage of the savings to be had by co-operative fire insurance. In this we do not propose to usurp the privileges and powers of local agents. In regard to any applications received, it is expected that the renewals will be turned over to those local agents who manifest the necessary activity.

"We would further recommend that the proceedings of this convention be printed in such quantities as in the judgment of the committee the funds of the association may warrant."

REPORT OF RESOLUTION COMMITTEE.

Chairman Smedley: The following resolution has been received by the committee, and we herewith report as follows:

Resolved, That the Executive Committee is authorized to issue an official paper to be known as "The Pennsylvania Merchant," subject to the rules established by the Postoffice Department governing second-class mail.

Adopted.

The committee report favorably.

On motion made and duly seconded the report of the committee was adopted.

Mr. Stuart (Carbondale): I see that the program allots a certain time for the grocers to have an exclusive meeting, if they desire. It seems to me that the secretary's meeting should also be an exclusive meeting. Therefore I move that the meeting for secretaries be considered exclusively a secretary's meeting at four o'clock.

Motion seconded.

After some discussion Mr. Lydell, Bradford, moved that the resolution be laid on the table. *Seconded and carried.*

Motion withdrawn by Mr. Stuart.

The report of the Financial Secretary, Mr. E. J. Morris, of Reading, was then read, showing total receipts of \$2,355.58.

REPORT OF RESOLUTIONS COMMITTEE.

Chairman Smedley: *Resolved*, That the Retail Merchants' Association of Pennsylvania take steps to educate its members as to the proposed parcels post bill, which will be presented at the next session of Congress, what is proposed to be accomplished through the passage of the bill, the effect that it would have on the public and the merchant, and the attitude of the general public for or against the proposed parcels post system.

Adopted.

We refer that to you with a favorable recommendation.

Moved and seconded that the report of the committee be adopted. *Carried.*

Mr. Smedley: If I am in order I would like to move an amendment to the By-Laws, Article X, so as to provide for a Publication Committee. It is necessary, in order to get second-class postal rates, to have this appear by resolution, and this is simply to finish up the transaction and have it appear in our By-Laws.

The President, Secretary and Treasurer shall constitute a Publication Committee with power to establish and maintain as an official paper "The Pennsylvania Merchant," subject to regulations governing second-class mail matter, submitting a detailed statement thereon at each annual convention.

Adopted.

Moved and seconded that the resolution be adopted. *Carried.*

TREASURER'S REPORT.

Report of Treasurer of Retail Merchants' Association of Pennsylvania for year ending September 3, 1908:

Balance last report	\$221 84
Received from E. J. Morris, Fin. Sec.	2,355 58
	\$2,577 42
Disbursed by vouchers	1,902 09

Balance

On motion, duly seconded, the report of the Treasurer was referred to the Auditing Committee.

At this point a recess was taken until two o'clock.

AFTERNOON SESSION.

The convention was called to order by Vice-President Crow.

Mr. Crow: The first on the program this afternoon is an address on the subject "Law Points Worth Knowing," by Mr. Robert K. Aiken, of New Castle, and it gives me great pleasure to introduce to you Mr. Aiken.

Mr. Aiken discussed at some length the question of collections, stating that many merchants now try to collect debts by the use of the

criminal law. This, he claimed, is wrong, unless actual false representations had been made. He held that if merchants would only trust those from whom collections could be made, when necessary, there would never be any necessity for merchants to go into bankruptcy.

"The Equity System of Merchandising" was next discussed by Mr. J. A. Everitt, of Indianapolis, Ind. He held that there was only one honorable way to best a commercial rival, and that is to win his customers away from him. His remarks were directed particularly at the mail order house evil, which has engaged the attention of manufacturers, merchants and distributors for many years. Hundreds of thousands of dollars have been spent in attempts to solve the problem without other results than to see the trade of such houses increase year by year.

Instead of fighting these houses Mr. Everitt would conduct a campaign of education to convince their customers, first, that they do not save money by buying of the catalogue houses, and, second, that it is clearly against their interests to boycott the home merchant. No family buys all their goods from a mail order house. Many things are bought at home. For the part they buy at home they pay the inflated home prices. The more trade that is sent to the catalogue houses the less trade the merchant at home has and the higher must be his prices.

But the matter of the price of the goods bought is not all. In fact, it is a very small part of the argument for home trade. By trading at home the citizen contributes to every local institution that he should take pride in, and which, if well supported, will benefit him and bless him in many ways.

Home trade builds up the town, resulting in better stores, better schools, better streets, better roads and better social conditions. All these things conduce to intelligence and enterprise. Factories will seek a town that flourishes because of patriotism and wide-awake public spirit among its people. As the town grows and possibly factories locate there it becomes a better market for the farmer's products, and no other market is quite as desirable as the home market. This feature also is worth much to the farmers, who are the principal customers of the mail order houses. As the town and business improves farm land increases in value, as every farmer wants a farm near a thriving business town or city.

There are many more arguments to prove that there is a community of interests that should be regarded by those who may be inclined to foreign buying for the inducement of a saving in price.

Secretary Howes announced the receipt of a telegram from President Kaiser. "Let the Retail Merchants' Association of Pennsylvania accept my thanks for your kindly expression of sympathy. Wish you a successful conference. (Signed) Albert Kaiser."

Mr. Crow: Taking up the next order, which is a discussion on "Co-operative Buying Required by Modern Merchandising," I understand there has been no one specially designated to open the subject. We will be glad to hear from anybody on that subject.

Secretary Howes suggested that as Mr. Smedley was the originator of co-operative buying in this State he would be glad to hear from him.

Mr. Smedley: Mr. Chairman and Gentlemen of the Convention—Twenty years ago it was my unfortunate mission to deliver an address against co-operative buying. I have seen the error of my ways, and fifteen years ago I made up my mind that with the centralization of merchandising that it was only a question of time how long the small individual retailer was going to keep in business, unless he got in contact with his fellow-men and was willing to link arms with him not only socially, but financially, and we started co-operative buying as one of the things that we believed was going to link the merchant closer together and put him in a position to meet competition, and put him on a plane where he could meet the largest department store or aggregation of capital that came into the city in which he was engaged in business.

About twenty years ago in our city they started up an aggregation of chain stores. I believe you have no chain stores in this part of the Commonwealth, and I am glad of it, but before I pass on I want to make this prediction, and that is one of the excuses I make today in addressing you for a few moments in opening up this discussion on co-operative buying. I believe that inside of the next two years the Keystone State will be flooded with chain stores, and provisions are now already being made to locate in the most desirable towns in this State, and it is well for us as merchants to look ahead and not be smug and self-satisfied, and think we are going to go along on an even path forever, but to look ahead and recognize the fact that competition of a certain kind will come, and then be prepared to meet it.

The most successful nation in the world and the one that has less battles on its hands is the one that has an army prepared to move at a moment's notice. When the great war was declared with France General Von Mohlke, who had charge of the German army, was awakened in the middle of the night by an orderly who came with an order from the Emperor that war had been declared. He said: "Turn to the pigeon hole on the left-hand side of the upper tier in the cabinet and call me at six o'clock in the morning." At six o'clock the next morning the German army was on the move.

That is why merchants all over the country must be prepared when the order comes to march not to spend years in preparation, but to be prepared to meet the foe on the instant we receive marching orders. I had rather have ten men with me who are prepared to stand behind me and work out a fight that are organized and are ready than I would to have a thousand trailers who would wonder whether

it was going to pay, and then be thinking about it, and after while the enemy would be in and they would wonder how it happened.

The big victories today in merchandising of any other branch of activity are won by the men who are organized, and therefore I come to you this afternoon perhaps on an unpopular subject, the subject of co-operative buying. The happiest moment of the lives of some jobbers would be to attend my funeral, because they would feel that they had removed from their side a thorn, and I thank God that I have been instrumental in pinning a thorn in the sides of some interests that have not recognized the retail grocers as they should.

Philadelphia was not the first city to organize a co-operative buying institution. Twenty years ago the president of the Baltimore Grocers' Association came to us and said what I am saying to you today—we are going to have the competition on our hands and we want to be prepared to meet it. I had been trained in the old-fashioned school. I was taught that a man who manufactured the goods, his business was to make them, and then they were to go to the man who was to job them out to you on credit, and then we were to take them at long profit and then job them out to the consumer, and the consumer was to eat them and owe us for them, and I said the right of the jobber must be maintained. We took off our hats to that man years afterwards and said "He is ten years ahead of us."

When the chain stores got into Philadelphia it opened up with one store. They sold goods below cost and worked up the scheme when people got things, as they thought, for nothing and demoralized prices over the city. We sat and laughed. We were ignorant. We said it was a nine-days' wonder, and that they would fail and go out of business. Today the man who started that one store has erected, without a mortgage against it, a building which cost \$600,000 to build, and he controls 186 stores in Philadelphia, and in the course of two years will probably plant stores all over your Commonwealth, because that is the ultimate outcome of the large expenditure for a warehouse. One store after another was added, and it became a chain, and we still sat still and let them get three years ahead of us, until they planted themselves fairly in our city with magnificent trade, because they enjoyed the reputation of selling cheaply, and our customers left us to the extent that when a new chain store was opened in our city it required the police force to keep the mob in line so as to get into that store in order to get the bargain that were advertised. And then we woke up and started co-operative buying with \$3,000 and hired a room for \$11 a month and moved in, and we bought twenty-five boxes of something and we started to distribute it. We went along slowly and easily until we grew by natural development; we became a factor in the development of merchandising in the Quaker City and I say it without fear of contradiction that I believe we are today among the largest distributors of merchandise in our city. From building at \$11 a month we branched out until we erected one costing \$125,000 to build, and the money that was built with was produced from the pockets of the men of our Association who had had it put there by co-operative buying, and when the demand came for better accommodations they were willing to take out of the other pocket and hand it to us. We raised the money to finance the scheme without soliciting or paying a commission of one dollar's worth of stock. There are men here who have seen the magnificent monument that has been erected to the united grocer, and housing as it does a magnificent stock of merchandise paid for by the grocer, maintained by the grocer and with every profit eliminated from the manufacturer to the retailer. From a business of \$50,000 a year we have rapidly gotten into the millions class, and when of good friends, the jobbers, made of Philadelphia a target on the first of January of last year, and gave out as their ultimatum that the Philadelphia association must go, we became aggressive and took off our coats, got busy and since the first of January have bound up people to us in bonds of unity and tied them to us so close that co-operative buying, instead of being a dead issue, has become a lively one and before we are through I make the prediction that the men who started the warfare of us will be the sorriest men in this State.

I have had more temptations to do the wrong thing since the first day of January than I ever thought I would be tempted with. Why? Simply because I have stood firm to principle and because I chose to cast in my lot with the retail grocer and helping the grocer to be placed where he ought to be placed as a self-respecting independent merchant.

Now, then, out of all the accounts that we have opened with manufacturers in all the broad land, notwithstanding all the opposition that has been put towards us, we have not been put off from the direct purchase of our things, and I am going to name them. The Ivory Soap people cut us off their direct selling list, and because we were compelled to have their goods in order that the grocers should not be behind the times, we pay thirty cents a box more for Ivory soap than our good friend the chain stores, and they call that consistency.

The Shredded Wheat people, who sold their retail dealers direct, cut us off and said, "We don't want you." We got something better. The Diamond Match Company, after putting the rope around our neck for years on a specific contract that we should not sell anything else but their goods, yielding to the pressure cut us off, and we opened up a market with several factories and we are going to sell more matches than we ever did. Kellogg's toasted corn flakes, which we used to buy in carload lots at a time, and I want to say this, the were the only consistent people in the bunch for they cut everybody off, and therefore we

can not complain of injustice at their hand, because I believe what they thought they were doing they believed to be right. There was another product on the market that in two months we had sold about 190 cases of. It had a small sale, because the Kellogg people had the market. They thought we couldn't do without Kellogg's toasted corn flakes, but our stores chose not to handle the goods, and there are few packages in the stores of our members. Other stores have also closed their shelves to the product. We have put out, since they declared war on us, over 5,000 cases of a competitive brand, and helped place an article, co-operating with the manufacturer and assisting him to a big business, and the goods are going to the consumer with the grocer's good-will. I only illustrate with these four things to show this, that in my judgment co-operative buying on the part of any merchant in any line is right, and if I thought it was wrong I would leave the platform and resign my position. I believe it is right.

This is our fight in Philadelphia. I have said to wholesale merchants, and I will say it today, that if any man could show me one good reason outside of the selfish reason that we were hurting him as to why we should stop co-operative buying I would stop it in a minute, but I never got in touch with a jobber yet who after it was all over did not say, "You are all right, but it hurts us," and if they were retail grocers the first thing they would do would be to put in an application for membership in the Retail Grocers' Association.

So much for opening up this discussion. I believe that co-operative buying is a live issue, and I believe the time will come that when from Maine to California the merchants of this great United States will realize their power, and I want to say right now that the greatest power any man can have in business is his buying power, and when you can buy right you can sell right, and there ought to be no preferred class that will permit the creation of chain store systems that will get into a town and absolutely demoralize business conditions unless we have an antidote for it. The only antidote that I have been able to find is not fixed prices; it is not putting a collar on the neck of the retailer as to what he shall do, but I say to make our business competitive and open. Give a man a chance to buy his goods right and depend on the man as a merchant to distribute them right, and I believe we will win out on that line.

A man asked me this morning in this convention room if we didn't lose a lot of money through co-operative buying. I told him what I here repeat, that since we started co-operative buying the Association has not lost \$500 by reason of the failure of a member to pay his bills, and those cases were of such an unfortunate character that we felt that it was not even a loss at that. Absolute honesty on the part of the men in our circle has kept us from loss. We have distributed merchandise to our people costing not over two per cent. for doing business, and out of that paying all our expenses and maintaining a magnificent plant. We have kept our business intact. A report just came into the hotel a few minutes ago showing a statement of our business for last week. It showed that even in the dullest time in the whole year our week's sales for last week were \$10,000 greater than they were the corresponding week one year ago.

I am not here to urge upon any man in the Association to start co-operative buying. I believe co-operative buying should be the logical outcome of a necessity, and if you are treated right by your jobber, and if your business in your town warrants you in handling your business through what I presume to be legitimate channels, then keep at it, but if you have conditions in your town that require doctoring, then take up the question of co-operative buying and eliminate an expense and put in your pockets the profit, and I want to say to you today that I believe the time will come when this State Association will endorse co-operative buying and will put the members of this great organization in the position of banding themselves together all over this State, with general headquarters, with branch headquarters in the middle of the State, and with branch headquarters in the western part of the State, and I believe the bone, the sinew and brains of our merchants are big enough to cope with any arrangement of that sort, and that we can organize in this Commonwealth, if we want to do it co-operatively, the greatest and most magnificent organization that the world has ever known.

Secretary Howes: I just want to put one thought before the convention. I believe it is the general impression that co-operative buying is only practical for grocers. I want to say I know of parties who are doing co-operative buying in other lines with a saving of about 12 per cent.

Secretary Smedley: The Resolutions Committee have approved the following resolution: WHEREAS, The keen competition now existing in many lines, especially the sale of groceries; and

WHEREAS, Co-operation in purchasing has been found to be to the interest of the retailer; and

WHEREAS, The retailer's interests demand self-protection; therefore, he it

Resolved, To encourage co-operative buying wherever necessary to cope with local conditions; and be it further

Resolved, That the State organizers be instructed to lend their efforts towards the consummation of this object.

Adopted. Moved and seconded that the report of the committee be adopted. Carried.

WHEREAS, Newspaper advertising is used by merchants with great profit, and believing that every merchant should use his local newspaper for advertising purposes, therefore be it

Resolved, That where the single merchant can not afford a large expenditure for this purpose that we recommend co-operative advertising as a proper feature for organizations to develop, and one that will bring the merchant into closer touch with the consumer.

Reported favorably.

Moved and seconded that the report of the committee be adopted. Carried.

Mr. Crow: It is a great pleasure to have with us at this time Mr. John A. Green, who will now address you.

(This address will appear in a later issue.)

Mr. Smedley: I would move that a vote of thanks be offered to Mr. Green and Mr. Everitt for their remarks this afternoon.

Motion seconded and carried by a rising vote.

NOMINATIONS.

Mr. Smedley: I desire to place in nomination for the office of President Mr. Wilmer Crow, of Harrisburg.

Moved and seconded that nominations close.

Mr. Smedley stated that he had done his utmost to persuade Mr. Albert Kaiser, of Philadelphia, to allow his name to be presented to the convention for re-election as President of the Association, but that it was the wish of Mr. Kaiser to be relieved of official duties for a year at least.

Motion carried.

VICE-PRESIDENTS.

The following were placed in nomination for Vice-President: R. B. McKelvey, of the East End Association; Frank J. Detzel, of Erie; W. C. Armstrong, Connellsville; S. W. McCuen, Oil City; William Drury, Pittston; Harry O. Graham, Coraopolis; W. A. Stein, Butler.

Moved and seconded that the nominations for officers be limited to delegates. Seconded.

Moved and seconded that the resolution be tabled. Carried.

Moved and seconded that nominations for Vice-President be closed. Carried.

SECRETARY.

Mr. Smedley (Philadelphia) nominated Mr. A. M. Howes, the present incumbent.

Seconded and nomination closed.

TREASURER.

Mr. William H. Nelson was nominated for Treasurer.

Seconded and nominations closed.

TWO MEMBERS OF EXECUTIVE COMMITTEE.

C. A. Geesey, York; J. W. Gilds, Easton; Albert Kaiser, Philadelphia; A. E. Martin, Greensburg; J. C. Norris, New Castle, were placed in nomination as members of the Executive Committee.

Nominations closed.

NEXT PLACE OF CONVENTION.

The following towns were placed in nomination for the place of holding the next convention: Butler, Connellsville, Franklin, Pottsville and Sharon.

Nominations closed.

Mr. H. C. Graham, of Coraopolis, then addressed the convention as follows:

We have a Chamber of Commerce which is rather broad in its scope. It takes in not only the grocers, the insurance brokers, gents' furnishing goods men, but it takes in almost everybody in the town who is interested in the welfare and promotion of the town, and as we are firm believers in co-operation we are here today. We came up here with about thirty-eight of our members, feeling that possibly we might do the convention some good, and also feeling that the convention would do us a great deal of good. The question was asked when we arrived if we were a convention city. I rather infer that was asked by some of the delegates from Pottsville, and had I been permitted to speak earlier I intended to say that we were not; at least not yet, but soon. I wish to say we have enjoyed the convention a little more than we can tell you, and we believe it would be a good plan if the delegates would instruct their local associations to go to the next convention with forty or fifty members. We thank you for the cordial reception you have accorded us.

At this point a recess was taken until tomorrow morning at nine o'clock.

MORNING SESSION—SECRETARY'S MEETING.

The annual meeting of the Secretaries' Association was called to order at nine a. m. by President William Smedley, in the Court House, New Castle, Pa., September 3, 1908.

On motion of A. M. Howes, Erie, the reading of the minutes was dispensed with.

The following officers were elected to serve during the ensuing year:

President—William Smedley.

Vice-Presidents—D. M. Evans, Pittston; W. C. Armstrong, Connellsville; E. O'Brien, New Castle; G. L. Dobie, C. A. Stuart, James P. Brown, and A. Feldman, Wilkes-Barre.

Secretary—A. M. Howes, Erie.

President Smedley: "How to keep in personal touch with the members," I desire to state that the discussion is open to every delegate on the floor and every visitor. I might say the Secretary's work calls for close attention, and one of the main features in my mind is personal contact with the members. As to the features which tend to the permanency of the organization, I have found that it is necessary always to progress and always keep ahead and try to develop some feature that would be of benefit to the members of the organization. I notice from the reports read of the associations that a good many of them have weekly meetings. One of the features that I have endeavored to develop has been attendance at the meetings, and the result has been that we rarely have enough room to sit the

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We have spent a fortune advertising **Electro-Silicon**, of course, which is one reason for its popularity, but it would never have held that popularity, over hundreds of other polishes, had it been simply an ordinary silver polish.

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PROPRIETORS

New York, N. Y.

people who attend our meetings. This has not always been the case. We eliminate all extraneous matter and take up the items of business and get down to the interests of the members as quickly as we can. The officers endeavor to lead the membership along lines of discussion that will be to their profit. The result is that we send out no notices for meetings.

Mr. Armstrong: I believe the commercial proposition is the best that the secretary can consider. It has been my own practice. The time will come when each member will ask himself, "What am I getting out of this?" and I have got to be able to show him where he puts a dollar in he gets two or three dollars out.

Mr. Drown: I get many letters asking me to explain our success in collecting. We get out a letter stating that it is not the wish of the party holding the bill to bring suit, but if necessary we will do so, and we do it. I have made arrangements with a young attorney to take charge of these cases, and in case he collects nothing, it costs us nothing. In cases where we do collect, he gets a small fee.

Mr. C. A. Stuart: I am a great believer in the power of personality. I represent three other associations outside of Carbondale. In one town I have five members—a Jew, an Irishman, a Yankee, a Russian, and an Italian, and we are holding them all in the association. You have got to mix with these people and study them.

Mr. Clover (Scranton): The Scranton association is peculiarly situated; we seem to have been up against it for some time. This is the second year of my work as secretary, and the result of my work the first year was the doubling of the membership. We had a hard fight in the Legislature, and merchants came to our assistance; but after we lost the fight they commenced to drop out, and we have lost in the last six or eight months quite a few members. Do not object to cranks in the association. I have sometimes found them of benefit.

Mr. Howes: I believe it is very necessary for the proper conduct of a secretary's work that he be in personal touch with every member of his association.

Mr. Howe (Freedom): I would say that the features which tend to make the organization permanent are constructive, not destructive or obstructive. Instead of all the time worrying about ourselves, try to build up ideas, and give them something to think about.

Mr. Larrabee (Williamsport): I followed the lines suggested by Mr. Howes, Mr. Armstrong and others, and found them very helpful.

Mr. Howes: One feature I would like to suggest to you is that when you get these proceedings go through them thoroughly and pick out the meat; see what other associations are doing, and try to get a movement started along that line.

Mr. Brown (Altoona): Personal contact seems to be the key to the situation as regards the work of secretaries. I find it so at the present time.

Mr. Geesey (York): We have taken steps to protect our members from the approval fiend; the lady who goes to a department store and has one of the latest models of coat suits sent home, has a dressmaker copy the design, and then returns the suit. We have an approval slip, and any goods taken out on approval are mentioned on this slip, and if the goods are not returned within twenty-four hours, they can be arrested for larceny as bailie. York was one of the first associations that wiped out trading stamps.

President Smedley: I want to say a few words in closing this work of the Association. I believe the best of our work is selfishness, but we have got to add intelligent selfishness. We have established a building and loan feature, which encourages our members to save money. This is practical, and can be introduced in the small towns. We have it known as the Merchants' Building and Loan Association, and it is a great feature. It is open to customers, and we have found that when they begin to deposit money you find that you have got something that holds them to you. Another thing is our death fund. We charge those who go into it one dollar on the death of any members, and upon the death of any member we pay the money that is in the treasury to the family. I sent a check out yesterday for \$298 to a widow. It goes into their hands at the time it is needed. Another thing I want to suggest is this, the wives of our members are the most potential forces of any we have. This was illustrated to me two years ago at the banquet in which we had nearly a thousand guests. Half of those were women, wives of the members who knew nothing about the association. We made it a point to tell the women what the association meant to them, to their husbands, and to their families, and we have got a working force of women behind us that forces the men, and there is nothing that will force a man forward to aggressive duty than a good wife. Have an open session once in a while, where you can invite the ladies. You may have a small attendance at first, but it will grow, and you will have a silent force back there in the home that will make the husband do his duty. I want to thank you for your attention. I believe the secretary of a local association of merchants has a high calling. I would not change my calling. I believe I am doing good to some one else as well as to myself, and if when I am through with this work I can feel conscientiously that the labor I have performed has been of some service to my fellow men, I will say "Thank God" and quit.

Moved and seconded that the next meeting of the Secretaries' Association be held on the evening of the first day's session of the convention. Carried.

MORNING SESSION.

Thursday, September 3, 1908.

The convention was called to order by Vice-President Crow.

Moved and seconded that the reading of the minutes be dispensed with. Carried.

REPORT OF COMMITTEE ON CREDENTIALS.

Your Committee on Credentials begs to submit the following report:

Number of delegates registered.....	93
Number of visitors registered.....	16
Number of associations represented.....	50

Total registration..... 242

Moved and seconded that the report of the committee be adopted. Carried.

REPORT OF AUDITING COMMITTEE.

Your committee have audited the books of the Financial Secretary and Treasurer, and find them correct.

Moved and seconded that the report of the committee be adopted. Carried.

Vice-President Crow then appointed the following Election Board: J. F. Howe, Freedom; J. W. Gilds, Easton; H. B. Snaman, Butler.

REPORT OF RESOLUTIONS COMMITTEE.

Resolved, That the Executive Committee is instructed to investigate the practicability of establishing a horse insurance company. Tabled.

Returned with negative recommendation.

Moved and seconded that the report of the committee be adopted. Carried.

WHEREAS, It is the practice of certain oleomargarine dealers to sell their bogus products as and for pure butter, the same being colored by coal-tar dyes, causing it to look like and resemble yellow butter, in direct violation of the oleomargarine law of Pennsylvania, the grocers of this Commonwealth who handle pure butter should not be required to compete with such fraudulent deception. Oleomargarine should be sold as such, at oleomargarine prices, uncolored, as the law requires, and not colored to look like butter and sold at butter prices. Therefore, be it

Resolved, That the Retail Merchants' Association in convention assembled hereby enter our protest against this practice, which we have reason to believe exists in New Castle, Philadelphia and different parts of Allegheny County; and be it further

Resolved, That we commend the Dairy and Food Department for the vigorous crusade which is now being waged in the above referred to places against this unjust and unlawful practice.

Adopted. Reported favorably.

Moved and seconded that the report of the committee be adopted. Carried.

WHEREAS, Our annual convention, now closing, has been one of the best in the history of the State Association, and much of this success is due to our hosts, the Business Men's Association and Grocers' Association of New Castle, therefore be it

Resolved, That the hearty thanks of the convention be tendered to these associations for their hospitality and good cheer, and the hope is expressed that our visit may be productive of as much good to them as it has been to us. Reported favorably, and adopted by a rising vote.

WHEREAS, We believe serious inequalities exist in our postal regulations with regard to the rate of postage on various classes of mail matter, therefore be it

Resolved, By the Retail Merchants' Association of Pennsylvania in session assembled this second day of September, 1908, that we believe the rates of postage on first-class mail matter should be reduced to one cent an ounce or fraction thereof.

Adopted.

WHEREAS, The twelfth annual convention of the Retail Merchants' Association of Pennsylvania has assembled in New Castle, and is about closing its work, which has been the most successful in its history,

Resolved, That the convention extend its thanks to the press of New Castle for the full proceedings appearing in their columns. And be it further

Resolved, That the thanks of this convention and the delegates assembled be extended to the officers of the Retail Merchants' Association of Pennsylvania for their untiring efforts and the duties performed during the past year. And be it further

Resolved, That a rising vote of thanks be extended to officers of the City of New Castle and the citizens for the generous welcome accorded and the courteous treatment given to the delegates and members of the Retail Merchants' Association of Pennsylvania.

Adopted.

Resolved, That we consider the tax or rental imposed on postoffice boxes to be an injustice, and that we believe the same should be abolished, and the Secretary is instructed to forward a copy of this resolution to the Postmaster-General and to the President of the United States.

No recommendation carried.

WHEREAS, The direct selling system of merchandising, also called the mail-order and catalogue-house system, has developed to enormous proportions, and is still increasing at a remarkable rate, and

WHEREAS, There has been, and are, many influences at work to promote this system, among which we mention some of the magazines, all of the mail-order papers, and many of the farm papers. These have been a tremendous educational force in favor of the mail-order system of buying; and

WHEREAS, We believe the system is wrong, and against the best interests of the purchasers, chiefly farmers, and has done great injury to

established business houses, manufacturers, distributors, retail merchants, and country communities; and

WHEREAS, We believe if the tendency to direct selling is not curbed, the old system of selling and distribution will be greatly weakened, and in some lines may come to an end, the result will be the closing of thousands of retail stores, a great reduction in the volume of business for those that remain, the dismissal of thousands of clerks and traveling men, and thousands of manufacturers will be forced to adopt the new, or mail-order, system. Also the merchandising of the country will then be in the hands of a few houses so powerful that they can make prices without regard to equity or the interests of consumers; and

WHEREAS, We believe there is no way to curb, curtail or eliminate the new and dangerous system except to oppose another educational force against it, therefore be it

Resolved, First, That we give encouragement and such support as is possible to every worthy movement that has for its object the curtailment of the catalogue-house evil and to deliver the trade back to the country merchants.

Second, Since we believe a remedy can only come through wise education directed to the patrons of the mail-order houses, we commend all papers and institutions that aid in this education and recommend them for the support of merchants and manufacturers.

Third, That we appeal to country merchants to interest themselves more in farmers and their problems, cultivate their friendship and promote a condition of co-operation between the farmers and merchants for good markets for farm crops and home trade, which will result in building up country communities.

Fourth, That the trade papers should join in this campaign and educate the merchants so the campaign may be promoted by their intelligent co-operation.

Referred to local organizations for action.

Resolved, That the retail merchants of Pennsylvania, representing 2,000 business men of the State, hereby place themselves on record as being opposed to parcels-post legislation along the lines indicated by the parcels-post bills which were introduced at the last session of Congress, and that the Secretary be instructed to have printed copies of this resolution mailed to our Senators and all of our members of Congress.

Adopted.

We, the full members of the Credentials Committee, would recommend that at future conventions the delegates file their credentials when they register.

Adopted.

WHEREAS, The press in general of New Castle has joined hands with the merchants of this city in welcoming the delegates and guests to this the twelfth convention of the Retail Merchants' Association of Pennsylvania by giving them liberal space in their columns and otherwise aiding by the publicity given in their respective papers to the work of the convention, and thereby aiding and assisting us in missionary work among the unorganized merchants, be it

Resolved, That a vote of thanks be given to the press for the able and efficient manner in which the publishing of the proceedings of this convention has been done.

Adopted.

Mr. Lydell: I move that the President appoint a committee to revise the By-laws and Constitution to meet the requirements of this Association, and present the same at our next annual convention.

Motion seconded. Carried.

Mr. Smedley moved that the State officers be instructed to introduce a garnishee bill in the next Legislature, and do all that is possible to secure its passage, and that the Association pledge themselves to work for the repeal of the mercantile-tax law. Seconded and carried.

The Credentials Committee recommended that the credentials of all members at future conventions should be filed when delegates registered.

Moved and seconded that the recommendation of the committee be adopted. Carried.

Moved by Mr. Geesey, York, that at the next convention some one be selected to instruct the delegates in the matter of store display. Seconded by Mr. Smedley. Carried.

REPORT OF ELECTION BOARD.

Secretary Howes at this point read the report of the tellers, with the following result of the election:

President—Wilmer Crow, Harrisburg.

First Vice-President—William Drury, Pittston.

Second Vice-President—W. C. Armstrong, Connellsville.

Third Vice-President—A. J. Detzel, Erie.

Secretary—A. M. Howes, Erie.

Treasurer—W. H. Nelson, Chester.

Executive Committee—C. A. Geesey, York; Albert Kaiser, Philadelphia.

Next convention city, Pottsville.

Moved and seconded that the reading of the minutes be dispensed with. Carried.

On motion made and duly seconded, the convention then adjourned to meet next year at Pottsville, Pa.

weather set in and parched everything and whereas the packers ought to have been picking steadily since the 20th of July they had only what they grew at the outset. The acreage was fully 20 per cent. larger than the preceding year; but from all reports the pack will not exceed 50 or 70 per cent. of an average crop. As though the dry weather had not wrought enough damage, the frost set in last week and put an end to the whole season's work. Instead of running well toward the end of this month in the receiving plants the packers have suddenly come to an end of the season.

AMONG THE TRADE.

Mrs. William C. Halpen, mother of Frank Halpen and William C. Halpen, Jr., of Halpen, Green & Co., died on Monday last at Asbury Park, N. J., of general debility. She was 84 years of age and in full possession of all her faculties, but a recent accident in which she fractured her thigh superinduced a general breakdown. The funeral occurred on Friday afternoon.

The rolled oats market continues to fluctuate, being advanced to \$6.70 per barrel during the week. During the last few weeks the price has advanced to \$6.45, then dropped to \$6.35, then advanced again to \$6.45, and now \$6.70.

William J. Eavenson, a prominent soap manufacturer, of Camden, died at the Hahnemann Hospital during the week, following an operation. He was 53 years old. Mr. Eavenson was born in Chester County and came to this city in 1874. He entered the employ of J. Eavenson & Sons. Ten years later he became its treasurer, which position he held until his death.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

Pickle Crop Will be Short.

This year's pickle crop will be short. Things looked especially promising till the cucumbers were about ready for picking and then it all changed in a minute. Dry

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Hamburg, N. J., August 26, 1908.
Editor "Science of Advertising."

Dear Sir:—Inclosed please find two circulars which I had printed this month. Tell me what you think of them through your valuable paper, which I look for every Monday.

Your paper helps in many ways and I use it for dressing windows and also for reference as to produce, etc.

This fall I think I will compete in window dressings.

Yours truly,
GEORGE PERLEE.

The better of the two circulars which this correspondent sends, which measures 8 x 12 inches, I reproduce below. The other simply announced a biscuit demonstration and gave several lists of prices in various lines.

This is a pretty good circular. I think the introduction could be

improved. I have rewritten it with that end in view:—

Fine Groceries Cheap.

It's easy enough to buy cheap groceries cheap, but not to buy high-grade goods cheap. The stores who do that can only do it by sacrificing their profits and depending on their volume of business for their returns. We do that and it pays. Particularly does it pay you who buy here.

I think the coffee advertisement should have gone more deeply into varieties and grades. "We have just received 350 pounds of fresh roasted coffee. A part of the assortment was as fine a Java as we ever sold. Smooth, rich and mellow, 35 cents a pound. There was also a fine Santos, to those who like a mild coffee," and so on. The last paragraph, on Lion coffee, is more like the idea.

The butter advertisement is all right. In the tea advertisement I note the same dissertation on tea that the coffee advertisement contains on coffee. I wouldn't go into such things much—tea and coffee are too familiar and well established to need that kind of advertising. If you were talking about a new product it would be

perfectly proper to emphasize its healthfulness. I should talk about my own grades and blends.

I confess I can never get used to bare price-lists. I don't like them. I don't consider them good advertising except under exceptional circumstances. Of course, putting them forward as specimen values, as Mr. Perlee has done, gives them a point that simple prices often don't have, but, nevertheless, I am convinced that better results can be gotten from advertising that says something more about the goods than the prices. Every successful grocery advertiser that I know of follows the plan that I suggest.

A Coffee Question.

Does it or does it not pay you to buy coffee at 25 cents a pound? We believe that most grocers have enough customers who want a high-class coffee to warrant them paying the price. To meet such a demand we offer our Café des Gourmets, a strictly high-grade coffee, so blended that it instantly appeals to lovers of good coffee. It is packed in air-tight one-pound cans and will prove a good seller. It is backed up by our reputation gained through nearly a century of fair business dealings. Send a card to Samuel Wilde's Sons Co., 11 Dutch street, New York, for samples or have a representative call.



We take First Pick
and Make

PREMIUM HAMS

That's why you and your customers can rely on SWIFT'S PREMIUM HAMS being good all the time.

Grocers who have trouble over the "ham question" are selling hams of questionable quality. There's no question about SWIFT'S PREMIUM HAMS; their tender meat, fine grain and delicious flavor never fail to please and bring trade back for more.

Swift & Company, U. S. A.

HIGH GRADE GROCERIES —CHEAP!—

It's easy enough to buy cheap groceries at a low price, but difficult to purchase high-grade Food Supplies cheap. That is—it's difficult, unless you trade here. How many grocery stores do you find pride themselves on the quality of their goods? Very few. This store is a shining example of the few. Remember THAT when looking over these prices; also when buying Food Supplies here.

Good Coffee

Good Coffee has great food value. All our Coffees are pure, rich in nerve-feeding elements, beneficial to health, rich, delicious and creamy.

350 pounds of Fresh Roasted Coffees just received, and all good kinds. Prices from 15 cents to 35 cents a pound.

We have a good Rio Coffee that we are selling at 15 cents—our Lion Brand. It is all Coffee, and we guarantee its equal cannot be found in our county.

Best Butter

We pride ourselves upon the particularly fine quality of our Print Butter. It's the best or your money comes back. 32 cents a pound.

Our creamery tub butter second. 32c. a pound.

This Butter is shipped from Elgin, Ill.

Our second quality is what is generally called Best at 27 a pound.

Pure Tea

Pure Tea, such as we sell, is not only healthful, but necessary to most people. It refreshes the young, aids the tardy digestion of the old, and is a most soothing and delicious beverage.

Tea we can recommend. Our Royal Blend Mixed Tea at 40 cents a pound; our Excelsior Blend Tea at 50 cents a pound; Lyons Tea at 60 cents a pound.

Also have these same grades in Black or Green at the same prices. Our Teas make the best of friends.

SPECIMEN VALUES:

Below will be found a few specimens of many of the tempting values to be found in this High Grade Food Supply Store.

Household Needs

Extra large bottle Ammonia 10
Extra large bottle blueing 5 and 10
These are both good quality.

Soap

Lenox soap, put out by the Ivory soap people 7 cakes for 25
Ivory soap large 9 cts. cake 3 for 25
Dandy soap 10 cakes for 25
A whole box, 100 bars \$1.95

Washing Powder

Gold Dust 20
Kirkman Borax 5
Kirkman Scouring 5

Brooms

XLNT values 10, 25, 30, 35
Whisk 10 and 18
Clothes Pins 100 for 10
Clothes Line 1-cent per yard

Scrub Brushes

We have a lot to choose from 5 to 15

Cool and Refreshing Supplies from our Refrigerator

1 and 2 lb. cans of Roast Beef 15, 23
1 and 2 lb. cans Corned Beef 15, 23
Potted Lunch Ham 15
Potted Tongue 10 cts. 3 for 25
Potted meat, Ham flavor 10 3 for 25

Olives

Queen, large size bottle 25
Stuffed, 13 and 25
Small plain 10

Cheese

Club jars 10
Roquefort 15
Edam and Pineapple Pbls. cream and Neufchatel

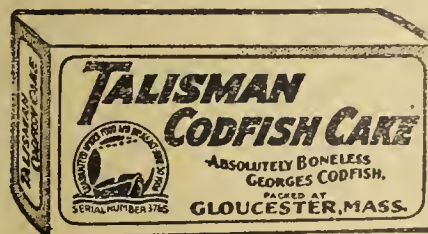
Grape Juice

It quenches thirst, is refreshing and strengthening per bottle 13, 2 for 25
Hire's Clawson and Pearl Root Beer Extracts. Pearl ranks high but for quality this price is extremely low 10

For the Cook

Malt Breakfast Food 13c. 2 for 25
Egg O See per pkg. 08
Corn Flakes 9c. 3 for 25
Post Toasties 9c. 3 for 25
Cooper's Gelatin 9c. 3 for 25
Junket 9c. 3 for 25
Jelly Powder Orange, Raspberry Strawberry 9c. 3 for 25
Premier Baked Beans the Standard quality with or without Tomato sauce 2 for 25
Mackerel extra choice, each 10
Kits 95
Flavoring extracts Pearl Brand special, per bottle 17
Salmon 1/2 lb. flat can 9
Salmon 1 lb. tall can 12
Heinz best vinegar per gal. 25
Whole mixed pickeling spices lb. 10
Soda crackers per lb. 5
Best Ginger wafers 3lb. for 25
Oyster crackers, salted 3 lb. for 25
Extra choice sweet corn per can 8
per dozen 95
Extra choice tomatoes per can 9

The Oldest Inhabitant Will Know



The finest Georges Codfish, such as the oldest inhabitant used to buy before codfish came to mean a lot of cheaper fish, cured in the sun and the ocean breezes, flaky, white, clean, tender—that is our **Talisman Georges Codfish.**

Packed in three-pound boxes as a rule, but sometimes in two-pound, ten-pound and one-pound. First carefully trimmed, square cut, handsomely faced up and wrapped in waxed paper.

SWIFT & COMPANY

Look At It and Taste It



The minute you see **Nicelle Olive Oil** you feel sure it's a high-grade article. The package is unique and exclusive—you can't associate poor goods with it.

Taste **Nicelle Oil**, and you know it's high grade. Nowhere else have you met that rich smoothness, that delicate yet penetrating olive flavor.

Women have told us repeatedly that their salad dressing came quicker and better with **Nicelle Oil** than with any other brand they ever tried.

Give it a chance for your own good.

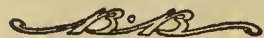
NICELLE OLIVE OIL CO.

105-109 Hudson Street, New York

GEO. PERLEE, Grocer, HAMBURG, N. J.



Buy Holiday Goods at Headquarters



If there is any one line for which any one jobber in this country is Headquarters, that line is Holiday Goods and that house is Butler Brothers.

For over twenty years we have been first among American wholesalers of gift wares.

To-day—buying as we do for four houses—our Holiday line is certainly the one no careful buyer will overlook.

Our complete showing is now on display in eight cities.

We extend you a cordial invitation to come and see us. Come whether you are ready to buy or not, just to see what we can do for you.

And in the meantime secure a copy of our new Fall catalogue, containing our complete line of Holiday wares.

Ask us to send catalogue No. D680.



Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

SAMPLE HOUSES—BALTIMORE, DALLAS,
OMAHA, SAN FRANCISCO



You're to Blame.

A whole lot of retail grocers are kicking about collections just now, and a whole lot of the kickers are to blame for the fact that they have to kick.

My wife went down to the shore last month. She thought she needed to get away from me for a while, so I bought a seashore hotel and sent her down. They haven't sent me the hotel yet, but I paid for it all right.

She was telling me when she came home about some of the doings down there. She said she got into conversation with seven good listeners on the hotel porch one day. They were all talking when they had a chance about their home affairs, as women will when they get away from home. Several of 'em told my wife how they envied her the possession of me. Though that wasn't what I set out to say.

Five of the eight women there said they'd left home owing a grocery bill. Most all of 'em said they'd needed all the money they had for the trip, and they knew it wouldn't make any difference to the grocer—"we'll pay him as soon as we can after we get home."

"What about you?" I said to my wife, sternly, when she had told me this. "Were you one of the five who owed a grocery bill?"

"What?" she said, in an innocent tone, but her face got red.

"You heard what I said," I said.

"I don't consider that any of your business," she answered politely, "the grocery bills are my affairs, and so long as I don't ask you for any extra money you have no right to pry into them."

All of which might have fooled a dead man, but it didn't fool me. She owed it all right, and the good time she had was partly paid for with money that ought to have gone to the grocer. Oh, I own up.

"You don't care whether the grocer thinks you're a dead beat or not, do you?" I said reprovingly to my wife, after she had successfully concealed the fact that she owed a back bill.

"Huh! No danger of his thinking that about me," she retorted "why half the time his bill isn't ready when I ask for it. Twice I've threatened to go somewhere else if he didn't count up my book and let me have the bill on Monday. Anybody could cheat the eyes out of him simply by waiting for him to send in a bill—the could move three times in the meantime."

Here comes a hot one. I've seen a good many grocers in my time—seen 'em close. I believe they're less careful about seeing that bills go out in time and seeing that they're paid on time than any other class of merchants on earth.

I've thought a good bit over it and I believe it's the character of the business. The grocer gets more intimate with his customers than any other merchant I know of unless it's the corn doctor. If he sends a solicitor to their houses he sees the woman in her own home. Often he sits on a kitchen chair and gabbles by the hour, sometimes to the hired girl, often to the woman herself. He sees 'em in all stages of undress, and more often than not they call him "Billy" or "Charlie" or "Sam."

It's entirely a different footing from the ordinary merchant.

Remember, it's the solicitor who usually collects the bills, and he's the easiest mark to bluff alive. If you could judge by the solicitor, the grocer don't care whether he gets his money or not. Really he'd probably prefer not to get it, for then it wouldn't make his hands dirty.

What the solicitor wants is the trade, not the cash.

It's a big sight harder to dun a woman who in a way is an intimate acquaintance than it is to dun a stranger. And that is what I believe to be the very reason why the average grocer is so easy on his collections; why he waits to make a good stiff kick until the customer is in up to her neck and can't possibly get out.

How many of you fellows would have the nerve to cut a monthly customer off after she'd gone two weeks over, and even then didn't pay? Bear in mind she's broken your rule, she owes you a month and is well along another month, she has no property that you know of, and you're at her mercy—how many would cut her off?

For every one that would there e five hundred who would let e account go on, and on and on, rticularly if she'd been a cus- mer for a good while, until it t to a point where she couldn't ssibly settle it unless somebody ed and left her a wad.

One thing you fellows ought to member—that the longer an ac- unt goes the less likely you are collect it.

Not because the customer is less ely to want to pay it, but be- use she's less likely to be able

THE STROLLER.

Hard Times and the Mail Order House.

The annual statement of Sears, oeback & Co., the Chicago mail- der people, for the year ending ne 30, 1908, is as follows: The t sales fell off \$9,878,973, being 2,843,866, against \$50,722,839 in 07. Expenses, however, were t to the extent of \$8,656,385, so at net profits were reduced only 203,706, to \$2,034,796, which is ual to 7 per cent. on the pre- red and 4½ per cent. on the mmon stock.

The income account compares follows:—

	1908.	Decrease.
t sales	\$40,843,866	\$9,878,973
idends on in- vestments	89,686	*18,882
Total net	\$40,933,552	\$9,860,091
. exp., int., de- rec., etc.	38,898,756	8,656,385
Net profits	\$2,034,796	\$1,203,706

Increase.

The general balance sheet, as of ne 30th, compares as follows:—

ASSETS.		
	1908.	1907.
al estate	\$39,206,354	\$38,552,206
ditions	314,359	654,148
lse, and supplies		
n hand	5,912,030	6,911,426
st. and adv. to		
ther companies	368,209	308,736
v. to manufac-		
urers	1,528,096	1,483,835
ndry persons .	63,700	39,767
e from custom-		
rs	64,595	204,166
e from R. R.		
nd express com-		
pany	516,465	434,269
epaid insurance	40,557	46,607
sh	1,358,320	1,072,215
Total	\$49,373,396	\$49,707,376
LIABILITIES.		
ferred stock...	\$9,750,000	\$9,750,000
mmon stock ...	30,000,000	30,000,000
ls payable	1,550,000	1,075,000
e to officers for		
or loans	2,130,817	2,226,990
ndry tradesmen	989,400	1,336,718
ndry open ac-		
counts	887,358	2,605,144
idends due ...	170,625	170,625
divided profits	3,895,195	2,542,899
Total	\$49,373,396	\$49,707,376

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regard- ing the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

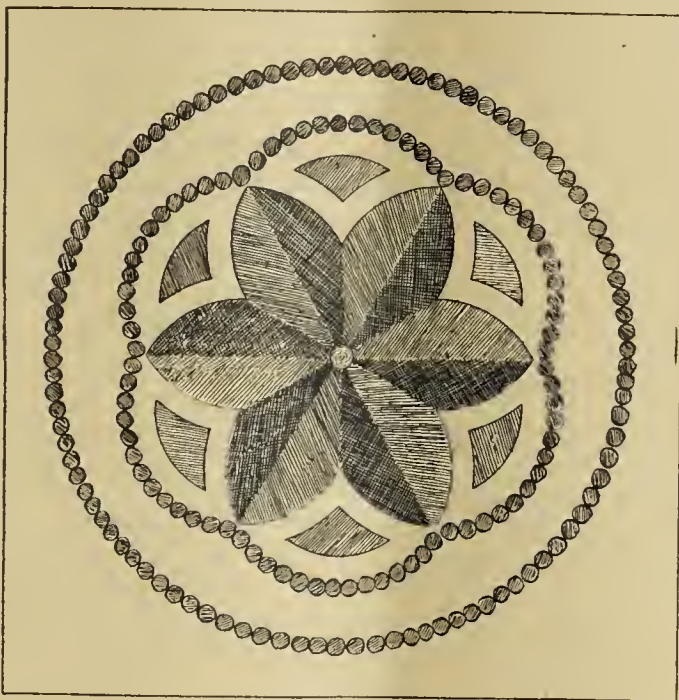
A Floor Display.

This display is intended for the floor of a window. If the floor is high the design will show better if placed on a platform. The plat- form should be slightly inclined from the window glass upwards to the background.

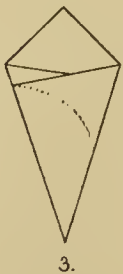
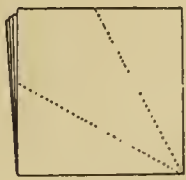
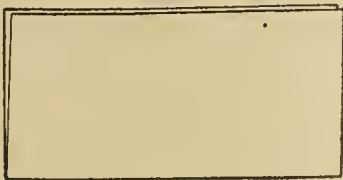
The star is made of two shades of tea and outlined with loaf sugar. In the centre is a large red

outside circle of snaps can be filled in with rice or soup beans. The space outside the circle should be filled in with coffee out to the edges of the window.

Packages of tea and coffee with price cards can be displayed along the back of the window. A large card can be placed in the window reading: "Our Teas and Coffee Are Unsurpassed in Quality."



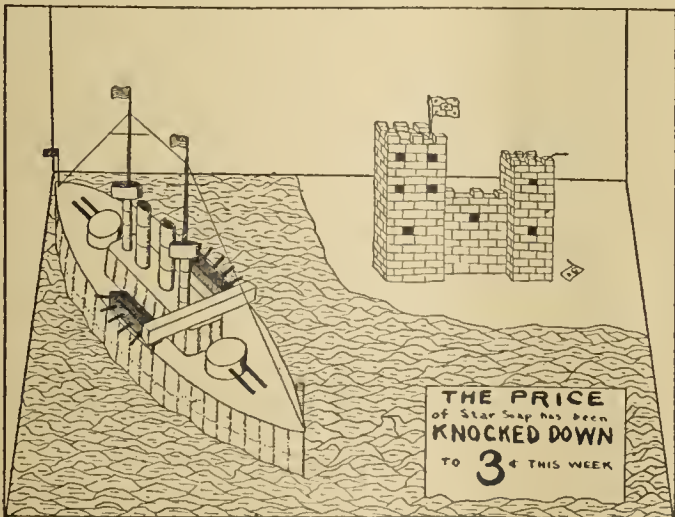
apple. The scallop is made of ginger snaps. The small designs between the scallop and the star



The design for the star can be made as follows: Take a square piece of paper the size you want the star and fold in half, as No. 1. Then fold this in half, as No. 2. Fold No. 2 on the dotted lines and you have No. 3. With a pair of scissors cut No. 3 on the dotted line, open out and you have your six-pointed star.

A Boat Display.

The "hull" of the boat is made of a double layer of canned goods. Cut out a piece of cardboard the



shape of the deck and place on top of the cans. The "cabin" is also made of canned goods or package goods and covered with card- board. The "stacks" are canned goods. The "bridge" is a box of crackers. The "turrets" are flat cans, such as are used for salmon or lunch tongue. It will be neces- sary to remove the contents of these. The "cannons" are sticks of licorice stuck in holes punched in the sides of the cans. On each side of the deck place an empty carton with licorice stuck on the outside for guns. The lower part of the masts are made of very small cans. On top of these place a one-pound can of dried beef. The upper part can be made of sticks of macaroni or wood.

For water use green cheese cloth streaked with white chalk and puffed over the floor. Place the fort of soap on a platform a few inches above the water. Fill around the fort and out to the water with sand.

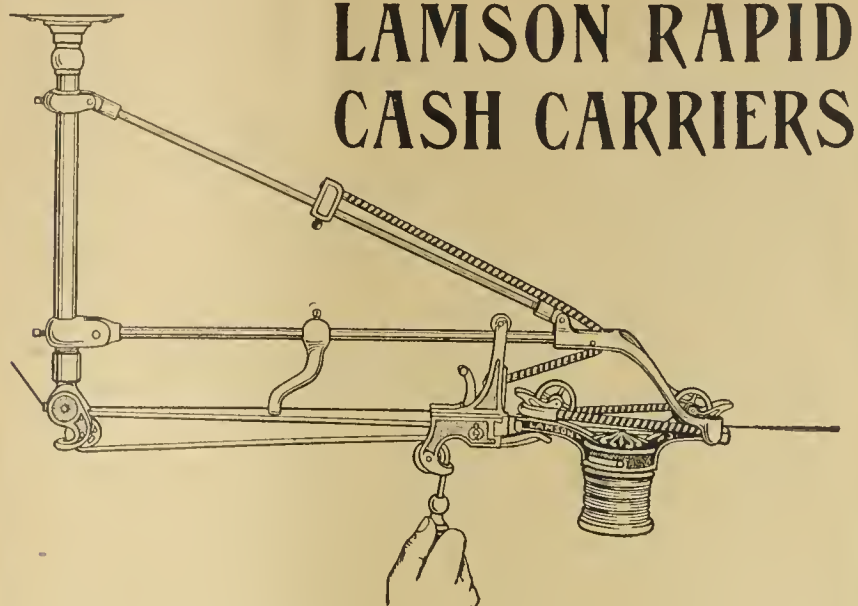
E. W. ALEXANDER.
Oxford, Pa.

New Home-made Beet Sugar Offered Below the Market.

Western Refiners Offering as Far East as Pittsburg at Fraction Below the Regular Market.

As the fall season opens, it is becoming evident that American-made refined beet sugar will again cut a figure this year. Already the refiners are offering new crop sugar for sale at a price sub- stantially below the price of regular refined.

For instance, the beet refiners of the Middle West are offering new refined beet sugar for Oc- tober shipment west of Pittsburg, Pa., and east of the Missouri River at 4.80 cents New York basis, which means that to that price the freight from New York



These Carriers will

*Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.*

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office	District Offices	Boston Office
500 Penn Mutual Building	in all	161 Devonshire Street
	Principal Cities	

to the place of destination must be added. West of the Missouri River the price is 4.70 cents, and this trade will be supplied from California refineries.

The prospects for the coming

crop are good, and while the supply available for October shipment will be small, the supply after that will be larger and the sugar may come all the way to the Eastern seaboard.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

CUT-PRICE GOODS PROMINENT.

We want to impress upon you again the importance of making the cut-price goods prominent. Just because we advertise a thing at cost is no reason for keeping that thing in the background. Shove it out. Show it up. Don't give people the impression that we did it and didn't do it. Don't pass the thing out as though you said, "There, you bargain hunter, take it and go." Be joyous about it. Be broad and glad that our ad. was responded to. Then get your work in. That feeling of liberality will get you more business—maybe not then nor maybe not the next time. But the thing to do is to make your customer feel easy—make her feel that you're tickled with the purchase. That's what women like.

BOOMING COFFEE.

We'll have another coffee week. Two urns going. All the grades on special exhibition. Two coffee windows. Coffee everywhere. Two demonstrators will serve. Special advertising matter prepared. Ask whether the customer likes a light or heavy bodied coffee. Describe how the different kinds taste. Inquire how she or he liked it. Make it a point to tell about the popularity of our own brands. The daily roast; the accuracy of the blending; the invariable uniformity of these brands. Get new people started. Let us do a big coffee business next week.

COFFEE COMMISSION.

In connection with coffee week we will allow a cent a pound commission on all sales beginning

with the 20-cent grade. This 20-cent article is a high-grade Santos, yet the character of it is quite different from that of the Maracaibo or Java, and you must use discretion in putting it out.

ENCOURAGE THE DEMONSTRATOR.

Monday the Borden people will start a two weeks' demonstration of "Peerless" Evaporated Milk. People aren't half educated on this canned cream idea. The reason why we should encourage it is because it greatly improves, to the average palate, the taste of coffee. Certainly for this purpose it is no improvement over fresh cream. But fresh cream isn't always available to the working people. Oftener they use milk. Milk is a fearful addition to good coffee. So, for the sake of improving a good thing, do all you can to get your coffee customer interested in this article. To the real coffee lover both sugar and cream are an abomination. That, however, can't be argued. We're in business to cater to the prevailing tastes. Five and ten cents and the medium size 3 cans for 2 cents.

THE THURSDAY AD.

for a while will be four columns wide and 15 inches deep. Study it from beginning to end. It will be chuck full of good stuff. See that the customer doesn't know more about it than you do. The other day a lady went in to a local department store to buy a certain size agate kettle that was advertised for that day at a cut price. The pretty girl in charge "really hadn't read the ad." Think of it! Take a cue from this.



== Say == Your Pork and Beans Catechism

¶ Can you make more money on any other brand of Pork and Beans than you can on **Van Camp's**?

¶ Not on any other good brand, that's sure.

¶ Can you sell any other brand easier than **Van Camp's**? Not unless it is more and better advertised. The fact is that no other brand is half so largely advertised as **Van Camp's**, to say nothing of being better advertised.

¶ Will your customers like any other brand better than **Van Camp's**? Try them and see. We say positively they can't, for better materials go into them and more care. **Van Camp's Pork and Beans** are the pride of our life—we've just got to make them better than other people's.

¶ Considering all those things, which is the best Pork and Beans proposition you know of?

The Van Camp Packing Company
INDIANAPOLIS, IND.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—To rent at once, good Pennsylvania country store and post office, along main line Pennsylvania Railroad, and prefer without buying stock and fixtures. Will also sell at bargain, if sold at once, good, profitable South Jersey business (general merchandise), with stock and fixtures. Address Box 96, Malaga, N. J. 13

WANTED.—A good second-hand meat slicer. Must be in good condition. Address F. A. Long, Lancaster, Pa. 12

WANTED.—A good second-hand roll top desk. Price must be reasonable. F. D. W., 927 Arch Street, Philadelphia, Pa. 15

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 14

FOR SALE.

FOR SALE.—Country store in Witmer, Lancaster Co., Pa., on P. R. R. Two and one-half story brick house and store combined. Finely situated. Ten rooms and bath in house. Storeroom, 25x110 feet. Fine large lawn. Fruit. Good water. One of the finest store properties in Lancaster Co., doing business of \$12,000, cash. Address, H. D. Kreider, Witmer, Pa. 12

FOR SALE.—Three Welsbach inside arc lights. Bauer & Harrison, 620 N. Second Street, Philadelphia, Pa. 12

FOR SALE.—Good set of heavy double harness; low price. Geo. H. Macmunn, 2000 N. Third Street, Philadelphia, Pa. 11

FOR SALE.—Two-counter butter box. Geo. H. Macmunn, 2000 N. Third Street, Philadelphia, Pa. 11

FOR SALE.—Perfection beef cutter. Good condition. Geo. H. Macmunn, 2000 N. Third Street, Philadelphia, Pa. 11

FOR SALE.—Two Toledo computing scales; in use two years; good condition. Also new, 500 account, McCaskey Register and supplies; size 4 inches by 5 inches. Low price to first purchaser. Address "Dependable," "Grocery World and General Merchant," Philadelphia, Pa. 13

FOR SALE.—One of best grocery stores in Easton, Penna. Old established stand. Will stand close investigation. Owner will rent property. For particulars address W. E. S., "Grocery World and General Merchant," Philadelphia, Pa. 13

FOR SALE.—Daily: fresh eggs; also storage eggs, potatoes, apples, pears, baled hay and all kinds of farm products. D. K. Phillips, Shoemakersville, Pa. 11

FOR SALE.—Finest grocery and market store in one of the best sections of Washington, D. C. Business \$25,000 annually. Proprietor, two clerks, one porter, one horse and wagon. Storeroom handsomely fitted up. Walker pivot bins, large meat box, butter box, showcases, scales, Bowser oil tank, etc., all of which go with the building at a monthly rental of \$50, except the horse and wagon, electric coffee mill, McCaskey register, cigar case and one Templeton cheese cutter. Stock probably \$3,000. Will sell at inventory. Address "A. B. C.," care "Grocery World and General Merchant," Philadelphia, Pa. 11

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. 14

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to

\$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 401.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about \$4,000 per month, 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 402.—In West Philadelphia. Meats and provisions. Size 15x28 feet. Does about \$11,000, three-fourths cash. Mostly sells meats, so stock only averages \$250. No team. Actual net profits, 20 per cent. Owner wishes to change business, for reasons which will be explained. Price inventory. Take around \$800. Dwelling.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18x36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does \$425 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 405.—In West Philadelphia. Groceries, meats and provisions. Size, 18x30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clear 10 per cent. above everything. Stock about \$600. This store was established seven years ago and is thoroughly prosperous and profitable. Will sell fixtures at \$450 and stock at inventory. Will take all told about \$900. Full investigation.

No. 406.—In North Philadelphia. Groceries, meats and provisions. Size, 20x50 feet. Does \$400 weekly, all good trade. Stock about \$800. Good dwelling connected. Business thoroughly profitable. Owner going to Germany and will sell at inventory. Cost around \$1,500.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18x25 feet. Does \$250 weekly, two-thirds cash. Stock \$700. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 409.—In South Philadelphia. Groceries, meats and provisions. Store, 16x30 feet, with back room 16x12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18x55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17x40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900.

Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20x40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,600.

No. 413.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22x45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 414.—In West Philadelphia. Groceries and provisions. Store 16x30 feet. Does \$400 weekly, two-thirds cash. Stock, \$800 to \$1,000. Net profits, 10 per cent. Good dwelling for sale or rent. Fixed charges low. Owner in ill-health and going to California. Will sell fixtures for \$500 and stock at inventory. Will take around \$1,300.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16x22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 416.—In Germantown, Philadelphia. Groceries and provisions. Store 16x25 feet. Does \$150 per week on stock of \$500. No team. Expenses very light and net profits 20 per cent. Owner going in larger business. Splendid chance for man and wife. Price, inventory; will take less than \$1,000.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16x40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 418.—In Tioga, Philadelphia. Groceries, meats and provisions. Store 16x35 feet. Does \$300 weekly. Stock about \$300. All good, reliable trade. No team. Net profits 15 per cent., as only one boy at \$5 is employed. Rent, \$40. Owner sick and must retire. Will sell fixtures at about \$600 and stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18x20, with back room 16x14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

No. 420.—North Philadelphia. Fine residence district. Groceries, meats and provisions. Store 20x50 feet. Does \$400 weekly, half cash, balance weekly and monthly. Stock about \$500. Clear, net profits, 10 per cent. No team delivery. Good dwelling connected. Owner going to Germany and will sell at inventory. Will take about \$1,000.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23x45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33x49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?
We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.
In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.
If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.
Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

SPLENDID LITTLE STORE FOR MAN AND WIFE.

We offer clean, prosperous little store in West Philadelphia. Does \$200 weekly on stock of about \$500. Expenses are low and net profits are 15 per cent. Owner is in other business and his wife objects to running the store alone. Will sell at inventory and rent all fixtures except \$25 worth of loose fixtures. About \$550 takes the whole place. Full investigation courted.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SITUATION WANTED.

WANTED.—Position wanted in grocery store as general manager, or to travel for a grocery house. A hustler. Best of reference. Apply "B. C.," Grocery World and General Merchant, Philadelphia, Pa. 14

WANTED.—Young married man (27) wants position. Ten years' experience in grocery and general merchandise business. Clean and sober. Will work for moderate wages. Address P. O. Box 130, Northampton, Pa. 13

WANTED.—I am a thoroughly experienced grocer, having been 16 years in business on my own account. I have a wide acquaintance with the grocery trade in Lebanon County. Would like to represent a live, reliable house in this district, either manufacturer or jobber. Best of reference and bond if required. D. B. B., care "Grocery World and General Merchant," Philadelphia, Pa. 13

WANTED.—An experienced manager desires position with Philadelphia grocer in capacity of manager or clerk. Can furnish the best of references. John K. Moore, 839 E. Hilton St., Philadelphia, Pa. 11

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. September 14, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.50 per bunch
Selected, 9 hands, packed 2 in crate.....	1.40 per bunch
Selected, 8 hands, packed 1 in crate.....	1.20 per bunch
Selected, 8 hands, packed 2 in crate.....	1.10 per bunch
Selected, 8 hands, packed 3 in crate.....	.90 per bunch
Selected, 7 hands, packed 1 in crate.....	.85 per bunch
Selected, 7 hands, packed 2 in crate.....	.80 per bunch
Selected, 7 hands, packed 3 in crate.....	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	

Selected, 9 hands	1.25 per bunch
Selected, 8 hands.....	.80 per bunch
Selected, 7 hands .....	.60 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA GRAPES.

Fancy Tokays, per 4-basket crate (about 26 pounds). \$1.50 to \$2.00

APPLES.

Apples, New York State, per barrel..... \$2.75 to \$3.25

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50
Extra Fancy Messina, 360 size, per box.....	3.50 to \$3.75
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	3.00 to 3.25

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.50
Fancy quality, 126 to box	4.00
Fancy quality, 150-176 to box	4.75 to 5.00
Fancy quality, 200-216 to box	5.25
Fancy quality, 250-288 to box.....	5.00
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.75
Extra choice, 150-176 to box	4.50
Extra choice, 200-216 to box	5.00
Extra choice, 250 to box.....	5.00

NEW JERSEY SWEET POTATOES.

We are handling some of the finest sweet potatoes grown in New Jersey.

Orders filled at ruling prices on day of shipment.

VEGETABLES.

We ship the best on the market. As prices fluctuate daily on these goods, orders will be filled at the lowest ruling market prices.

SPECIAL FOR THIS WEEK.

We have another car of 80 size Valencia oranges due Saturday, and offer same at \$2.25 per box.

This is the last for the season and will not be duplicated two weeks from now at less than \$3 per box.

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



The Lindsley Delivery Car

eats only while it's working; its illnesses can always be cured in a few minutes; it can work all day and

all night and during that time can do the work of three teams.

The ordinary delivery team is so far behind in the comparison that it's hardly a comparison at all. The **Lindsley Car** will carry 1500 pounds over thirty miles of rough road on one gallon of gasoline. In all sorts of ways we will prove this if you'll give us a chance.

J. V. LINDSLEY & CO.

Suite 1112 Monadnock Building, Chicago

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1-

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels.....	.42@.45
Choice, barrels.....	.40
Good, barrels.....	.26@.30
Fancy, quart jars.....	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle.....	.41@.43
Prime.....	.37
Good.....	.85
Ordinary.....	.22
Blended, fancy.....	.36
Blended, choice.....	.83
Blended, good.....	.80
2-lb tins, 8 dozen.....	per case, 2.90
Quarts, 2 dozen.....	per case, 2.90
Sugar Syrup—	
Pure, extra fancy.....	.35@.38
Pure, choice.....	.24
Blended, fancy.....	.82
Choice.....	.29
Vanilla Drips.....	.29@.80
Tins, 2-lb., 2 dozen.....	per case, 1.95
Tins, 2½-lb., 2 dozen.....	per case, 2.80
Tins, 3-lb., 2 dozen.....	per case, 2.50
Tins, 5-lb., 1 dozen.....	per case, 2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@95.....	82.00
Georges count 110@115.....	25.00
Cape Shore, medium, count 160@175.....	14.50
Medium Irish 2s, thin, count 300@400.....	14.00
Norway, count 400@450.....	21.00
Norway, count 800@350.....	24.00
Norway, new, count 240@270.....	18.00
Norway, new, count 300@350.....	16.00
Norway, new, count 850@400.....	15.50
Codfish—	Per lb.
Fancy strips, 60-lb. boxes.....	.10½
Fancy bricks, 40-lb. boxes.....	.09
Fancy middles, 40-lb. boxes.....	.12
Choice strips, 40-lb. boxes.....	.08½
Choice middles, 40-lb. boxes.....	.08½
Hake, bricks, 40-lb. boxes.....	.06
Fancy, whole, quintals.....	.08
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy chunks, Iceland, 20 lbs.....	
Bloaters, Cromarty, 100s.....	

TEAS.

Gunpowder—	Per lb.
Common to fair.....	.15@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.23@.35
Choicest.....	.45@.65
Imperial—	
Common to fair.....	.22@.25
Superior to fine.....	.30@.35
Extra fine to finest.....	.40@.45
Choicest.....	.50@.55
Young Hyson—	
Common to fair.....	.16@.18
Superior to fine.....	.22@.30
Extra fine to finest.....	.35@.40
Choicest.....	.45@.60
Hyson—	
Common to fair.....	.14
Superior to fine.....	.18
Extra fine to finest.....	.25
Japan—	
Common to fair.....	.23@.25
Superior to fine.....	.28@.30
Extra fine to finest.....	.32@.38
Choicest.....	.40@.45
Basket-fired—Common to fair.....	.22@.25
Basket-fired—Superior to fine.....	.28@.30
Basket-fired—Extra fine to finest.....	.32@.38
Basket-fired—Choicest.....	.40@.45
Dust.....	.12½
Oolong—	
Common to fair.....	.17
Superior to fine.....	.17@.22
Extra fine to finest.....	.25@.35
Choicest.....	.40@.65
Onchong—	
Common to fair.....	.17@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.30@.35
Choicest.....	.40@.60

ROASTED COFFEES.

Sumatra—Mandheling—Fancy brown.....	.86
Old Government—Best.....	.29
Old Government—Choice.....	.27
Old Government—Prime.....	.25
Old Government—Good.....	.23
Mocha—	
Genuine Arabian.....	.28
Maracaibo—	
Cucuta—Best.....	.16½
Cucuta—Choice.....	.16
Cucuta—Prime.....	.15
Cucuta—Good.....	.14
Laguayra—	
Caracas—Fines.....	.20
Caracas—Choice.....	.17

-2-

Peaberry—	
Santos—Fancy.....	.17½
Santos—Choice.....	.17
Santos—Fine.....	.16
Rio—Fancy.....	.17
Rio—Choice.....	.16½
Rio—Fine.....	.16
Santos—	
Best.....	.16
Choice.....	.15
Prime.....	.14½
Good.....	.13½
Fair.....	.12½
Rio—	
No. 1—Golden.....	.15½
No. 2.....	.15
No. 8.....	.14½
No. 4.....	.14
No. 5.....	.13½
No. 6.....	.13
No. 7.....	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice.....	.07
Cassia bnds.....	.85
Cinnamon, Mats.....	.10
Cinnamon, Twalo.....	.20
Cinnamon, Ceylon.....	.28@.27
Cinnamon, Batavia.....	.25@.30
Cinnamon, Saigon.....	.75
Cloves, Zanzibar.....	.17@.20
Cloves, Amboyna.....	.25
Cloves, Penang.....	.85@.88
Ginger, African.....	.08
Ginger, Jamaica, bleached.....	.21@.22
Ginger, Jamaica, unbleached.....	.20@.21
Ginger, Calcutta.....	.08
Nutmegs, 75-80s.....	.22@.25
Nutmegs, 105-110s.....	.18@.20
Nutmegs, 130-140s.....	.10½@.12
Black Pepper, Singapore.....	.10½@.12
Black Pepper, Shot.....	.14
White Pepper, Singapore.....	.15@.17
White Pepper, fancy.....	.25@.30
Red Peppers.....	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice.....	.15½
Cinnamon, extra.....	.26½
Cinnamon, Saigon.....	.78½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.39½
Black Pepper.....	.18
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, Straight Penang.....	.37½
Mustard.....	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
Cinnamon, Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
Ginger, Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Pepper, black.....	.95
Pepper, cayenne.....	.98
Pepper, white.....	1.56

CANNED GOODS. VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.....	4.75
Medium green 2½s, Calif.....	3.25
Tips, green, 1s.....	2.75
Tips, white, California, 1s.....	3.75
Beans, Baked—	
Standard, plain 1s.....	.55
Standard, plain or sauce, 2s.....	.75@.80
Standard, plain or sauce, 3s.....	1.00@1.05
Fancy, plain or sauce, 2s.....	.91@1.35
Fancy, plain or sauce, 3s.....	1.10@1.80
Beans, Lima—	
Fancy 1s.....	1.35
Fancy 2s.....	1.50
Extra standard 2s.....	1.15@1.25
Standard.....	1.10@1.15
Soaked.....	.75@.85
Beans, Stringless—	
Fancy 2s.....	2.00@2.10
Fancy 1s.....	1.10@1.35
Extra 2s.....	1.40@1.75
Extra standard 2s.....	1.10@1.15
Standard 2s.....	.90
Standard, not stringless, 2s.....	.80
Beans—	
Yellow Wax 2s, fancy.....	1.20@1.25
Yellow Wax, standard out.....	1.00@1.10
Red Kidney 2s.....	.85@1.00
Corn—	
Fancy Maine 2s.....	1.20@1.25
Fancy New York 2s.....	1.00@1.10
Standard New York 2s.....	.90@1.00
Maryland 2s, Maine Style.....	.75@.80
Other standard grades 2s.....	
Peas—	
Smallest Sifted 2s.....	2.10
Extra Sifted 2s.....	1.60@1.75
Sifted 2s.....	1.15@1.35

-3-

Telephone 2s.....	1.25
Sweet Wrinkled 2s.....	1.40@1.60
Standard E. J. 2s.....	1.00@1.10
Soaked 2s.....	.75@.80
Succotash—	
Extra fancy Maine 2s.....	1.40
Fancy Maine 2s.....	1.10@1.25
Extra standard 2s.....	.95@1.00
Pumpkin—	
Fancy, 3s.....	1.10@1.20
Fancy, gallons.....	2.40
Squash—	
Fancy 3s.....	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey.....	1.60
5½-in. cans, ex. stand. N. Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95@1.00
2-lb. cans.....	.75@.80
Gallons, standard New Jersey.....	2.75
Gallons, extra standard Maryland.....	2.50
Quarts, glass jars.....	2.75
Beets—	
Fancy Strawberry 2s.....	1.40@1.60
Out 3s.....	1.10@1.15
Sweet Potatoes 3s.....	1.15
Saner Kraut 3s.....	.95@1.10
Spinach—	
Standard Maryland 3s.....	1.15@1.40
Fancy New Jersey 3s.....	1.40@1.65
Gallons.....	4.75@5.00

FRUITS. CALIFORNIA.

Apricots—	Per doz.
Extra 2½s.....	2.25
Extra standard 2½s.....	1.75
Standard 2½s.....	5.25@6.25
Gallons.....	
Cherries—	
Extra White 2½s.....	2.75
Extra standard White 2½s.....	2.40
Standard White 2½s.....	2.35
Extra Standard gallons.....	7.50@9.25
Bartlett Pears—	
Extra fancy 2½.....	8.25
Extra 2½s.....	2.40
Extra standard 2½s.....	2.40
Standard 2½s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
Extra standard 2½s.....	2.60
Standard 2½s.....	1.75
Gallons.....	5.50@7.00
Peaches, L. C.—	
Extra fancy 2½.....	8.25
Extra 2½s.....	2.75
Peaches, Crawford—	
Extra fancy 2½.....	2.75
Extra standard 2½s.....	1.85

EASTERN.

Pears—	
Fancy New York 2s.....	1.75
Fancy New York State 2½s.....	2.90
Standard 2s.....	1.50
Pineapples—	
Sliced or grated 2s.....	2.25@2.40
Sliced or grated 1s.....	1.10@1.20
Pie, grated, gallons.....	3.00
Singapore 1½s.....	1.15@1.25
Plums, egg, 3s.....	
Plums, gage, 3s.....	
Apples—	
Gallons.....	2.25
Strawberries—	
2s, fancy.....	3.00
2s, extra.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard 2s.....	
FISH.	
Lobster—	
Flat 1s.....	5.00
Flat ½s.....	2.50@2.75
Kipped Herring—	
1s.....	1.50
Alaska Salmon—	
Pink 1s.....	1.10
Medium Red.....	1.25@1.30
Choice Red 1s.....	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s.....	1.25@1.30
Tail 1s.....	2.00
Flat 1s.....	2.20
Oval 1s (steaks).....	8.00
Sardines—	
Domestic ¼s, oil, 100 tins.....	3.35@6.00
Domestic ¾s, mustard, 50 tins.....	2.65@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sult., fancy, 6 cr., 80 lbs.....	.14
Smyrna Sult., choice, 4 cr., 80 lbs.....	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons.....	.15
Smyrna choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	

-4-

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs.....	
California, 4 cr., 50 lbs.....	.07
California, 3 cr., 50 lbs.....	.07
California, 2 cr., 50 lbs.....	.06
Figs—	
Baskets, 1 lb. and 2 lb.....	.15 @.18
Layers, 2½-in., 10 lbs.....	
2½-in., 12 lbs.....	
2½-in., 12 lbs.....	.08
2-in., 12 lbs.....	
Currents—	
Fancy, 1-lb. cartons.....	.11
Cleaned, 1-lb. cartons, choice.....	.08
Bulk, choice, 50 lbs.....	.06
Natural, choice.....	.06
Citron—	
According to quality.....	.14½@.17
Lemon Peel—	
According to quality.....	.11½@.12
Orange Peel—	
According to quality.....	.11½@.12
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 80-lb. case.....	.10
Persian Dates—	
60 lbs.....	.04
Prunes, California, 25-lb. boxes.	
Epineuse, 20x30.....	.12
80x40, choice.....	.08
40x50, choice.....	.08
50x60, choice.....	.07
60x70, choice.....	.07
70x80, choice.....	.06
Choice, 50-lb. box—	
80x70, 80x 90.....	
70x80, 90x100.....	
Prunes in 25-lb boxes.	
Fancy 40x 50.....	.11
50x 60.....	.10
60x 70.....	.10
70x 80.....	
Prunes, Oregon, 25-lb boxes.	
80x40.....	.08
40x50.....	.07
Apples—	
Fancy, 50 lbs.....	.12
Fancy, 1-lb. cartons.....	.08
Prime, 50 lbs.....	.08
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	.09
Unpeeled, fancy, 25 lbs.....	.08
Extra Choice Muir.....	.08
Apricots—	
Royal, extra fancy, 25 lbs.....	.14
Moorpark, fancy, 25 lbs.....	.11
Royal, fancy, 25 lbs.....	.11
Royal, choice, 25 lbs.....	.09
NUTS.	
Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @.51
Valencia, 28 lbs.....	.33
Flot, shelled.....	
In shells—	
California P. S., 80 lbs.....	.17
French Princess.....	.16
Tarragona, 120 lbs.....	
Hard Shell, 100 lbs.....	
Brasils—	
New, large, 180 lbs.....	.10
Filberts—	
Turkish.....	.10
Sicily, 180 lbs.....	
Jumbo Naples, 110 lbs.....	.13
Long Naples, 110 lbs.....	
Pecans—	
Polished, 80 lbs.....	.11 @.14
Louisiana Paper Shell.....	
Walnuts—	
Chilli, 1907 crop.....	.12
Greenoble, 220 lbs.....	.15
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs.....	.16
Extra choice, boxes, 25 lbs.....	.13@.14
Choice, bags, 125 lbs.....	.11@.12
IMPORTED GROCERIES.	
Imported Sardines, 100 in case.	Per case.
Reduced quarters, boneless.....	7.00@22.00
Reduced quarters, with bones.....	
French quarters, boneless.....	17.00@22.00
French quarters, with bones.....	24.50@27.00
High quarters, boneless.....	15.00@40.00
Halves, boneless.....	
French Vegetables, 100 in case.	
Peas, according to quality.....	11.00@20.00
Mushrooms, ¼s, accord'g to qual.....	16.00@35.00
Mushrooms, ½s, accord'g to qual.....	15.00@20.00
String Beans, according to qual.....	12.00@17.00
Lima Beans, according to quality.....	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.....	.06 @.08

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
	Column.		Column.		Column.	Standard Weights per Bushel.	
Cheese.....	16	Dressed Meat	24			Marrow Beans.....	60 lbs.
Flour	17	Live Poultry.....	25			Medium Beans.....	60 "
Horseradish.....	20					Pea Beans.....	60 "
Hard	24					Red Kidney Beans.....	58 "
Glucose.....	33					Hominy.....	56 "
						Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

—1—

SUGAR.

Confectioners' Lozenge, XXXX.....

“ Powdered.....

“ Crown A.....

“ Crystal A.....

“ Coarse Granulated.....

Eagle Tablets.....

Crystal Dominoes.....

Cut Loaf.....

Patent Cubes.....

Powdered.....

Extra Fine Granulated.....

Coarse Granulated.....

Granulated.....

Fine Granulated.....

“ in 50-lb. bags packed 2 in 100-lb. bag.....

“ in 25-lb. bags packed 4 in 100-lb. bag.....

“ in 10-lb. bags packed 10 in 100-lb. bag.....

“ in 5-lb. bags packed in bbls.....

“ in 5-lb. bags packed in 100-lb. bags.....

“ in 2-lb. bags packed in bbls.....

“ in 2-lb. bags packed in 100-lb. bags.....

“ in 2-lb. cartons in cases.....

“ in 2-lb. paper packages in cases.....

Confectioners' A.....

1—Keystone A.....

2—American A.....

3—Centennial A.....

4—California A.....

5—Franklin B.....

6—Keystone B.....

7—American B.....

8—Centennial B.....

9—California B.....

10—Franklin Extra C.....

11—Keystone Extra C.....

12—American Extra C.....

13—Centennial Extra C.....

14—California Extra C.....

15—Franklin C.....

16—Keystone C.....

TEA.

Per lb.

Japans—Basket-fired.....

Japans—Pan-fired—Common to fair.....

Fine.....

Choice.....

FORMOSA—Superior to Fine.....

Choice to Extra.....

Choicest.....

FOOCHOW—Common, cargo.....

Good, medium.....

Superior.....

Fine.....

Choicest.....

—2—

GUNPOWDER—Choice to Extra.....

Choice.....

MOYUNE—Good.....

Fine.....

Choice.....

Choicest.....

IMPERIAL—Superior to fine.....

Choice to Extra.....

Choicest.....

YOUNG HYSON—Superior to fine.....

Choice to Extra.....

Choicest.....

INDIA—Common to Fine.....

CEYLON—Common to Fine.....

ENGLISH BREAKFAST—Fair to Good.....

Choice to Extra.....

Choicest.....

PACKAGE TEAS.

Per lb.

Lipton's Teas—

In ½ & lb. In ¼ lb.

Ceylon and India, No. 1.....

Ceylon and India, No. 2.....

Ceylon and India, No. 3.....

Black and Green, No. 1.....

Black and Green, No. 2.....

English Breakfast, No. 1.....

English Breakfast, No. 2.....

Formosa Oolong, No. 1.....

Formosa Oolong, No. 2.....

Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00

Tetley's Tea—

½ lb. or ¾ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon.....

No. 1, Buff Label, India and Ceylon.....

Ex. Gold, India and Ceylon.....

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower.....

Mixed (Green and Black), Sun-Flower.....

Formosa and Oolong, Sun-Flower.....

Sun-Flower, roc. sample size, 36 in carton, all three grades.....

Caricol Blend, Martindale & Co.:—

Per lb.

5-lb. Silver Sacks.....

1-lb. Silver Sacks.....

½-lb. Silver Sacks.....

¼-lb. Silver Sacks.....

1/8-lb. Silver Sacks.....

Spring Garden Tea—

100 lb. barrels.....

5 lb. silver bags.....

1 lb. silver bags.....

½ lb. silver bags.....

¼ lb. silver bags.....

Packed in cases containing 100 pounds.

McCormick & Co's Banquet Brand—

Per doz.

No. 10.....

No. 25.....

No. 50.....

No. 100.....

—3—

AMMONIA.

Per doz.

Purple Ribbon. 16 oz., a doz. boxes.....

Purple Ribbon, quarts, 1 doz. boxes.....

Purple Ribbon, ½ gals. ½ doz. boxes.....

Colburn's Mayflower, 16 oz., 2 doz. boxes.....

Colburn's Autumn, hotel size, 1 doz. boxes.....

Violet, pints, a doz.....

AXLE GREASE.

Frazer's, 15 lb. pails.....

Frazer's, boxes, ¼ gross.....

Mica, ¼ gross.....

Peerless, ¼ gross.....

—4—

BLACKING—Shoe.

Shinola.....

Shinola, ½ gross in box, with 8 brushes and daubers or rug, free.....

Bixola, 3 doz. in box.....

Blackola, 3 doz.....

Mason's No. 1, ½ gross.....

“ “ 2, “.....

“ “ 3, “.....

“ “ 4, “.....

“ “ 5, “.....

T. M. French.....

SHOE DRESSING.

Mason's.....

Acme, 1 doz.....

Bixby's Royal Polish, 1 doz.....

Bixby Jet Oil Polish.....

Brown's Shoe Dressing, 1 doz.....

Brown's Army and Navy, 1 doz.....

Boyer's French Dressing... ..

“ Oil Polish.....

Admiral Russet Combination.....

Admiral Shoe Dressing.....

Whittemore Bros. & Co.:—

Gilt Edge Polish, black.....

Boston Waterproof, black.....

Boston Jr. Waterproof, black, 10-cent size.....

Elite Combination, Baby, black.....

Elite Combination, large, black.....

Superb Patent Leather Paste, large.....

Champion, black, friction polish.....

Champion Jr., black, friction polish.....

French Gloss, black, self-polishing.....

Royal Gloss, black, self-polishing.....

Dandy Combination, russet.....

Star Combination, russet.....

Dandy Russet Paste, large.....

Bossola Waterproof Paste Polish, large.....

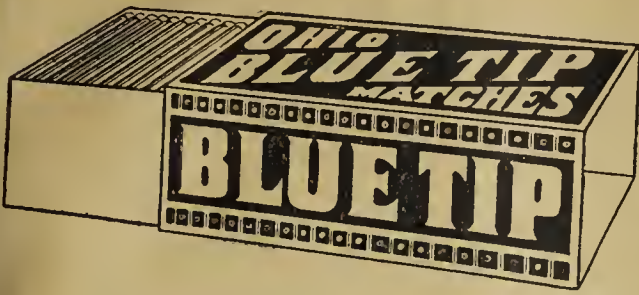
Bossola Waterproof Paste Polish, small.....

Quick White, cleans dirty canvas shoes.....

Quick White, cleans dirty canvas shoes.....

Oil Paste black, never dries up, large.....

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"



**81%
Profit**

**DOES THIS TEMPT YOU TO HANDLE THE
OHIO BLUE TIP SAFETY MATCHES?**

An independent safety, double tip match, that is just about twice as reliable as the best other match made.

A good profit on a good thing—isn't that the ideal mercantile proposition? All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street

NORWEGIAN SARDINES
— THE BEST OF ALL —

¶ You can truthfully tell your customers that no sardines in the world compare with a fancy Norway, like our **VITA** brand. These are small, young, silver-skinned, sweet and tender fish, smoked and packed as only the native Norwegian can do it.

¶ Possibly it's the icy waters of the North that gives that rich, delicate and appetizing flavor. **VITA SARDINES** are hand packed in pure olive oil and we defy any French packer to produce anything as good.

F. H. PHILLIPS & CO., 444-446 Greenwich Street, NEW YORK

THERE IS SATISFACTION

In handling a product which you know to be high grade. Gail Borden was the Pioneer in the condensing of Milk. The Borden Products have been Manufactured for 50 years with scrupulous care for those who demand the Best, and you are safe in recommending the Borden Brands as the

STANDARDS OF QUALITY.



PEERLESS
BRAND EVAPORATED
MILK

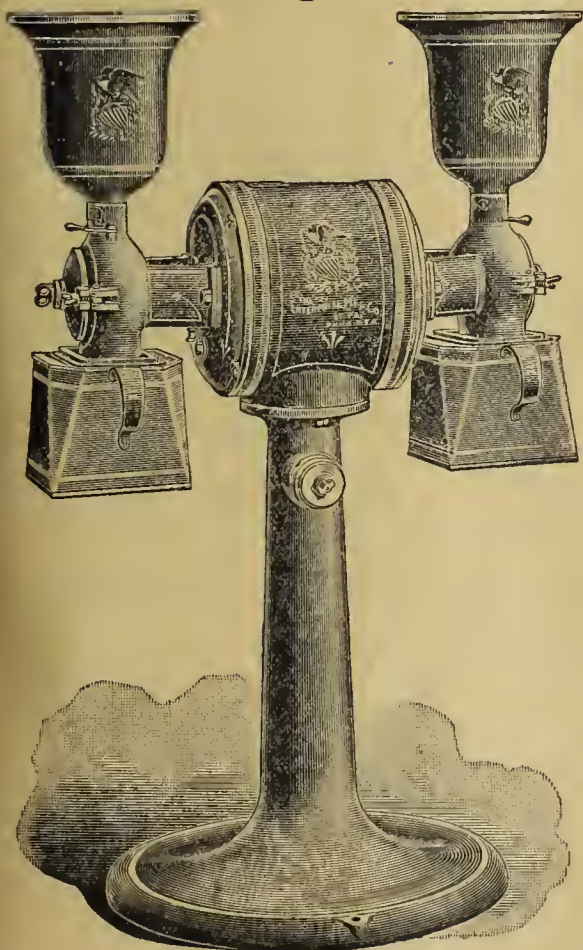
An Unsweetened Condensed Milk.

**ONE OF THE
BORDEN
STANDARDS.**

EST. 1857

BORDEN'S CONDENSED MILK CO.
"LEADERS OF QUALITY"

NEW YORK



**The LATEST
"Enterprise" Electric Mill**

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other Mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute; and pulverize $\frac{1}{2}$ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H. P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Manufacturing Co. of Pa.

Philadelphia, U. S. A.

21 Murray Street, New York

438 Market Street, San Francisco

-9-

Salmon—	
Gibraltar, Sockeye, No. 1, tall.....	1.95
" " " " No. 1/2, flat.....	1.25
Hagood's, No. 1, tall, 4 doz.....	
" " " " No. 1/2.....	
Porter's Best, extra fancy, Sockeye, No. 1, tall, 4 doz.....	1.70
Humes, Karluk, No. 1, tall, 4 doz.....	
Horseshoe, No. 1.....	1.50
Sweet Clover, pink, No. 1, tall.....	1.00
White Raven, 1/2s.....	.95
Chef, red, No. 1/2, flat, 4 doz.....	.92 1/2
Terrapin, pink, No. 1/2, 4 doz.....	.85

SARDINES—Imported.

Chancellor, 1/2s, key.....	25.00
La Champagne, 1/4s, key.....	17.00
" " " " boneless.....	
Billet, small 1/4s.....	14.00
Tricolore, 1/4s.....	9.00
Gerard, 1/2s, key, boneless.....	
Martels, 1/4s.....	9.50
" " " " 1/2s.....	13.25
Morel, 1/2s, boneless.....	15.00

Domestic.

Mustard—	
Irma, 1/4s, 100 cans.....	3.60
Raven, 1/4s, key, 100 cans.....	3.47 1/2
Gold Label, 1/4s, mayonnaise dressing, 100 cans.....	6.40
Gold Label, 3/4s, mayonnaise dressing, 50 cans.....	4.30
Swift & Co., Talisman brand, 48 15-cent cans.....	4.75
Oil—	
Gold Label, 1/4s, oil, 100 cans.....	6.40
Irma, 1/4s, 100 cans.....	3.65
Continental, 1/4s, key, 100 cans.....	3.62 1/2
Owl, 1/4s, key, 100 cans.....	3.52 1/2
Swift & Co., Talisman brand, 100 10-cent cans.....	7.00
Skipper Sardines—	
1/4s, olive oil, key, 100 tins.....	12.00
1/2s, " " " " 50 tins.....	12.00
1/4s, tomato sauce, key, 100 tins.....	13.00
1/2s, " " " " 50 tins.....	13.00

CANNED MEATS.**Corned Beef.**

Armour's—	Per doz.
Veribest, No. 1, key, 2 doz.....	1.40
" " " " No. 2, key, 1 doz.....	2.35
Fairbank's—	
No. 1, key, 2 doz.....	1.45
No. 2, key, 1 doz.....	2.25
No. 6, key, 1 doz.....	7.15
No. 14, key, 1/2 doz.....	8.50
Libby's—	
No. 1, key, 2 doz.....	1.45
No. 2, key, 1 doz.....	2.30

Chipped Beef.

No. 1/2, 2 doz.....	1.30
No. 1, 2 doz.....	2.10
No. 1/2, glass, 2 doz.....	1.55
No. 1, glass, 2 doz.....	2.50
Beechnut—	
No. 1/2, sliced, glass jars.....	1.70
No. 1, sliced, glass jars.....	2.77 1/2

Sliced Smoked Beef.

Armour's—	
Shield, in glass, size 1/2.....	1.55
" " " " 1.....	2.65
Acme—	
Large tins, 2 doz.....	2.60
Medium tins, 4 doz.....	1.60
" " " " 2 doz.....	1.65
Small tins, 4 doz.....	1.00
Large glass jars, 1 doz.....	2.85
Special jars, 1 doz.....	2.60
Junior jars, 2 doz.....	1.60

Sliced Bacon.

Armour's—	
Star, in glass, size 1/2.....	1.65
" " " " 1.....	2.65
" " " " 1/2.....	1.65
" " " " 1.....	2.65
Beechnut—	
No. 1/2, glass jars.....	1.55
No. 1, glass jars.....	2.50
Acme—	
Large glass, 1 doz.....	2.75
Junior glass, 2 doz.....	1.60

Roast Beef.

Armour's—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.25
Fairbank's—	
No. 1, 2 doz.....	1.45
No. 2, 1 doz.....	2.37 1/2
Libby's—	
No. 1, 2 doz.....	1.45
No. 2, 1 doz.....	2.30
Kingan's—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.42 1/2

Lunch Tongue.

Armour's, No. 1, 2 doz.....	2.50
Armour's, No. 1/2, 2 doz.....	1.50
Fairbank's, No. 1, 2 doz.....	2.15
Libby's, No. 1, 2 doz.....	2.75

-10-

Whole Ox Tongue.

Armour's—	
Size 1.....	4.85
" " " " 1 1/2.....	6.00
" " " " 2.....	7.00
" " " " 2 1/2.....	8.50
Fairbank's, No. 2, 1 doz.....	7.00
Libby's, No. 2 1/2, 1 doz.....	9.50

Potted or Deviled Meats.

Armour's—	
No. 1/4, 4 doz.....	.40
No. 1/2, 2 doz.....	.72 1/2
Libby's—	
No. 1/4, 4 doz.....	.44
No. 1/2, 4 doz.....	.80
R. & R.—	
No. 1/4, 4 doz.....	1.15
No. 1/2, 2 doz.....	1.95

Potted Chicken or Turkey.

Armour's—	
No. 1/4, 4 doz.....	1.60
No. 1/2, 2 doz.....	2.75
Libby's—	
No. 1/4, 4 doz.....	
No. 1/2, 2 doz.....	
R. & R., No. 1/4, 4 doz.....	1.75

Sausage.

Armour's—	
Vienna style, size 1/2.....	.80
" " " " 1.....	1.35
Luncheon, with Tomato Sauce, size 1/2.....	.80

Boned Meats.

Curtice Brothers, "Blue Label"—	
Chicken, No. 1/2.....	2.85
" " " " No. 1.....	5.00
Turkey, No. 1/2.....	2.85
" " " " No. 1.....	5.00
Whole Rolled Ox Tongue, No. 2.....	11.00
" " " " Ham, No. 1 1/2.....	7.50
" " " " No. 2 1/2.....	10.00

Deviled Meats.

Curtice Brothers, "Blue Label"—	No. 5 oz.	No. 10 oz.
Ham.....	1.25	2.15
Tongue.....	1.25	2.15
Chicken.....	1.85	2.50
Turkey.....	1.85	2.90

Potted Meats.

Curtice Brothers, "Blue Label"—	No. 1/4 Tin.	No. 1/2 Tin.
Ham.....	1.20	2.00
Tongue.....	1.20	2.00
Chicken.....	1.80	2.75
Turkey.....	1.80	2.75

Soups.

Schimmel's, assorted, 1 lb., 4 doz.....	.85
Campbell's—	
Assorted, No. 1, 4 doz.....	.85
Special assortment, 4 doz.....	.87 1/2
Curtice Brothers, "Blue Label"—	
Consomme.....	Quarts. Pints. 1/2 Pints.
Bouillon.....	3.15 1.75 1.25
Beef.....	3.15 1.75 1.25
Julienne.....	3.15 1.75 1.25
Printanier.....	3.15 1.75 1.25
Vegetable.....	3.15 1.75 1.25
Tomato.....	3.15 1.75 1.25
Ox Tail.....	3.15 1.75 1.25
Mock Turtle.....	3.15 1.75 1.25
Tapioca Crecy.....	3.15 1.75 1.25
Pea.....	3.15 1.75 1.25
Mutton Broth.....	3.15 1.75 1.25
Clam Chowder.....	3.15 1.75 1.25
Clam Broth.....	3.15 1.75 1.25
Chicken Gumbo.....	3.15 1.75 1.25
Mulligatawny.....	3.15 1.75 1.25
Chicken.....	3.15 1.75 1.25
Chicken Broth.....	3.15 1.75 1.25
Green Turtle.....	6.50 3.50 2.00
Terrapin.....	7.25 3.75 2.25

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—	Per lb.
Extra Mixtures.....	30-lb. pails .08
Cream Jelly Mixtures.....	" .09 1/2
Elcroten Mixtures.....	" .08 1/2
Nobby Mixtures.....	" .09 1/2
Cadella Mixtures.....	" .12
Fine French Mixtures.....	" .13 1/2
French Creams.....	" .09
American Mixtures.....	" .08 1/2
Variety Cut Drops.....	" .08 1/2
Darling Mints.....	" .08 1/2
Golden Drip Bar.....	15-lb. boxes .10
Sour Balls.....	30-lb. pails .08 1/2
Pancella Cream Chocolate.....	" .10 1/2
I X L Assorted Chocolate.....	" .11 1/2
King B Assorted Chocolate.....	" .12 1/2
No. 1 Fine Assorted Chocolate.....	" .16 1/2
Nonpareil Drops.....	" .11 1/2
Chocolate-covered Caramels.....	" .12

-11-

Dairy Chocolate Chips.....	25-lb. pails .16 1/2
Chocolate Mints.....	30-lb. pails .11 1/2
Honey B Comb.....	21-lb. pails .17 1/2
Cream Coconut Balls.....	28-lb. pails .10 1/2
Cream Peppermint.....	30-lb. pails .09 1/2
Cream Wintergreen.....	" .09 1/2
Wellington Caramels.....	25-lb. pails .08
Prozen Milk Caramels.....	30-lb. pails .10
Soft Jelly Gum Drops.....	" .07 1/2
Superfine Gum Drops.....	" .10
Jelly Beans.....	" .08
Wintergreen Lozenges.....	" .09 1/2
Mint Lozenges.....	" .09 1/2
Assorted Lozenges.....	" .09 1/2
Conversation Lozenges.....	28-lb. pails .09 1/2
C. & A. Crown Stick.....	30-lb. pails .08
Pancella Chocolate, 1-lb. boxes, 30-lb. cases.....	.12 1/2
Rock Candy, assorted.....	10-lb. boxes .09 1/2
Penny goods.....	10 boxes in case 4.50

CATSUP.

Beefsteak Catsup, medium.....	Per doz. 2.00
P. P. Co., spiced, No. 32, 5 doz.....	1.15
Waldorf, medium, 12 oz., screw top, 2 doz.....	.92 1/2
Campbell's—	
No. 8, 2 doz.....	.87 1/2
No. 8, Tobasco.....	.87 1/2
Snider's—	
No. 16, 2 doz.....	1.95
No. 8, 1 doz.....	1.20

KETCHUP.

Curtice's "Blue Label" Tomato Ketchup—	Per Case
Small, 25 bottles in case.....	3.00
Medium, 25 bottles in case.....	4.75
Large, 12 bottles in case.....	3.75

CHOCOLATE AND COCOA.

Walter Baker & Co's—	Per lb.
Premium, 1/2s, 12 to 25 lbs.....	.30
Premium, 1/4s, 12 lbs.....	.30
Caracas, sweet, 6 lbs.....	.30
German, sweet, 12 lbs.....	.23
Auto, sweet, 6 lbs.....	.32
Cocoa, 1/4-lb. cans, 12 lbs. in box.....	.34
Cocoa, 1/2-lb. tins, 6 lbs.....	.34
W. H. Baker's—	
Best Cocoa, 1/2-lb. size.....	per lb. .31
" " " " 1/2-lb. ".....	.32
Premium Chocolate, 1/2s, 12 lbs.....	.28 1/2
" " " " 1/4s, 12 lbs.....	.29 1/2
Best Sweet Chocolate, 1-5s, 6 lbs.....	.19 1/2
" " " " 1-5s, 12 lbs.....	.19 1/2
Hershey's—	
Milk, 48 5 cent.....	per box 1.45
Epp's—	
Cocoa, 1/2-lb. tins, 7 lbs.....	.42
Van Houten's—	
Cocoa, 6-lb. boxes, 1-lb. tins.....	per tin .72
" " " " 6-lb. boxes, 1/2-lb. tins.....	.37 1/2
" " " " 6-lb. boxes, 1/4-lb. tins.....	.19
Huyler's—	
Cocoa, 1/2s, 6-lb.....	.42
" " " " 1/4s, 6-lb.....	.44
Hooton Cocoa and Chocolate Co.—	



Cocoa, labeled, 1/2s.....	.38
Cocoa, labeled, 1/4s.....	.40
Premium Chocolate, 1/2s.....	.33
Premium Chocolate, 1/4s.....	.35
Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	
1/4-lb. round cans.....	Per can. Per doz.
1/2-lb. ".....	.19 2.27
1-lb. ".....	.30 3.60
1 1/2-oz. ".....	.59 7.08
50 cans in case.....	.07
5-lb. ".....	2.75 .55
Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk, 6 to 10 lb.....	.45
Queen, 4 to 10 lb.....	.42
Sweet Vanilla, 4 to 10 lb.....	.28
" " " " 8 to 10 lb.....	.28
Bloeker's Cocoa Powder—	
1/4-lb. tins, 2 doz. in box.....	per doz. 1.88
1/2-lb. tins, 2 doz. in box.....	3.50
1-lb. tins, 1 doz. in box.....	6.50
5-lb. tins, 1 doz. in case.....	per lb. .52
10-lb. bags, 1 doz. in case.....	.50
Runkel's—	
Cocoa.....	per lb. .33
Premium Chocolate.....	.30
Vienna Sweet Chocolate, 1/4-lb. pkg.....	.22
Vanilla.....	1/2 lb., 48 to box... 1.60
Wilbur's Cocoa—	
Breakfast, 1/2-lb. tins, 6-lb. boxes.....	per lb. .33
" " " " 1/2-lb. tins, 6-lb. boxes.....	.32
Wilbur's Chocolate—	
Sweet Clover, 1/2s, 6-lb.....	per box 1.60

-12-

Lowney's—	
Premium Chocolate, 6-lb boxes, 12 boxes in case, 1/2-lb. packages.....	.32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, 1/2-lb. packages.....	.32
Premium Chocolate, 6-lb. boxes, 12 boxes in case, 1/4-lb. packages.....	.32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, 1/4-lb. packages.....	.32
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, 1/2-lb. packages.....	.27
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, 1/4-lb. packages.....	.27
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, 1/4-lb. packages.....	.27
Vanilla Sweet Chocolate, 50 5-cent packages in box.....	per box 1.65
Cocoa, 6-lb. boxes, 12 boxes in case, 1/2-lb. tins.....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, 1/2-lb. tins.....	.36
Cocoa, 6-lb. boxes, 12 boxes in case, 1/4-lb. tins.....	.36
Cocoa, 6-lb. boxes, 12 boxes in case, 1/2-lb. tins.....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, 1/2-lb. tins.....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins.....	.36
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins.....	.36
Diamond Chocolate, sweet, 1/4-lb. pkgs. 6-lb. boxes, 12 boxes in case.....	per lb. .24
" " " " 12-lb. ".....	.24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case.....	per lb. .32
6-lb. boxes, 12 boxes case, 1/2-lb. tins.....	.32
1/2-lb. tins, 6 lb. boxes, 12 boxes case.....	.32
Milk Chocolate, 50 5-cent packages in box.....	per box 1.65

Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, 1/2-lb. jars, 6- and 12-lb. boxes.....	.40
Croft's Cocoa, 1/2s, 2 dozen in box.....	1.80
" " " " 1/4s, 6 lbs.....	.33
" " " " 1/2s, 6 lbs.....	.32
" " " " 5-lb, 6 cans.....	.30
" " " " Swiss Milk Chocolate, 48 5-c.cakes.....	1.50
" " " " Premium, 1/2s, 12-lb. cakes.....	.31
" " " " 1/2s.....	.30

Knickerbocker Chocolate Co.—	
Hasty Lunch Chocolate—	
1/2 lb. decorated cans, 12-lb. boxes.....	per lb. .30
1/2-lb. " " 24-lb. boxes.....	.29
Special 10-c. packages, 30 to box.....	per box 2.10
Blue Ribbon Breakfast Cocoa—	
Decorated 1/2-lb. tins, 6-lb. boxes.....	.36 1/2
" " " " 1/2-lb. " 12-lb. ".....	.36

Bedford Cocoa—	
Labeled 1/2-lb. cans, 6-lb. boxes.....	.29 1/2
" " " " 1/2-lb. " 12-lb. ".....	.29
" " " " 1/2-lb. " 6-lb. ".....	.31 1/2
" " " " 1/2-lb. " 12-lb. ".....	.31
Vanilla Sweet Chocolate—	
Blue Ribbon, 1/2s, 6-lb. boxes.....	.26 1/2
" " " " 1/2s, 12-lb. ".....	.26
Buster Brown, 5-c., 48 cakes.....	per box 1.35
" " " " 3-c., 72 ".....	1.40
Premium Chocolate—	
1/2-lb. cakes, 12-lb. boxes.....	.27 1/2
1/2-lb. " " 24-lb. ".....	.27
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case.....	.80
40 " " " " 48 to case.....	.80
24 5-cent cakes in box, 24 to half case.....	.78
24 " " " " 48 to case.....	.78

CONDENSED MILK.**BORDEN'S****CONDENSED MILK CO.**

All BORDEN'S Brands guaranteed.



Eagle, 4 doz.....	6.25
Eagle, 2 doz.....	3.15
Challenge, 4 doz.....	3.75
Defiance, 4 doz.....	3.75
Magnolia, 4 doz.....	4.15
Rose, 4 doz.....	4.00
Dime, 4 doz.....	3.65
Winner, 4 doz.....	4.00
Baby, 1 doz., glass.....	1.90
Red Cross.....	4.15
Peninsular.....	4.10
Leader.....	3.90
Banner, 4 doz.....	4.10
Star, 4 doz.....	4.15



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia



H-O

has years of success behind it and any imitation has years of trouble ahead. Which do you want in your store—the steady-selling satisfactory Hornby's Oats or the uncertain, unsatisfactory kind?

Hornby's Oats give satisfaction to your customers and it is easiest to sell what they already want. The grocer who recommends Oatmeal he knows nothing about is working against himself.

**The H-O
Company**



The Wise Dealer is Always Looking
for Articles Like

A M M O
(DRY AMMONIA)

because he knows it pays to show customers a good thing. **Ammo** is a dry, odorless powder until it comes in contact with water, then it turns into ammonia.

*One 10 cent. can equals three pints of
best liquid ammonia*

Never loses its strength or evaporates like liquid ammonia. Put up in handy sifter-top cans, no bottles to break and lose your profit. Used from cellar to garret, from Monday to Saturday. Strong, steady seller. We are telling your customers about it and pushing it. Why don't you? Your jobber can supply you.

THE FRANK C. EBY CO.
213-215 E. Atwater Street
DETROIT, MICH.

-13-

HIRES CONDENSED MILK



Silver	4.15
Queen	4.00
Premium	3.85
Blue Ribbon	3.85
Gold, tall	3.75
Gold, family	3.15

COCOANUT.

Franklin Baker Co's—

Per case



Brazil, 70 5-cent packages	2.50
" 35 10-cent	2.50
" 38 5-cent and 16 10-cent packages	2.50
" 18 20 cent packages	2.50
" Shred, in pails, 20 lbs.	1.10
" " in boxes, 25 lbs.	0.93 1/4
" " in barrels, 135 lbs.	.09
Table Talk, Thread, in pails, 20 lbs.	.10
" " in boxes, 25 lbs.	.09 3/4
" " in barrels, 135 lbs.	.09
Premium, 60 1/4-lb packages, 15 lbs. to case	.23
" 30 1/2-lb. " 15 " "	.22
" 30 1/4-lb. and 15 1/2-lb. packages, 15 lbs. to case	.22 1/2
Schep's Shredded, 1/4-lb. pkgs., 15 lbs. to case	.23 1/2
" 1/2-lb. " "	.22 1/2
Dunham's, 5-cent package	.29
" 1/2s	.26
" 1/4s	.28
" 1/2s and 1/4s	.26 1/2

COCOANUTS.

Franklin Baker Co's—

Per bag

Porto Rico, Jumbo, 80s.	4.00
San Blas, roos.	3.50

CRACKERS AND CAKES.

A. Exton & Co.—	Bbls.	Bxs.
Butter Crackers	.08	.08 1/2
Oyster	.08	.08 1/2
Wine Scroll	.10	.10 1/2
Cracker Dust	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son—	Bbls.	Bxs.
Assorted Jumbles	.07 1/2	.08
Brown Edge Water	.10	.10
Butter Thin	.12	.10
Clover Mixed	.08	.08
Cocoanut Ripple	.10	.10
Cookie Mixed	.08 1/2	.10
Crystal Bar	.09	.09
Fig Bars	.10	.10
Frosted Spiced Wafer	.09	.09
Fruit Cookies	.08 1/2	.09
Fruit Gem	.08	.08
Graham Wafer	.10	.10
Grandma Cookies	.08 1/2	.09
Honey Jumbles, XX	.09 1/2	.10
Iced Charter Oak	.10	.10
Iced Ginger Tablet	.08	.08
Iced Honey Jumbles	.09 1/2	.10
Iced Penn Treaty	.07	.09 1/2
Iced Vedette Wafer	.07 1/2	.08
Lemon Bar	.08 1/2	.08
Man-in-the-Moon	.08	.08
Milk Lunch	.07	.07 1/2
Orange Cookies	.07 1/2	.08
Quaker City Mixed	.07 1/2	.08
Salted Strips	.08 1/2	.09
Saltines	.12	.12
Soda Biscuit XX	.06	.06 1/2
Soda Biscuit XXX	.06 1/2	.07
Spiced Wafers	.07 1/2	.08
Sunshine Cookies	.07 1/2	.08
Water Crackers Star	.06 1/2	.07
Package goods—		
Animals	.50	.50
Butter Thin	1.00	1.00
Gingerettes	1.00	1.00
Gold Medal Soda (small)	.50	.50
" (large)	.90	.90
Graham Wafers	1.00	1.00
Ivintees	.50	.50
Milk Lunch	1.00	1.00
Our Ginger Snaps	.50	.50
Pink Tea	1.00	1.00
Sugar Snaps	.50	.50
Saltona Biscuit	1.00	1.00
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

-14-

DELIKATESSEN.

Wein Senf, Prepared Mustard.

Stone Pots, small size, 2 doz in case, per doz.	1.15
" " with Horse radish, p. dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
" " with Horse-radish, p. dz.	1.75
Wein Senf, in bbls.	per gal.
" 1 gallon stone jars.	per jar
" 5 gallon kegs.	per keg
Prepared Mustard, in bbls.	per gal.
" " in 15 gallon kegs.	"
" " in 10 " "	"
" " in 5 " "	25-40
" " in 2 gallon pails.	per pail
" " in 1 " "	40
Prepared Special, with spoon, 2 doz. in case,	per doz.
" Sifting top, 2 doz. in case.	per doz.
" with Horse-radish, 2 doz. in case,	per doz.
" per doz.	95

Imported and American Fancy Cheese.

Emmenthaler Swiss Cheese, Selected tub.	.23
" " " " " " " " " " " "	.24
Sap Sago, 3 to a lb. cask, per lb.	.18, less
Roquefort Cheese, 12 in case, per lb.	.32 1/2
Parmesan, loaves about 30 lbs. loaf, 27 cut.	.32
Edam Cheese, 12 in case, 10.50, single.	.80
" " in tin	per lb.
" 1-lb. tins.	per case
Camembert, in wood boxes.	per doz., 2.75-2.85
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.
Parmesan, grated, ready for use, large bottles,	per doz.
Parmesan, grated, ready for use, small bottles,	per doz.
Olmutzer Hand Cheese, 100 in box	2.25
Edelweiss, Romatour and Bier-Kase.	per doz.
American Swiss, No. 1.	loaf, .16 cut, .19
" " Square loaves, No. 1, about	25 lbs. each.
Limburger Cheese, No. 1.	box, .14; .16
" 1/2 box, 14; less.	.16
Muenster Cheese.	per lb.
Brick Cheese, No. 1.	"
English Dairy Cheese.	"
Pineapple (Picnic size), 6 in box.	per box
" (Gem size), 6 in box.	2.25
Royal Luncheon Cheese—	
" Dinner size, 1 doz. in case.	per doz.
" Lunch size, 2 " "	"
" Picnic size, 2 " "	1.35
" Trial size.	"
MacLaren Imperial Cheese, Club size.	per doz.
" " No 1 " "	1.00
" " Roquefort " large " "	2.95
" " " small " "	1.45
Fromage de Brie, M. C. C., 1 in box.	per box
" d'Isigny, 6 " "	1.55
Wm. Tell brand, 12 in box.	1.40
Neufchatel (Cow brand), 25 in box.	.95
Star Cream, or Phila., 12 " "	1.90
Miniature Cream, or Phila., 12 in box.	.95
Hand Cheese, 8 doz.	1.35
" 4 " "	.70
" 4 " Thuringer	.85
Farmer Hand Cheese, 4 doz. in box	1.45
Schutzen Cheese, 12 in box.	1.25
American Mountain Cheese (Alpen Kase), 50	1-lb. packages.
" 1-lb. packages.	per lb.

Imported and American Meats and Sausages.

Westphalia Ham (marked weight)	per lb.
Wiener Wurstel, 16 in tin.	per doz.
" 8 " "	2.75
Carlsbad Speck (Imported Bacon)	"
Imported Cervelat Sausage (Rolf's)	per lb.
Imported Frankfurters	per doz.
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size	per doz.
American Holsteiner	by bbl. 12; less, per lb.
" Landjager, short.	24
" " long.	"
" Mortadella, Dry	.25
" Knackwurst, 25 in box, per box,	\$4.75.
" Cervelat (E), 50 and 100-lb. boxes,	.21 1/2; less.
" Cervelat, Blue Ribbon, 50 and 100-lb. boxes, 20; less.	.21
" Cervelat, Crescent, 50 and 100-lb. boxes, 17; less.	.18
" Cervelat, Tip Top, 50 and 100-lb. boxes, 14; less.	.16
" Cervelat, E. Gothaer, 50 and 100-lb. boxes, 23 1/2; less.	.25
" S'lami (E), 50 and 100-lb. boxes, 20; less.	.22
" Salami, Blue Ribbon, 50 and 100-lb. boxes, 18 1/2; less.	.20
" Salami, G. A. P., 50 and 100-lb. boxes, 16 1/2; less.	.18
" Tongue Sausage.	per lb.
" Smoked Braunschweiger Liver Sausage.	per lb.
" Lachs Ham.	.28
" Petit Delicatess Frankfurters, plain,	per doz.
" " "	1.00
" Petit Delicatess Frankfurters, with	Sauer Kraut.
" " "	per doz.
" Lebanon Beef Bologna.	per lb.
" Paprika Speck.	per lb.
Mettwurst, half-round.	.16
Liver Sausage (Special), truffle, goose, or sardellen.	per lb.
Smoked Thuringer Blutwurst.	.18
" Pfefferwurst.	"

-15-

Pickled Meats.

Lamb Tongues (Derby Brand), pint glass jars.	Per doz.
" " quart glass jars.	4.75
" " 10-oz. jars.	5.75
Calves' Head, in round tins.	per doz.
Pickled Meats, in glass.	1.65
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	1.00
Beef Salad, in glass.	per doz.
" " pints.	1.00
" " quarts.	"
Lamb Tongues, in glass.	1.60

Holland and Scotland Herrings.

Holland—	Kegs or Pails.
Mixed, "Y. M., 1/2 bbl.	5.50 .60-.75
Milkers, "Y. M., 1/2 bbl.	6.50 .75-.85
Mixed, standard, bbl.	5.50-6.50
Milkers, standard, bbl.	1/2 bbl.
Scotland—	
Mixed, large, fulls, bbl.	8.00
Milkers, " bbl.	8.00
" " 1/2 bbl.	8.00
Marinirte Herring, imported, about 40 in pail.	1.25
Roll Herring, imported, about 25 in pail.	1.00
Spiced Herring, imported, about 40 in pail.	1.00
Norway Stockfish, dry.	per lb.
Matjes Herring.	per pail

Bismarck Herring.

Round tins, with key, pint	Per tin.
" " quart.	.20
" " 2 quart.	.35
" " 4 quart.	.55

Smoked Delicatessen Fish, in Season.

Roll Mops, 4 quart tin.	1.10
" 2 quart tin.	.60
" quart tin.	.50
Brat-Haring, 4 quart tin.	1.10
" 2 quart tin.	.60
" quart tin.	.40
English Sprats, 36 bunches.	per box
Kruger's Roll- and Brat-Haring, oval tins,	per doz.

Russian Sardines.

Imported fish, Wallkoff brand.	per keg
" 5-lb. pails.	per pail
" 10-lb. pails.	1.05
Cut Spiced Sardines, 10-lb. pail.	.75
" 5-gal. keg.	per keg
Russian Sardines, in glass jars.	per doz.

Norway Anchovies.

Original package.	per 1/2 bbl.
Repacked in 5-lb. pails.	per pail
" 10-lb. pails.	1.10
" 5-gal. kegs.	per keg
" 1/2 lb. flat tins.	per doz.
" 1/2-lb. tall tins.	1.50
" 1-lb. tall tins.	2.00
Fancy kegs, keg.	.80
" 1/2 keg.	.42
" 1/4 keg.	.32
" 1/8 keg.	.20

Salt Sardellen.

Original packages, 1902	per anker
Repacked, kegs, about 8 lbs.	per keg
" pint jars.	per doz.
" large tumblers.	2.25
" small tumblers.	1.25

Russian Caviar.

1-lb. tins.	Per doz.
1/2-lb. tins.	19.50
1/4-lb. tins.	10.50
1/8-lb. tins.	5.50
1/16-lb. tins.	2.75

German Dill Pickles—Regular Size.

60-gal. casks, about 2000	per cask
50-gal. bbls., about 1200	per bbl.
15-gal. keg, about 500	per bbl.
10-gal. keg, about 300	per bbl.
5-gal. keg, about 150	per bbl.
10-lb. pail, about 50	per pail

Domestic Sourkrout—Long Cut.

60-gal. casks.	per cask
48-gal. bbls.	per bbl.
10-gal. kegs.	per keg
5-gal. kegs.	per keg
10-lb. pails.	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).	per lb.
Spitzkugeln.	.25

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.	per bundle
Basler Lebkuchen, No. 1, 6 " "	.50
" " No. 2, 6 " "	.75
" " No. 3, 6 " "	1.00
Amandines, 9-lb. tins.	per tin
" small tins.	.55

-16-

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg.	2.50
" " 10-gal. keg.	4.50

Sundries.

German Egg Potatoes, original bags, 110 lbs.,	per bag
Green Kern	per lb.
Potato Flour	"
German Dried Peas	"
Dried Mushrooms	.60-1.00
Juniper Berries	"
St. John's Bread	"
Bay Leaves	.06-

COTTOLINE.

30 2-lb. tins.	per case
15 4 lb. tins.	"
6 10-lb. tins.	"
Freight prepaid on two-case lots.	

EGGS.

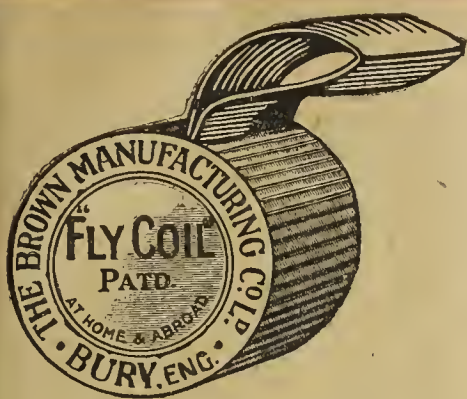
Nearby, candled and selected, 30-doz. crates.	per doz.
Western	.20

CHEESE.

New York, full cream, new, fancy, 40-lb. bxs.	1.10
" " " 1st's, 40-lb. boxes	1.10
Picnic, full cream, new, fancy, 20-lb. boxes	1.10

FANCY GROCERIES.

Almond Staple Paste, 5 lb. cans	per lb.
Anchovies, in oil, 3/4 bottles.	4.50
" 1/2 bottles.	3.25
Anchovy Paste, fancy	per doz.
" plain.	3.75
Bouillon, Burnham, pints, 2 doz.	3.75
" 1/2 pints, 2 doz.	2.00
Capers, Nonpareil, 1/2 gal. kegs.	1.50
" quart, glass	per doz.
" bottled, 3/4 size	2.30
" 1/2 size	1.90
" 1/4 size	1.10
Canton Ginger, large pots, 6-jar cases.	per case
" medium, 12-jar cases.	5.00
" small, 24 jar cases	4.75
Cherries in Maraschino, glass, 1 lb., 4 doz.	case.
Clam Chowder, Burnham, 1 lb., 4 doz.	doz.
" 3 lb., 2 doz.	2.25
Currie Powder, pints.	per doz.
" 4 oz.	2.25
" 2 oz.	1.50
French Peas, extra fins	per case
" fins.	14.00
" Moyens	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case.	12.00
Huntley & Palmer's Petit Beurre Biscuit.	1.10
" Dinner Biscuit	.30
" Breakfast Biscuit	.30
Packed 7 lbs. and 5 lbs. in a can.	
Red Pepper, ring, pints.	per doz.
" 1/2 pints.	.60
Salt, stone jars, 4 doz.	1.75
Extract of Beef, Morris', 4 oz.	per doz.
" 2 oz.	3.50
" 8 oz.	4.00
" 16 oz.	7.25
Theodore Marquet Mushrooms—	
First choice.	24.00
Choice, 100 tins	per case
Extra, 100 tins	22.00
Hotel, 100 tins.	26.00
Truffles, 1/2 lb.	per tin
" 1/4 lb.	.50
" 1/8 lb.	1.10
" 1/16 lb.	2.25
Shrimps, pickled, small size	per doz.
" Dunbar's, 2 doz.	2.25
Figs in Cordial, Dunbar's, 1 doz.	5.00
" Bishop's, 1 doz	6.50
Crystallized Ginger, 1-lb. tins.	4.00
" 1/2-lb. tins.	2.25
Lime Juice, Rose's	"
Victor Rose Water	"
" Peach Water	2.25
Pitted Olives	5.25
Armour's Solid Extract of Beef—	Per doz.
Size 2 jars, 1 dozen in case	4.40
" 4 " 1 " "	8.25
" 8 " 1 " "	15.90
" 16 " 1/2 " "	29.75
Armour's Fluid Beef Extract—	
Size 4 bottles, 1 dozen in case.	4.40
" 8 " 1 " "	8.25
" 16 " 1/2 " "	16.00
Armour's Beef Extract and Vegetable Tablets—	
1 dozen small boxes, 12 tablets each.	2.25
" 1 " medium " 36 " "	6.00
" 1 " large " 72 " "	10.00
Armour's French Bouillon—	
Size 4 bottles, 1 dozen in case.	4.00
" 8 " 1 " "	14.00
Armour's Asparox—	
Size 4 bottles, 1 dozen in case.	2.50
" 8 " 1 " "	7.25
" 5 " " " "	3.50
" 2 fancy jugs	per jug
Armour's Tomato Bouillon—	
Size 4 bottles, 1 dozen in case.	2.50
" 8 " 1 " "	7.25
" 5 " " " "	3.50
" 2 fancy jugs.	per jug



BROWN'S FAMOUS "FLY COIL"

**CATCHES MORE FLIES TO THE SQUARE INCH
THAN ANY OTHER FLY-CATCHER.**

IT ATTRACTS CUSTOMERS

By its NOVELTY! NEATNESS! and CLEANLINESS!

**Hang Up a Couple of Coils
and See How Much They Improve the Appearance
of Your Store and Increase the Comfort of Customers.**

**When People See a Good Thing Like This —
THEY WANT IT!**

AND YOU SELL LOTS OF THEM!

WHY NOT CATCH CUSTOMERS

AS WELL AS FLIES?

**Brown's "FLY COIL" is Easier to Use; Easier
to Sell than Any Fly Paper.**

TO BE OBTAINED FROM

**BUCKNAM & VANDERPOEL CO., Manufacturers' Representatives
198 WEST BROADWAY, NEW YORK**

WE NEED YOU

We know we can *make* the best Macaroni, Spaghetti, Noodles and Pastels in the world, but we know we need your help to *sell* them. We know you can work with us or against us and swing your trade either way.

So we make it to your interest to recommend our goods—not only because they will build you a good trade but also because our terms to you are the best.

Besides the regular profit every case has additional value for you in Universal Coupons. You can exchange them for hundreds of useful articles.

The

Freihofer

**Vienna Baking
Company**

Philadelphia, Penna.



WHERE *the* GLASS JAR COMES IN

The glass jar in which Croft's Swiss Milk Cocoa—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, Croft's Swiss Milk Cocoa will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

**Croft & Allen Co.
PHILADELPHIA, PENNA.**

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

**IN
FIVE POUND SACKS**

Samuel Bell & Sons

Distributing Agents **PHILADELPHIA, PA.**

-17-

FLOUR.

	Per bbl.
King Midas	6.60
Gold Medal	6.55
Millbourne	6.45
On Top	6.60
Ceresota	6.50
Pillsbury's Best	6.35
Taylor's Fancy	5.25
Seimper Idem	4.60
Pride of the West	5.00
Sunbeam	4.90
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.45
Yellow, granulated, 100 lbs.	2.10
" table, 100 lbs.	2.05
Western, yellow, granulated, 100 lbs.	2.10
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 is.	per case 1.55
Schunacker's, 24 packages	" 1.25
Beans—	Per bushel.
California Lima	per lb. .05 3/4
Marrows, fancy, N. Y. State, grain bags	2.47 1/2
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.55
Pea, fancy, grain bags	2.60
" Michigan, grain bags	2.50
Red Kidneys	2.00
Peas—	
Green	2.45
Scotch	2.67 1/2
Split, yellow	2.20
" green	
Lentils—	Per lb.
ooooo, 110-lb. bags	.05 1/2
Less quantity	.06 1/2
Shaker Corn—	
Fancy, barrels	.05 1/2
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacher's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100-lb. bags	
" Grits, 100-lb. bags	
Barley—	
OO	.05 1/2
No. 3, 100 lb. bags	2.85
Noodles—	Per case.
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B.	per bbl.
B, 100-lb. kegs	per keg
Oaten Goods—	Per case.
Avena, 18 packages	1.42 1/2
Baoner Oats, 20 packages	4.35
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62 1/2
" 36 packages	3.25
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg
Standard, 180 lb. bbls.	
" 90-lb. bags	
Sago—	
Fine, bags about 160 lbs.	.03 3/4
50-lb. lots	.04 1/8
Admiral, pearl, 24s.	.07 1/4
Tapioca—	
Instantaneous, 50 is.	.08 1/2
Colburn's Hasty, 36 packages	.06 7/8
Minute, 1/4 gross	per box 2.85
Flake, about 125 lbs.	per lb. .04 1/4
" less quantity	" .04 3/4
Pearl, 150 lbs.	" .03 1/2
" less quantity	" .04

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s.	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s.	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.85
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.55
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.20

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57 1/2
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87 1/2
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87 1/2
Jell-O Ice Cream Powder, 2 doz.	.97 1/2
Jellycon, 1 doz.	.87 1/2
" assorted flavors, 3 1/2 doz.	.87 1/2
Chalmer's, shredded	1.00
" granulated	1.00
" No. 1 packages	.45
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Peter Cooper	.85
Tryphosa	.95
Imperial Wine Jelly	.95
Gelatin, McKinley's	per gross 11.00
Wetmore's, double refined, 36 10-c. packages	.85
Pudding, assorted, 2 doz.	per case 2.70
D-Zerta Jelly, assorted, 2 doz.	1.60
	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05 3/4
" Elbows, square, 25 lbs.	.05 3/4
" Macaroni, long, 25 lbs.	.05 3/4
" " square, 25 lbs.	.06 1/2
" Spaghetti, long, 25 lbs.	.05 3/4
" Vermicelli, square, 25 lbs.	.05 3/4
" Macaroni, bulk, 25 lbs.	.05 1/4

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bores, No. 2, 1 1/2 to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" " No. 4	" 5.40
" " No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

Sherer's Eclipse Counters—			No. of
No.	Length.	Drawers	Each.
6½.....	3 feet, 8 inches.....	9.....	15.00
8½.....	4 feet, 10 inches.....	12.....	20.00
10½.....	6 feet,	15.....	25.00
12½.....	7 feet, 3 inches.....	18.....	28.00
14½.....	8 feet, 6 inches.....	21.....	31.00
16½.....	9 feet, 8 inches.....	24.....	35.00
18½.....	10 feet, 10 inches.....	27.....	40.00
20½.....	12 feet,	30.....	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumbler, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	per doz. .70
Swansdown, 2 doz.	"
Osprey, 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10 1/2
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	240-280				
Ex. Norway, No. 3	325-375	22.00	11.60	6.00	1.35
Ex. Norway, No. 4	410-460	20.00	10.60	5.50	1.25
Ex. Bloaters, XXX	90-95	35.00	18.10	9.25	2.00
Ex. Bloaters, XX	100-110	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	190-210	22.00	11.60	6.00	1.35
Med. Shore, No. 1	220-240	20.00	10.60	5.50	1.25
Large Shore, No. 1	110-130				
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.50	8.35	4.58	1.03
Small Irish, No. 2	475-525	15.00	8.10	4.25	1.00
New Medium Shore	160-180				
New Large Shore	110-120				
Large, No. 2	230-250	15.00	8.10	4.25	1.00

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round, Large	7.00	4.10			
Shore, Round, Med	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Shad, No. 1, Mess, new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Gilt Edge, 40 lbs.	.06
Favorite Middles, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 35, wood boxes	.15 1/2
12 25, "	.15 1/2
24 15, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 " "	1.65
Strips, 40 size, boxes	.10
" 20 "	.10 1/4
Middles, 40 size, boxes	.12
" 20 "	.12 1/4

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08 1/2

Star Brand Boneless Herring.

Beardsley—	
Tins, keyed, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.50
Screw Top Jars, 2 doz. in case	.90

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04 1/2
In original cases, 450 lbs., 1/4 c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .27
Smoked Salmon, whole fish	"
Cromarty Bloaters, 50s.	per box .27
" 100s.	"

Swift & Co.—	Per case.
Talisman brand Boneless Herring, in glass,	
15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass,	
10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.06 7/8
" 5 and 10-lb. lots	.06 3/4
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	

-20-

Apricots—	
Extra Choice Royals, 25 lbs.	
Choice Royals, 25 lbs.	.09 3/4
Cherries—	
California, unpitted, Black, 25 lbs.	
California, pitted, Black, 25 lbs.	.15 1/2
Currents—	
Gold Medal, cleaned, 36 1 s.	.07 1/2
Gold Medal, loose, 25 lbs.	.07 1/2
Private Growth, extra, cleaned, 36 lbs.	.07 1/2
" cleaned, 30 lbs. bulk	.07 1/2

Peaches—	
Fancy Muirs, 50 lbs.	.10 1/2
Extra Choice Muirs, 50 lbs.	.10 1/2
Choice Muirs, 50 lbs.	.08 1/2
Extra Choice, Yellow, 25 lbs.	.07 1/2
Choice Yellow, 25 lbs.	.07 1/2

Pears—	
Choice California, Bartlett, 25 lbs.	.10

Prunes—	
Boxes.	
Extra Fancy Cal.	
Fancy Cal.	
Stand. Cal.	
Fancy Oregon	

20-30, 25 lbs.	
30-40, 25 "	.08 3/4
40-50, 25 "	.08
40-50, 50 "	.08
50-60, 25 "	.07 1/4
50-60, 50 "	.07
60-70, 25 "	.06 3/4
60-70, 50 "	.06 1/2
70-80, 25 "	
70-80, 50 "	
80-90, 50 "	.05 1/2
90-100, 25 "	
90-100, 50 "	.04 1/4
100-120, 50 "	

Raisins—	
Muscatsels, 4 crown, 50 lb.	.05 3/4
" 3 " 50 lb.	.05 1/2
" 2 " 50 lb.	.05

Cal. Thompson Seedless, 50 lbs.	.06 1/2
Cal. Cleaned Sultanas, 50 lbs.	.06 1/2
Cal. Sultanas, 50 lbs.	.06 1/2
Cal. Seedless Muscatsels, 50 lbs.	.06
Gilbert's, Laver, Valencias, 28 lbs.	.05 1/2

Raisins, Seeded—	
G. & S. fancy, 36 is.....	.08 1/4
Gold Ribbon, fancy, 36 is.....	.08
Owl, fancy, 36 is.....	.08 1/4
Harvest, choice, 36 is.....	.07 1/2
Citron, fancy, boxes, 10 lbs.....	.15 1/2
“ fancy, 25 lbs.....	.15 1/2
Lemon Peel, fancy, boxes, 10 lbs., net.....	.11 1/2
Orange Peel, fancy, boxes, 10 lbs., net.....	.12

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company

QUINCY

CHICAGO

BUFFALO

Something New from An Old House



¶ Our **Café des Gourmets Coffee** is our latest effort to please our friends and to give them a highly perfected blend at the popular price of 25 cents a pound.

¶ It is packed in handsomely labeled, air-tight tins so as to protect its freshness and natural aroma.

¶ **Café des Gourmets** is a satisfying drink and will please your most exacting trade, conforming to the usual high standard set by *Wilde's*, and is backed up by their reputation gained through more than 90 years of fair business dealings. A trial will prove its worth.

SAMUEL WILDE'S SONS CO., Importers

Coffees Teas and Spices

11 DUTCH STREET - - - NEW YORK



TEA, COFFEE and SPICE CANISTERS and CABINETS

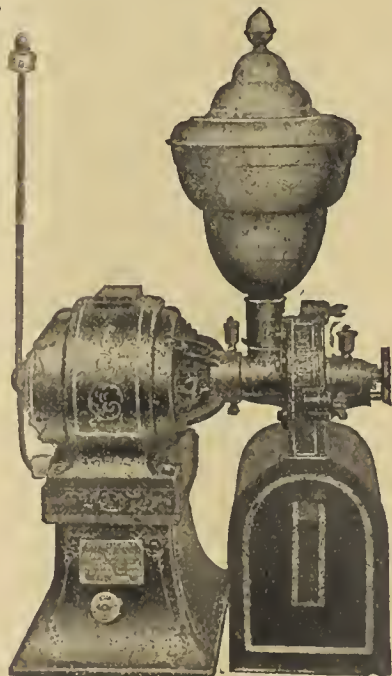
Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors are the best.

We import **Chinese Scenery Paper** for Tea-store decoration.

TROEMNER'S SCALES

and the

"STAR" COFFEE MILLS Electric Coffee Mills



For direct and alternating currents. Call on us and see sample mill in operation. None better made. Write to us before purchasing. The name "TROEMNER" guarantees the mill. Also **SHERER COUNTERS**. WRITE FOR CATALOGUE.

MORGAN & CORNELL

211 DUANE ST.
NEW YORK

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.30
Lewis.....	3.25
Red Seal, 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
King Bird—	
100s, 3 gross.....	2.85
500s, 1 gross.....	4.00
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulean Parlor—	Per gross.
65s.....	.41
100s, 5 gross.....	.90
500s.....	3.95
Vulcan Safety—	
65s, No. 37.....	.55
65s, No. 2.....	.45
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazappa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s, extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¼
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.08¾
18, 37 and 68-lb. buckets.....	.09
" 6 10-lb. buckets.....	6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....	3.80
" XXX, 18, 37 and 68-lb. buckets, per lb.....	.13
" " 6 5-lb. glass jars, per case.....	4.40
Fairmount, bbls. and ½ bbls.....	.07¾
18, 37 and 68-lb. buckets.....	.08
Wm. J. Troth—	
Famous, bbls. and ½ bbls.....	.08¾
" 18, 37 and 60-lb. buckets.....	.09
" 6 10-lb. buckets.....	6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....	3.80
" XXX, 18, 37 and 60-lb. buckets, per lb.....	.13
" " 6 5-lb. glass jars, per case.....	4.40
Golden, bbls. and ½ bbls.....	.07¾
18, 37 and 60-lb. buckets.....	.08
Atmore & Son—	Per case.
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	Per box.
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....	11.00
Condensed, 6½ doz. in case.....	11.00
Keystone—	Per lb.
Bbls., ½s and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.07½
18 and 37 lb. kanakins.....	.08
10-lb. kanakins, 6 to crate.....	9.80
5-lb. " 6 to crate.....	5.30
5-lb. glass jars, 6 to crate.....	6.25
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., ½ bbls. and 30-lb. kits.....	.05
Cruscent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.05¾
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.04¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12½

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" " ½ pints.....	2.20
" Extra, quarts.....	5.40
" " pints.....	4.00
" " ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" " ½ pints, 2 doz.....	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" " 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscana, J. L. Neff & Co., Agents—	Per case.
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-gal. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" " pints, 2 doz.....	9.00
" " ½ pints 2 doz.....	4.75
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	2.10
10 ½-gal. tins.....	2.20
20 ¼-gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	.03
Roll—	Per lb.
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¼
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.	
Size of Bag.	
Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	
Buffalo Yellow, Self-opening, Square.	
Panther, Yellow Union Self-open- ing Square.	
Union Bear Auto- matic Self-open- ing Square.	
Wolf Automatic, Self-opening Square.	
Record or Flyer, Square, or Peer- less Satchel Bot.	
1/4.....	.43
1/2.....	.52
1.....	.78
2.....	.88
3.....	1.09
4.....	1.26
5.....	1.47
6.....	1.72
8.....	2.29
10.....	2.39
12.....	2.75
14.....	3.97
16.....	4.41
20.....	4.79
25.....	4.80

Price per 1,000 and not less than 500 lots.	
Plain flour sacks, 12½-lb.....	per M. 4.00
" 25-lb.....	5.75
" 50-lb.....	11.00

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....	per doz. 4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....	per pail 2.50
Tripe, 10-lb. pails.....	.90
" 5-gal. kegs.....	per keg 2.00
Pigs' Feet, 10-lb. pails.....	per pail 1.00
" 5-gal. kegs.....	per keg 2.25
Pickled Beef Salad, in glass.....	per doz. 1.10
" Tripe, in glass.....	" 1.10
" Ox Heart, in glass.....	" 1.10
" Pigs' Feet, in glass.....	" 1.10
Russian Sardines.....	per keg .75
" 5-lb. pails.....	per pail .50
" 10-lb. pails.....	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.00
100 10-oz. ".....	3.90
24 20-oz. ".....	2.00
48 20-oz. ".....	3.90
1-X-L, 40 is, White Rice.....	2.65

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	Per doz.
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

45 gal., 1200s.....	per bbl. 9.20
45 gal., 1000s.....	" 8.65
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....	per keg 3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	per pail 1.00
Williams Bros.—	Per doz.
No. 8, Sour Gherkins, 2 doz.....	.85
No. 8, Sweet Gherkins, 2 doz.....	.90
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
4.00 7.00 6.00 11.00 10.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.	
kit kit kit per gal.	
1.70 3.30 8.00 1.50	

VINEGAR.

	Per g.
Duffy's—	
Pure Apple, extra old, bbls.....	.11
" 40 grain, bbls.....	.12
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.12
White Wine, 50 degrees.....	.20
Crown brand, pure cider, quarts.....	per doz. .90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" extra strength.....	.15
Crosse & Blackwell's.....	per doz. 2.00

PROVISIONS.

Hams, skinback, 18-20 lbs.....	.11
" 14-16 lbs.....	.12
" 10-12 lbs.....	.13
Picnics, 6-8 lbs.....	.09
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets, city smoked.....	.18
" tenders and knucks.....	.20
" flats.....	.16
" air dried, sets.....	.24
" tenders and knucks.....	.24
Jersey Pork, butt.....	per bbl. 17.75
" family.....	20.00
Breakfast Bacon, rib in.....	.13
" boneless.....	.14
S. P. Bellies, 14-15 lbs.....	.11
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.22
Beef Tongues, smoked, 5-6 lbs.....	per doz. 9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10
Covered Hams, ¼-cent extra; Covered Shoulders	
Picnics and Bacon, ½-cent extra.....	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	.14
" " 12 to 14 lbs.....	.14
" " 14 to 16 lbs.....	.14
" skinbacks.....	.14
Shield Hams, 10 lb. average.....	.13
" 12 ".....	.13
" 14 ".....	.13
" 16 ".....	.12
" 18 ".....	.12
" skinbacks.....	.13
Picnic Hams, 5 to 6 lbs.....	.08
" 6 to 8 lbs.....	.08
Star Smoked Ox Tongues, long cut.....	.14
" short cut.....	.17
Beef Bologna.....	.08
Shield Parafined Bologna.....	.08
Berliner Ham.....	.09
New Orleans Luncheon Meat.....	.10
Star Cooked Ox Tongue.....	.30
John Bower & Co.—	
Honey-cure brand Hams, skinback.....	.18
" " large.....	.15
" " medium.....	.15
" " small.....	.15
" Breakfast Bacon.....	.14
" boneless.....	.16
Beef, air-dried, regular sets.....	.22
" insides and knuckles.....	.22
Ham Bologna.....	.12
Beef Bologna.....	.12
Boiled Hams.....	.24
Beef Tongues.....	per doz. 8.00 10.00
Swift & Co.—	
Premium brand Hams, 8 to 10 lbs.....	.14
" " 12 lb.....	.14
" " 14 to 16 lbs.....	.13
" " 16 lb.....	.14
" " 18 lb.....	.14
" " skinned, 18-20 lbs.....	.15
" " boiled, skinned, fat- less.....	.20
" Bacon.....	.22
" Dried Beef, insides.....	.26
" Beef Tongues, short cut.....	.20
Winchester brand Hams, skinned, all aver.....	.14
" Picnics.....	.09

LARD AND COMPOUNDS.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. **LARD** a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

We Want You to Sell This

There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them ONCE they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.

76 Wabash Avenue

Chicago, Illinois

3 POINTS to BEAR IN MIND

“IT *IS* PURE”

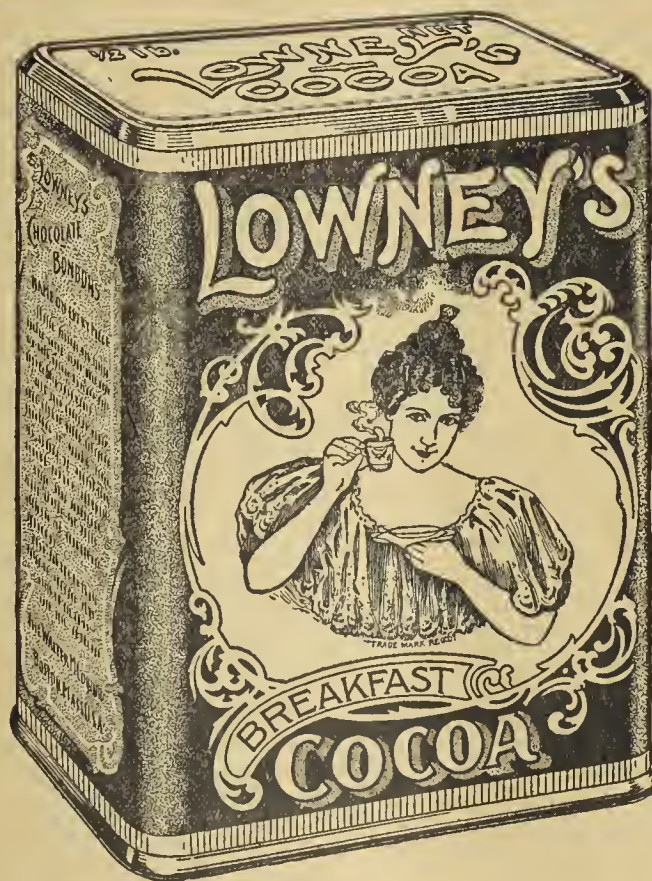
“IT *IS* PURE”

“IT *IS* PURE”

WE GUARANTEE
it to contain
NO Adulterants
or
Preservatives

**ATMORE'S
MINCE MEAT**

ATMORE & SON - Philadelphia



YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. **LOWNEY'S COCOA** is simply ground to the fineness of flour without treatment and has the natural delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening.

The same is true of **LOWNEY'S PREMIUM CHOCOLATE** for cooking.

The Walter M. Lowney Company
BOSTON, MASS.

—25—

Western Dressed Beef—	
Choice, native cattle.....	.08 - .09 1/2
Common to fair.....	.06 - .08
City Dressed Veal—	
Prime.....	.11
Good to choice.....	.10
Dressed Hogs—	
Pigs.....	.09 3/4 - .10
Hogs, heavy.....	.09 3/4 - .10
“ 180 lbs.....	.09 3/4 - .10
“ 160 lbs.....	.09 3/4 - .10
“ 140 lbs.....	.09 3/4 - .10
Dressed Sheep and Lambs—	
Lamb, western, good.....	.11
“ “ culls.....	.09
Sheep, choice.....	.08 - .09 1/2
“ medium.....	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.70 - .80
Cow Tongues.....	.50 - .70
Calf Heads, scalded.....	.50 - .75
Sweetbreads, veal.....	.60 - .90
“ beef.....	per doz.
Calf Livers.....	per lb. .20 - .25
Beef Kidneys.....	per doz. - .10
Beef Livers.....	per doz. - .06
Ox Tails.....	per doz. .50 - .65
Hearts, beef.....	per lb. .03 - .05
Rolls, beef.....	per lb. - .14
Tenderloin, beef, western.....	per lb. - .20
Fresh Pork, loins, city.....	per lb. .10 - .12
“ “ western.....	per lb. - .10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

Turkeys—		Per lb.
Western, young hens, 8 to 10 lbs.....	.24	-.27
“ young toms, 15 to 17 lbs.....	.24	-.27
Old hens and toms.....	.23	-.25
Common to good.....	.20	-.23
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy.....	.20	-.22
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair.....	.20	-.22
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy.....	.20	-.22
Western, 4 to 4 1/2 lbs. to pair, fancy.....	.18	-.20
“ 3 to 3 1/2 lbs. to pair, fancy.....	.18	-.20
“ fair to good.....	.15	-.16
Fowls—		
Western, fancy.....	.14 1/2	-.15
Heavy Roasters, 4 to 5 lbs.....	.20	-.22
Fair to good.....	.19	-.20
Old cocks.....	.10	-.11
Western capons, fancy.....		
“ small.....		
Squabs—		Per doz.
Prime, large, fancy.....	3.00-3.50	
Mixed.....	2.50-3.00	
Dark.....	1.25-1.50	

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.....	.15 - .16
Large Springers.....	.15 - .16
Fowls.....	.13 1/2 - .14
Roosters.....	.10 - .11
Ducks.....	.11 - .13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or No. 1, 2 doz.....	per doz. .85
“ 1 doz.....	“ .85
Large, or No. 2, 1 doz.....	“ 1.40
1-lb. cans, 1 doz.....	per case 4.00
2-lb. cans, 1/2 doz.....	“ 3.75
3-lb. cans, 1/2 doz.....	“ 5.40
5-lb. cans, 1/2 doz.....	“ 8.70

SAUER KRAUT.

Extra quality, 50-gal. tierces.....	5.65
“ 15-gal. kegs.....	2.75
Victory, extra fancy, No. 3, 2 doz.....	per doz. .82 1/2
Spring Garden, fancy, No. 3, 2 doz.....	“ .80
Compass, No. 3, cans, 2 doz.....	“ .75

PLUM PUDDING.

Richardson & Robins—		Per doz.
Individual size, 1/2 lb., 2 doz.....	1.00	
Round conical, with key, No. 1, 1 doz.....	2.35	
“ “ No. 2, 1 doz.....	4.25	
“ “ No. 3, 1/2 doz.....	6.50	
“ “ No. 4, 1/2 doz.....	8.50	
P. P. Sauce, No. 1, 2 doz.....	1.50	

—26—

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.....	2.00
No. 1, cans, 1 doz.....	2.25
No. 2, cans, 1 doz.....	4.00
No. 3, cans, 1/2 doz.....	3.25
No. 4, cans, 1/2 doz.....	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—		Per doz.
No. 32, jars.....	.97 1/2	
No. 5, toy pails.....	2.45	
American, pure apple, tumblers, assorted slices.....	.88	
Schimmel's, No. 10, tumblers.....	.83	
National, No. 10, tumblers.....	.72 1/2	
“ No. 6, tumblers.....	.49	
Preserves—		Per lb.
Schimmel's, pure, 30-lb. pails.....	.13 1/2	
National, 30-lb. pails.....	.09	
Southwark, 30-lb. pails.....	.06	
“ 4 1/2-lb. toy pails, 1/2 doz.....	4.10	
Fruit Butters—		Per doz.
Apple, No. 32, jars.....	.98	
“ Southwark, No. 3, tins.....	1.00	
“ No. 5, toy pails.....	2.70	
“ 30-lb. pails.....	per pail 1.08	
“ 20 lb. crocks.....	per lb. .07 3/4	
“ Schimmel's, 30-lb. pails.....	“ .06	
Prune, 30-lb. pails.....	“ .07 1/4	
Jams—		
Schimmel's, pure, jars, 2 doz.....	1.70	
Southwark, assorted, jars, 2 doz.....	.98	
Orange Marmalade—		
Hartley's, imported.....	1.82 1/2	
Schimmel's, pure.....	1.65	
Warrock's Guava Jelly—		
1-lb. tumblers.....	4.00	
1/2-lb. “.....	2.25	
Curtice Bros. Preserves—		
Cherries, jars.....	4.85	
Strawberries, jars.....	4.60	
Raspberries, jars.....	4.60	
Apricots, peeled, jars.....	4.85	
Pineapple, jars.....	4.60	

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.		5c. sz.	10c. sz.	25c. sz.
Essence Peppermint.....	.85	1.95		
Castor Oil.....	.45	.85	1.95	
Sweet Oil.....	.40	.85	1.95	
Spirits Nitre.....	.45	.85	1.95	
Spirits Camphor.....	.85	1.95		
Spirits Painters' Commercial.....	.45	.85	1.95	
Paedegoric.....	.45	.85	1.95	
Glycerine.....	.45	.85	1.95	
Syrup Squills.....	.45	.85	1.95	
Syrup Rhubarb.....	.45	.85	1.95	
Syrup Ipecac.....	.45	.85	1.95	
Turlington Balsam.....	.45	.85	1.95	
Golden Tincture.....	.45	.85	1.95	
Tincture Arnica.....	.45	.85	1.95	
Balsam de Malta.....	.45	.85	1.95	
Bateman Drops, rd bots.....	.45	.85	1.95	
Godfrey's Cordial, rd bots.....	.45	.85	1.95	
Turpentine.....	.45	.85	1.95	
Machine Oil.....	.45	.85		
Laudanum, 15c. size.....	per doz. 1.20			
“ 25c. size.....	“ 1.90			
5 per cent. discount in gross lots assorted.				
Alum.....	per lb. .03			
Beef Capsules, Anker's.....	3.00			
Borax, powdered, bulk.....	per lb. .08			
“ lump, bulk.....	“ .08			
“ 20 Mule-Team, pure, 24 1 lb.....	per case 2.40			
“ 48 1/2 lb.....	2.60			
“ 96 1/4 lb.....	2.80			
Butter Color, W. & R.....	per doz. 2.00			
Bull's Cough Syrup.....	“ 1.90			
Bluestone, bulk.....	per lb. .06			
Copperas.....	“ .01			
Camphor, gum, 1-oz. blocks.....	“ .60			
“ flakes, 250-lb. bbls.....	“ .02 3/4			
“ less quantity.....	“ .03 1/4			
“ Tar Balls, 250-lb. bbls.....	“ .02 3/8			
“ less quantity.....	“ .03			
Castoria, Fletcher's.....	per doz. 2.80			
“ Pitcher's.....	“ .85			
Carbonate of Ammonia.....	per lb. .11			
Epsom Salts.....	“ .01 1/2			
Glauber Salts.....	“ .01 1/2			
Glue, ordinary.....	“ .09 1/2			
“ white.....	“ .20			
Gum Arabic.....	“ .50			
Haarlem Oil.....	per doz. .35			
Husband's Magnesia.....	“ 2.85			
Jamaica Ginger, Hires', flasks.....	“ .90			
Licorice, P. & S., 5c. stick, imported, “ M. & R., 5-lb. boxes.....	per lb. .23			
“ lozenges, 5-lb. boxes.....	“ .27			
“ 45, 65, 85, 125, 165, 5-lb. boxes.....	“ .24			
“ root.....	“ .11			
Putty, 25-lb. cans.....	per 100 lbs. 1.60			
“ 50-lb. cans.....	“ 1.55			
Petroleum Jelly, screw top, 5c. size.....	per doz. .35			
“ 10c. size.....	“ .75			
Paris Green, 100-125-lb. kegs.....	per lb. .24 1/2			
“ 1/4-lb. packages.....	“ .29			
“ 1/2-lb. packages.....	“ .28			
“ 1-lb. packages.....	“ .27			
Rosin.....	“ .03 1/2			
Roach Powder, Omega, 4-oz. cans.....	“ .80			
“ per gross.....	9.00			
Roachsalt, 10c. size.....	per doz. .80			
Saltpetre, crystal, about 350-lb. bbls.....	per lb. .06 3/4			
“ granulated, about 100-lb. kegs.....	“ .06 3/4			
Sulphur, flour, 175-lb. bbls.....	per 100 lbs. 2.55			
“ 100-lb. bags.....	“ 2.35			
“ less quantity.....	per lb. .03 1/2			
Venetian Red.....	“ .01			
Whiting.....	“ .02			

—27—

Goff's—		Per doz.
Cough Syrup, 25c. size.....	1.75	
Herb Bitters, 25c. size.....	1.75	
Oil Liniment, 25c. size.....	1.75	
Sarsaparilla, 50c. size.....	3.50	
Worm Syrup, 15c. size.....	1.20	
Horse and Cattle Powder, 15c. size.....	1.20	
Dyspepsia Tablets, 10c. size.....	.75	
Iron Glue, McCormick & Co.—		
No. 5.....	.40	
No. 10.....	.75	
Tube V.....	.75	
McCormick & Co., Bee Brand—		
Insect Powder.....	.80	
Root Beer.....	.80	
Talcum Powder.....	.75	
Triangular Quinine.....	.80	
Quinine Capsules.....	.75	
W. F. Young's Veterinary Remedies, whole-sale prices—		Per doz.
Absorbine.....	18.00	
“ Jr., (Mankind).....	9.00	
Taroleum, small cans.....	6.00	
“ large cans.....	15.00	
Young's Kidney and Nerve Powders.....	2.00	
“ Fattening and Condition Drops.....	4.00	
“ Colic and Indigestion Cure.....	4.00	
Less 2 per cent. cash 10 days. Net 30 days.		
F. O. B. Springfield.		

Druggists' Sundries.

Acid Phosphate, Horsford's.....	per doz.	4.15
Bath Brick, box 25 bricks.....	per box	.60
Sealing Wax.....	"	.03
Silver Sand.....	per bbl.	1.25
Tar, pints.....	per doz.	.75
" quarts.....	"	1.00
" gallons.....	each	.30
" 1/2 bbls.....	"	3.50
" bbls.....	"	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size...		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size...		4.00
Reliable Brand Headache Powders, 10c. size .....		.75

Extracts and Essences.

McCormick & Co., Bee Brand—		Per doz.
Vanilla, Rose, Pistachio, 10c. size.....	.90	
“ 25c. size.....	2.00	
“ 35c. size.....	2.25	
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size.....	.85	
“ 15c. size.....	1.75	
“ 25c. size.....	2.00	
Sauer's Flavoring Extracts—		
No. 1, Lemon and Vanilla.....	.45	
No. 2, Vanilla and Rose.....	.90	
No. 2, Lemon and assorted.....	.85	
No. 4, “.....	2.00	
No. 4, Vanilla.....	2.25	
Assorted cases, Nos. 1 and 2.....	10.80	
“ Nos. 1, 2 and 4.....	11.80	
Bulk.....	pts. qts. 1/2 gals. gals.	
XXX Vanilla.....	1.50 3.00 6.00 12.00	
XX Vanilla.....	1.25 2.50 5.00 10.00	
X Vanilla.....	1.00 2.00 4.00 8.00	
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery.....	1.00 1.60 3.00 6.00	
Peach, Rose, Apricot, Violet.....	1.50 2.75 5.50 10.00	
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit.....	1.25 2.25 4.00 7.50	
Tea.....	“ “ “ 7.00	
Kitchen Queen—		Per doz.
Extract Vanilla, No. 25.....	2.00	
“ No. 2X.....	.80	
“ No. X.....	.45	
Extract Lemon, No. 25.....	1.75	
“ No. 2X.....	.80	
“ No. X.....	.45	
Ingersoll's Flavoring Extracts—		
High Grade Vanilla.....	1.75	
“ Lemon.....	1.75	
Select Vanilla.....	.85	
“ Lemon.....	.85	
“ assorted.....	.85	
“ small size.....	.45	

Liquid Rennet and Tablets.

Blair's Liquid Rennet.....	Per doz. 1.10
“ Rennet Tablets, 3 doz.....	.75
Shinn & Kirk's Liquid Rennet.....	1.50
Hanson's Junket Tablets, 3 doz.....	.73
Union Tablets, 3 doz.....	.45

CIDER.

Corson's—		Per gal.
Bottled Cider—		Per case
Duffy's 1842 Apple Juice, 1 doz. qts.....	3.50	
“ 2 doz. pts.....	4.00	
Anchor brand Golden Russet, 1 doz. qts.....	3.75	
“ 2 doz. pts.....	4.25	
Mott's brand Golden Russet, 1 doz. qts.....	3.75	
“ 2 doz. pts.....	4.25	

—28—

CHEWING GUM.

Adams', counter jars, 100 sc. packages.....	2.7
“ boxes, 20 packages.....	.5
Gee Whizz, 72 packs.....	.4
Fleer's Chiclets, 3 lbs., bulk.....	1.2
Spearmint, 20 packs, 100 pieces.....	.5

RICE.

Extra Fancy Head, XXXX, 100-lb. bags.....	Per lb. .0
Fancy Head, 100-lb. bags.....	“ .0
Choice, 100-lb. bags.....	“ .0
Prime, 100-lb. bags.....	“ .0
Japan, fancy, 100-lb. bags.....	“ .0
“ choice, 100-lb. bags.....	“ .0
Java, fancy, polished, 100-lb. bags.....	“ .0
B. Fischer & Co.—	



Fischer's Choice Head, 1-lb. pockets.....	Per lb. .0
Queen Quality, ex. fancy head, 1-lb. pockets.....	“ .0
“ “ 3-lb. “.....	“ .0
“ “ 5-lb. “.....	“ .0
Coronet, choice head, 1 lb. pockets.....	“ .0
“ “ 3-lb. pockets.....	“ .0
Imperial, choice, Dom. Japan, 1-lb. pockets.....	“ .0
“ “ 3-lb. “.....	“ .0
“ “ 5-lb. “.....	“ .0
Extra fancy head, XXXX, 100-lb. bags.....	“ .0
Fancy head, 100-lb. bags.....	“ .0
Choice head, 100 lb. bags.....	“ .0
Fancy Java head, 100-lb. bags.....	“ .0
Extra fancy, Patna, 100-lb. bags.....	“ .0
Siam, Patna style, 100-lb. bags.....	“ .0
Broken, 100-lb. bags.....	“ .0
Fancy Japans, 100-lb. bags.....	“ .0
Choice Japans, 100-lb. bags.....	“ .0

SALT.

Worcester—	
Bbls., contain 280 lbs.....	2.5
“ 60 5-lb. bags.....	4.0</



It's a Hard Job, but We've Done It

You know how hard it is to please all your customers with coffee. It is natural for you to find it harder than we do, because you have a lot of things to do and we do nothing else. Private Estate Coffee is the result of many years' experimenting to please the popular taste, and it does it so well that we don't know of a grocer who has induced a customer to try it who isn't still using it. This is one important reason for your making a leader of it, and another is that we share our profits with you by giving you Universal Coupons with every case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS

33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Wrap Up the Penny

It is poor business to give away a part of your profits to each customer if they do not know you are doing so.

If you give 52 cents' worth of coffee for 50 cents without your customer knowing it you lose two cents and receive no benefit from your generosity. Remember it is your loss.

Better sell 50 cents' worth for 48 cents, or put the two pennies in the package where they will be seen and thus

Advertise Your Business

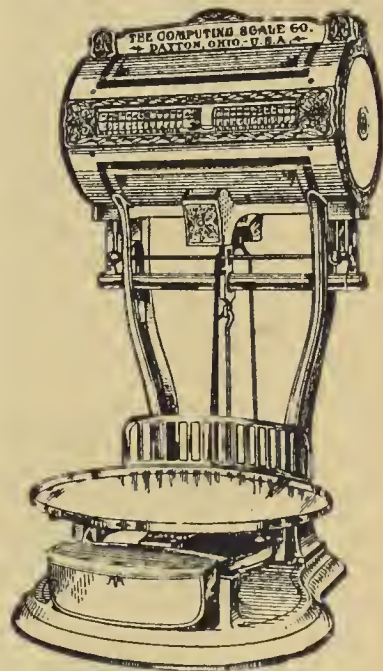
The best and safest way to secure trade and hold it is to use such methods as will promote absolute confidence. Impress upon your customers the fact that you are trying to be fair and square with them. The surest way to show this is to use

Dayton Moneyweight Scales

There is nothing on the market to-day which will bring as large and as sure returns on the money invested as our latest improved scales.

Eighteen years of experience and development places us in a position to equip the merchant with scales which produce the desired results in the quickest and surest way. Let us prove it.

It is no credit to be the last to investigate, therefore, send in the attached coupon or your name and address by return mail.



The new low platform No. 140 DAYTON Scale

Moneyweight Scale Co.

35 State Street, Chicago



DISTRICT OFFICES:

Philadelphia Office, 1651 N. 8th Street.
Pittsburg Office, 205 McCance Bldg.

New York Office, 11 E. 14th Street
Buffalo Office, 62 Pearl Street.

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN..... STATE.....
BUSINESS.....

-29-

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

Canary, bush. 60-lb.	2.60
Caraway	.12
Celery	.09
Coriander, bleached	.05
Flax	.05
Hemp, bush 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape, per lb.	.05½
Poppy, per lb.	.10
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 112 lbs., kegs.	1.75
Bi-Carb., bulk, less quantity	.02½
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼s, 36 lbs.	.05½
“ “ “ ¼s, 36 lbs.	.04½
“ “ “ ¼s, 36 lbs.	.05½
Saleratus, Babbitt's bd., ¼s, 25-lb. bxs.	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
	Per case
Clicquot Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross.	2.50
Bon Ami, 10-cent size.	¼ gross 2.50
Electro Silicon, 1 doz.	per doz. .72
Putz Liquid, large, 3 doz.	per gross 16.50
“ “ “ 3 doz.	per doz. 1.45
“ “ “ small.	per doz. 7.00
“ “ “ “	per doz. .60
Putz Paste, large.	per doz. .55

SOAP—Laundry.

	Less than Bars.	5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.75
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	3.52½
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
“ Pearl, Young & Co.	40	2.80
“ Day & Frick, Novelty	40	2.80
“ Handsome	60	2.60
“ Eavenson, large	100	4.75
“ “ small	100	3.75
“ Kirkman's	100	3.75
“ Red Seal	100	3.80
“ Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.55
Coal Oil Johnny	100	3.57½
Cygnus	100	4.00
Dobbins' Electric	100	4.25
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five case lots freight prepaid	100	3.95
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50

-30-

Grand Pa's, large.	50	3.15
“ “	100	3.80
Ivory	100	7.00
“ small	100	4.00
Lenox	100	3.00
Life Buoy	50	1.95
“ “	100	3.90
Lautz's Naptha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
“ 5 cent size	100	4.00
“ toilet size	100	4.00
Mayer's	100	3.80
“ “	50	1.90
Miller's Naptha	100	3.75
Naptha, Swift's	100	3.75
“ P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75
Oleine, Conway's	60	2.50
“ Golden	60	2.55
“ Eavenson's	60	2.35
“ Kirk's	60	2.07½
“ Philadelphia, 60 blocks.	60	2.60
“ “ 72 “	60	2.60
“ Pennsylvania	60	1.60
“ Procter & Gamble	60	3.00
“ Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
“ tubs	150	4.60
Sunlight, oval	100	3.85
“ twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.00
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
“ small	100	4.00

Toilet Soaps.

Buttermilk Cosmo	gross 6.60
“ “	doz. .60
“ Swift's	gross 4.05
Castile, imported, Conti.	lb. .13½
“ Conti, original boxes	lb. .11¾
Cutaneous, Dr. Raub's	doz. .70
Elderflower, large cake	gross 4.40
Fleur-de-lis	doz. 4.50
“ “	doz. .45
Hearts and Flowers	gross 10.25
Maxine Elliott	gross 8.10
Oatmeal, 3 cakes in box	“ 3.25
Olive Oil Castile, white, green or mottled,	9 ¼-lb. bars to box .09
Turkish Bath	doz. .40
Sweetheart, 50 cakes	box 1.75
Witch Hazel, 3 cakes, ½ gross	gross 3.25
“ Swift's	“ 4.05

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	
Sapolio, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ 72 “	2.70
“ 100 “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ “ 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
“ “ 100 5-cent packages	3.75
Kirkoline, white, 24 large packs	3.55
“ “ 100 12-oz. packages	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
“ “ 50 2s	4.00
“ “ 100 1s	4.00
Nine O'clock Tea, 100 packages	3.75
I-V Washing Tablets, 3 doz.	per doz. .43
Swift's Washing Powder, 100 1s	3.85
“ “ 24 4s	3.85
Pennywash, 1 gross and 144 1-cent cakes free.	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
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PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	per doz. .45
Dime size, 2 and 4 doz.	“ .85
¼-lb. net, tins, 2 and 4 doz.	“ 1.00
½-lb. net, tins, 2 doz.	“ 1.90
1-lb. net, tins, 1 doz.	“ 3.70
6 lb. cans, full weight	per lb. .23
10 lb. cans, full weight	“ .22
Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
½-lb. “	“ 2.70
¼-lb. “	“ 1.45
⅛-lb. “	“ .90
18-b. kegs	43

-31-

	Bbls.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.17	.19
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.11	.12	.14
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			Per doz.
Bee Brand—Pepper, Cinnamon, Mustard,			
Cloves, Ginger, Allspice	½-lb.		.40
“ “ “ “	¼-lb.		.75
Banquet Brand—Mustard, Cinnamon, Pep-			
per, Cloves, Ginger, Allspice	½-lb.		.40
“ “ “ “	¼-lb.		.75

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ 20, “	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon,	2 doz. .90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.11½
Mace	.48
Nutmegs, large	.16
“ medium	.13
Cinnamon Bark, China	.13
“ Canton	.12
“ Java Thin Quills, 5-lb. rolls.	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes.	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ 36 10-cent “	“ 2.70
Duryea's, 40-lb., 1-lb. packages	.07½
“ 20-lb., “	.07½
Niagara, 40 lb., “	.05
Cream, 48-lb., “	3.45
Kingsford's, 40 lb., “	.07½
“ 20-lb., “	.07½

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.04
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.06
“ Linen Gloss, 3-lb. cartons	.05
Kingsford's, Pure, 3 lb. cartons	.06½
“ Pure Gloss, lb. packages	.06½
“ Silver Gloss, 12 6-lb. wd. bxs.	.07½
Duryea's, Superior, 3-lb. cartons	.06½
“ Satin Gloss, lb. packages	.07½
“ Superior B, bulk	.04½
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.07½
Niagara, laundry, 50 lb. bulk	.04
“ 1-lb. packages, 48 lbs.	.05
“ 3-lb. cartons, 48 lbs.	.05
“ 6-lb. boxes	.06
Celluloid, 64 10-cent packages	4.30
“ 64 5-cent “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods,	36 packages. per package .08
Starch Polish, 20 cakes	per box .50

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ large	7.00
“ “ Liquid, large	6.65
“ “ “ small	4.90

-32-

Electric Paste, ½-gross boxes	4.20
Magic Paste, ¼-gross boxes	4.75
Parlor Pride, large size	per doz. .87½
“ “ small size	per gross 10.25
“ “ “ “	per doz. .70
Climax Enamel, ¼-gross	per gross 9.40
Black Jack, ¼-gross	“ 7.00
Rising Sun	“ 5.75
Sun Paste, 5-cent size	“ 4.50
“ 10-cent size	“ 7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ¼ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼ gross	2.25
Per box of ½-gross	4.50
Per gross	9.00
F. F. Dalley Co.—	
2-in-1, smaller size	per doz. .75
2-in-1, large size	“ 1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkge. .04¾
Excelsior, 24 packs	“ .05¾
McAllister, 36 packs	“ .05¾
Rosensteins, 1-lb. pkgs., 2 doz.	per lb. .05¾
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz. .35
Red, quarts, 3 doz.	“ .70
Silver, pints, 3 doz.	“ .35
“ quarts, 3 doz.	“ .70
Bath Brick, 25 bricks	per box .60
Toothpicks, Eureka, 100 boxes	case 1.85
“ Perfection, 2 doz.	per doz. .42½
Royal Glue, 1 doz.	“ .80
Paist's Glue, 1 doz.	“ .40
Carpet Tacks, Wooden Keg, ½-gross case,	assorted, 6, 8, 10s. per case .90
Carpet Tacks, Silver Steel, 4-oz.	per doz. .06
6-oz.	“ .06½
8-oz.	“ .07½
10-oz.	“ .08½
12-oz.	“ .09½
Matting Tacks—	
No. 10, steel	per doz. .10
No. 11, “	“ .10½
No. 12, “	“ .13
G. B. Weiss & Son—	
Sole leather, No. 1	.25
“ No. 2	.23
“ No. 3	.21
Cut Sole Leather, cut into taps, 6 ins. high	1.50
“ “ “ 5½ “	1.48
“ “ “ 5 “	1.42
“ “ “ 4½ “	1.25
“ “ “ 4 “	1.18
“ “ “ 3½ “	1.05
“ “ “ 3 “	.90
SEIBERT'S	
Poison Fly Paper	
Pays 150% Profit	
A very attractive package	
and a good seller.	
Put up 50 envelopes in	
a display box like	
cut \$1.00	
Retails at 5 cents an envelope	



Fly Ribbon	per gross 4.80
Ely Paper, Tanglefoot	per case 2.20
“ Sticky, 10 cartons	“ 3.00
Stickite Fly Paper, 100	per case 2.35
“ “ 10 cartons	“ 3.00
Wax, White and Yellow	per lb. .30

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.....	per lb.	.08
“ “ Clotheslines, 50-ft. hanks.....	doz.	.75
Cleveland, extra fine cotton twine.....	per lb.	.20
Orange Brand, fine cotton twine.....	“	.18
Texas Medium, cotton twine.....	“	.16
Cotton Candle Wick.....	“	.20
Colored Twine, 8 balls to box., lb. to bx.	“	.25
Fine Hemp Twine, 8 balls to lb. in 5-lb.	“	
bunches.....	“	.20
Coarse Hemp Twine, 8 balls to lb., in		
5-lb. bunches.....	per lb	.16
Best Jute Rope. 16 yds. to lb.....	“	.07
Best Jute Plow Line, 8 yds. to lb.....	“	.07
Jute Clotheslines, 90 ft. to hank.....	per doz.	1.60
“ “ 108 ft. to hank.....	“	1.70

No Friends Among the Wheelwrights



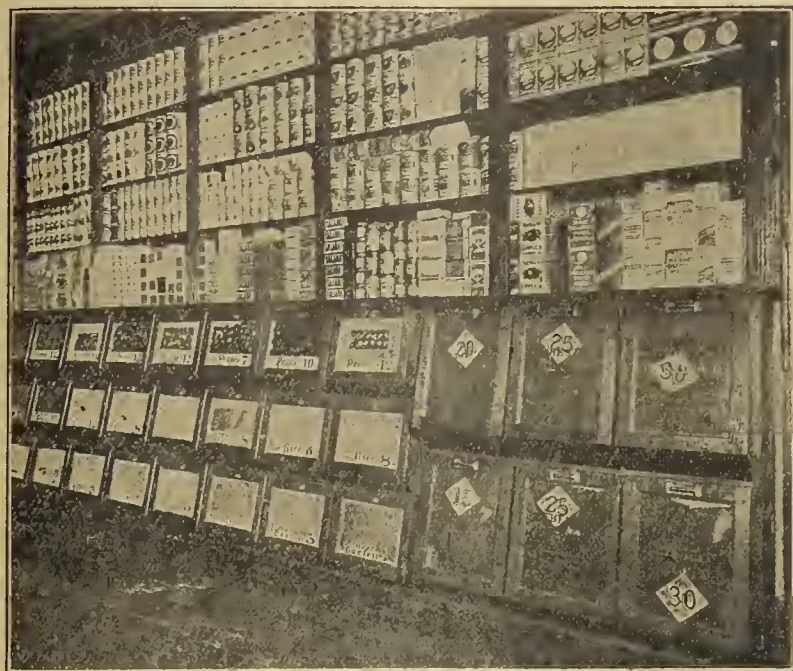
Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

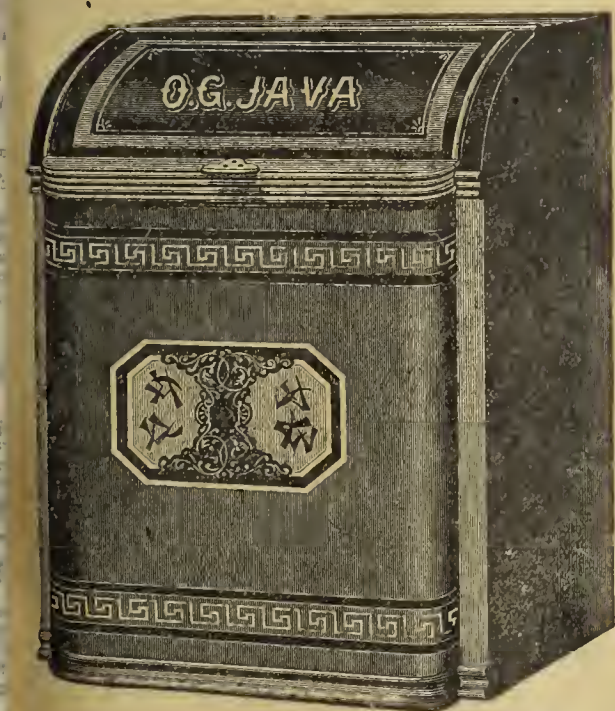
"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

18 to 24 S. Seventh St., Philadelphia, Pa.



COFFEE AND TEA BINS THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace

them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs.



HENRY TROEMNER, 911 Arch Street
PHILADELPHIA, PA., U. S. A.

Published every
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Circulates in every
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and Canada.

AND

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Contents.

	PAGE
The Farwell & Rhines Flour Case.....	6
The Armsby Raisin Corner Scheme.....	6
Beet Sugar Just as Good as Cane.....	6
The Large Success of Organized Manu- facturers' Representatives.....	7
Older Business' Death Blow Coming.....	7
Legal Department.....	8
Selling Talks With Grocery Clerks.....	9
Editorial.....	10
Selfishness and How it Spoils Plans. The Latest. The Druggists' Latest Plan. The Jobbers' Rule. One a Crime, but Not the Other.	10
To Grocers of Maryland, Virginia, North and South Carolina.....	10
The New York Letter.....	12
Two-Minute Sermons for the Retail Grocer.....	13
More About the Goldine Soap Fake.....	14
The Grocery Markets.....	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Market Notes.....	18
Failures Still Show Some Increase.....	18
What American Groceries Cost in Morocco.....	19
The Science of Advertising.....	19
What Local Pennsylvania Grocers' Asso- ciations Are Doing.....	20
More Trade Boomers for the Early Fall..	22
Window Dressing for Grocers.....	27
The Stroller's Column (Contributed).....	29
Loan Sharks.	
Correspondence.....	30
Association News.....	30
Among the Trade.....	30
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
"Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	18
Anker's Bouillon Capsules.....	39
American Can Co.....	9
American Slicing Machine Co.....	39
Arbuckle Bros.....	Cover 3
Armour & Co.....	13
Atmore & Son.....	45
Babbitt, B. T.....	Cover 2
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	18
Barber & Perkins.....	8
Beardsley's Sons, J. W.....	20
Beil & Sons, Samuel.....	41
Bishop, R. W.....	18
Blooker's Cocoa.....	39
Bower & Co., John.....	45
Bradshaw Company.....	55
Brown & Co., P. F.....	22
Brown Manufacturing Co., Ltd., The.....	41
Buckley, Elton J.....	6
Bucknam & Vanderpoei Co.....	41
Burk, Louis.....	21
Cauchois & Co., F. A.....	50
Ceylon Tea.....	7
Computing Scale Co., The.....	3
Croft & Allen Co.....	41
Daetwyler & Co., R.....	32
Eby Co., The Frank C.....	14

	PAGE
Egg-O-See Cereal Co.....	43
Electro-Silicon Co., The.....	22
Enterprise Mfg. Co. of Pa., The.....	Cover 1
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	20
Fell Manufacturing Co., E. C.....	Cover 2
Fischer & Co., B.....	43
Fleischmann's Yeast.....	12
Fly Ribbon Mfg. Co., The.....	31
Forbes, J. P.....	32
Franklin Sugar Refining Co.....	39
Freihofer Vienna Baking Company.....	41
Frye & Co., Jed.....	29
Fulton & Walker Co.....	49
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	9
Grocers' Printing Co.....	18
Heacock, H. F.....	14
Hellenic International Bureau.....	43
Hires Condensed Milk Co.....	Cover 4
Indexed Coupon Books.....	32
Iroquois Canning Co.....	28
Ivins' Son, J. S.....	4
Kingsbury, H. P. D.....	16
Knight Cooking Extract Co.....	45
Lamson Consolidated Store Service Co.,	28
Lautz Bros. & Co.....	Cover 2
Leggett & Co., Francis H.....	15
Lindsley J. V., & Company.....	47

	PAGE
Lititz Bretzel Co.....	29
McCahan Sugar Refining Co., The W. J., Cover	3
Millbourne Mills.....	31
Moore & Co., E. B.....	Cover 3
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	12
Ohio Match Sales Company.....	39
Philadelphia Electric Co., The.....	12
Pressing & Orr Co., The.....	Cover 2
Quaker City Preserve Co.....	18
Quaker Oats Company, The.....	37
Ralston Purina Mills.....	39
Ritter Conserve Co., Philip J.....	16
Royal Specialty Co.....	39
Sauer Co., C. F.....	Cover 4
Shinn & Kirk.....	50
Swift & Co.....	29
Swift & Co., Gloucester, Mass.....	12
Troemner, Henry.....	49
United Store Service and Tube Co.....	50
Van Camp Packing Co.....	27
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Welles & Davis Mfg. Co., The.....	45
Wells & Richardson Co.....	11
Wilde's Sons Co., Samuel.....	47
Williams Bros. Co., The.....	47
Young & Co., Chas. W.....	14
Zipp Manufacturing Co.....	47

The Farwell & Rhines Flour Case

The "Grocery World and General Merchant," in Answer to Protest Against Statement of Trouble with Pennsylvania Food Laws, Prints Full Status of Case. State Chemist Recommended Prosecution and Large Dealers Warned.

There came to the "Grocery World and General Merchant" office during the week one of the representatives of N. W. Ayer & Son, Philadelphia advertising agents. His name was Willard Smith, and on behalf of Farwell & Rhines, manufacturers of "gluten" flour, he entered vigorous objection to the "Grocery World and General Merchant's" recent statement that that concern was in trouble with the Pennsylvania food authorities. Mr. Smith insisted that the "Grocery World and General Merchant" look into the matter and publish a retraction of its statement.

The situation as to Farwell & Rhines, told a little more in detail than in the former article, seems to be this: The concern sells what it represents to be a gluten flour. The brand name is "Cresco" and the flour is rather extensively sold at around \$10 per barrel under the representation that, being a gluten flour, it possesses special and unusual qualities of nutrition and healthfulness. As an illustration of the class of dealers handling it may be cited the names of Thomas Martindale & Co., Hanscom Bros., and Mitchell, Fletcher & Co., of Philadelphia.

Some time ago the Pennsylvania Food Department, through Mr. Harry Cassidy, Deputy Commissioner for the Philadelphia district, took samples of the flour and placed them with Dr. Charles H. Lawall, State chemist, for examination. Dr. Lawall reported that the flour was not what it was represented to be, and recommended prosecution. The matter is still pending at that stage. The Food Department naturally cannot prosecute Farwell & Rhines, because it cannot find them in this jurisdiction. So the deputy, Mr. Cassidy, has simply laid the facts before the various dealers handling the goods with appropriate warning and suggestions.

It is understood that the same flour is also under examination by the Federal food authorities.

When in the "Grocery World and General Merchant" office, Mr. Smith, on behalf of Farwell & Rhines, denied that their flour violated the law and said that if the Food Department charged otherwise, they (Farwell & Rhines) "would go to court." The "Grocery World and General Merchant" suggests that an easy way for the firm to silence what they claim to be false statements is to come into Pennsylvania and accept service in the department's action against them. Or apply to the Pennsylvania courts for an injunction against the Pennsylvania Commissioner, preventing him or his deputies from stating that "Cresco" flour is illegal. That would bring out the whole truth, and give the trade the information they deserve on two points: First, what have they been getting for the extra \$3 or \$4 that was charged for "Cresco" because it was a "gluten" flour? Second, have retailers themselves been innocently violating the law by the sale of "Cresco" as a gluten flour?

The Armsby Raisin Corner Scheme.

Will Involve Absolute Control of Nearly the Whole Supply, with the Practical Certainty of Higher Prices.

Brief reference has been made in the "Grocery World and General Merchant" to the attempted corner of the California raisin market by the J. K. Armsby Co., the commission men. The Armsby people are plungers and delight in doing spectacular things. Some of these they pull off, others they don't.

The present effort is the latest of many attempts to corner the market in some California product, or place it in the control of a combine, all of which have come to an end without material success. The Armsby plan in a nutshell is based on the presumption that this year's raisin crop consists of only 40,000 tons, of which 15,000 has been sold. The Arms-

by people offer the growers 4 cents per pound for 90 per cent. of the remaining 25,000 tons. This would involve \$2,500,000. There is much disposition to accept the offer, as the market opened considerably below that, and 4 cents is considered a good price.

The Armsby scheme is to buy the raisins in the sweat box and seed them or have them seeded. The season is most propitious for the plan, as three-fourths of the raisin business is done in September, October, November and December. It seems inevitable that if it succeeds the price of raisins will at once advance.

Beet Sugar Just as Good as Cane.

United States Department of Agriculture Answers Popular, but Mistaken, Belief that Beet Sugar Will Not Serve for Canning and Other Purposes as Well as Cane. Says it is in Every Respect as Good.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

Sept. 17, 1908.

There has been much speculation in the trade as well as outside as to whether refined sugar made from beets was the equal in every respect of sugar made from cane. It has often been said that beet sugar is not as sweet as cane sugar, notwithstanding the fact that chemists have known that, provided the two sorts of sugar are of equal degrees of fineness of granulation, and hence alike as to the ease or quickness with which a given quantity will dissolve, there is no difference in sweetness, for instance, when a spoonful is added to a cup of tea.

Another common statement is that beet sugar cannot be used successfully for canning, jelly making and preserving. In earlier times, before methods of refining had been perfected, there may have been some warrant for such a belief, but methods of purifying beet sugar were long ago perfected and such sugar has been used for many years in this country and Europe for all household purposes.

In this connection tests recently carried on at the California Experiment Station by G. W. Shaw, in which beet sugar and cane sugar were compared under fac-

tory and domestic conditions for preserving, are of interest.

The fruits used in the tests, carried out on a commercial scale, were cherries, apricots, plums, peaches and pears. Each of these was preserved in syrup of different strength by the usual methods. In making the syrups used with the fruit some differences in the action of different grades of sugar were noted, but the results were the same.

In the household trials 40 per cent. syrup was used and the fruits were put up in ordinary glass jars, fifty jars of both apricots and peaches being canned. "From these not a single can spoiled during the two-year period." The two sorts of sugar gave equally good results.

For the jelly-making trials apples and currants were selected, equal quantities of juice and sugar, either beet or cane, being used and the mixture boiled until of the right consistency to jelly. "The product in each case was as clear as it is possible for jelly to be, and not the slightest difficulty was experienced in the making of it."

In connection with the experimental tests an attempt was made to trace numerous reports to the effect that fruit had been lost through the use of beet sugar in canning, but in no instance was this found to be the case, though numerous letters were received in reply to inquiries which were sent out.

The utter folly of this idea that beet sugar cannot be used for canning purposes is further emphasized by the fact that practically all the sugar used in Germany and France is from the beet.

Prof. Shaw concludes the history of his experiments with the statement that under both commercial and household conditions beet sugar and cane sugar give equally satisfactory results for canning fruit and also for jelly making.

HOLT.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

The Large Success of Organized Manufacturers' Representatives

Wholly Change in a Short Time the Status of Retailers' Specialty Orders Turned in Through Jobbers. Benefit to Manufacturer, Jobber and Retailer.

Judging by reports from the jobbers, no organization has been of more benefit to the general trade in a short time than the Association of Manufacturers' Distributors and Brokers. This association is only a few months old, yet it has succeeded in wholly changing the status of the orders for specialty goods taken from retailers by manufacturers' salesmen.

Prior to the forming of the above organization, the business of soliciting specialty orders from retailers and turning them into jobbers got into a fearful mess. Retailers would give the orders without the slightest expectation of taking the goods and would either countermand the order the same day by telephone or would forget about it and refuse the goods when the jobber delivered them. The result was that all such orders fell into great disfavor with the jobber, and many wholesalers declined to handle them, or treated them so indifferently that many which, promptly delivered, would have been accepted, were lost.

The manufacturers' representatives who were the chief victims of this condition organized an association, which made an agreement with the jobbers that if any order from a retailer, taken by any member of the new association, was refused by the dealer signing it, the Association of Manufacturers' Distributors would pay to such jobber the profit which he would have made had the order been delivered. The result of this has been very marked on all sides. The manufacturers, realizing their added responsibility in case orders were turned down, have been much more careful in the character of salesmen they employed to work the retail trade. The retailers, made aware that it would henceforth not be so easy to cancel legal contracts, have considered the giving of such orders much more carefully. And the jobbers, realizing that it no longer

made any difference to them whether a retailer turned down his order or not—their profit was assured anyway—have accepted the orders of members of the association as fast as they were offered.

Cider Business' Death Blow Coming?

Cider Manufacturers All Agree that if Benzoate of Soda is Forbidden on Jan. 1st, 1909, the Barrel Cider Business Will be Largely Destroyed. Only Bottled, Sterilized Cider Can be Safely Sold.

There is some reason to believe that if the United States Department of Agriculture forbids the use of benzoate of soda after January 1, 1909, the cider business will be dealt a blow which will make it a crippled business for all time to come; at least until somebody invents a process of keeping barreled cider without a preservative.

All manufacturers of cider declare most positively that it is not possible to keep cider sweet without a preservative if it is packed in barrels. There is much reason to believe that this is the simple truth. If it is the truth, that part of the business which comprehends shipping sweet cider any distance, or keeping it any time, will be dead, because the cider would be unmarketable by the time it reached its destination. The result is that the sale of barreled cider would be confined to quick sales at local points, which would greatly restrict the sale necessarily. One inevitable result would be an increase in the sale of bottled cider, which could be kept without a preservative because it could be sterilized. Bottled sterilized cider, however, would be quite unsatisfactory to the person who wanted real country cider.

Already some of the largest cider concerns have stated that if benzoate were forbidden after January 1st they would practically give up their barrel cider

To the Trade:

England consumes nearly four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one-eighth as long.

“Why?”

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to the United States 1 1/4 lbs. of Tea per capita. Every English grocer knows Tea; he has made it a study.

business. Naturally this is regarded by some as a bluff, but in this case the cider men's contention would seem to have merit in it.

Opening Prices on California Canned Vegetables.

Opening prices were named during the week on California canned corn and tomatoes. Tomatoes opened lower and corn higher than generally expected. Based on the first hand figures the jobbers here have named the following prices to retail grocers in ordinary lots f. o. b. Los Angeles or the canneries: Tomatoes, standard, 72½ cents; gallons, \$2.15; corn, Western, 90 cents. These prices are for delivery not later than November 1st and are net less 1½ per cent. discount for cash within thirty days. As compared with last year tomatoes are away lower. The opening price last year for standard tomatoes was 87½ cents, a difference of 15 cents a dozen. Two years ago the price for standard tomatoes was 77½ cents. Gallon tomatoes opened at \$2.50 last year and a few days later were moved up to \$2.75.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconception. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, Philadelphia, Pa.—Seeing the report in a recent issue of the "Grocery World and General Merchant" that the Government had prosecuted a dealer who sold storage eggs as fresh, it occurs to me to ask for an opinion from your legal department as to what bearing this has on the sale of storage poultry. In the winter time practically every dealer in business handles storage chickens and turkeys. Very often he does not know when he buys them from the jobber whether they are storage stock or not. So far as my belief goes, no retailer sells storage poultry as storage poultry. It is either sold as fresh killed, or the customer is in some way allowed to draw the inference that it is fresh killed. In my judg-

ment it would kill the sale of it to be known as storage goods, although if properly stored it is in every way the equal of fresh killed stock, in flavor, appearance and every other desirable quality. Please advise as to whether the law would apply here.

Answer.—Chickens branded or sold as fresh killed chickens, but which as a matter of fact are not fresh killed, but have been in storage for weeks or months, cannot be sold without great danger of trouble under the food law. Even if no false brand or label be placed upon them the mere offering them for sale under the false representation that they are fresh killed would in all probability be held by the court to be constructive branding. For what a dealer is forbidden to do by printed label he surely cannot do by word of mouth.

In my judgment the question whether storage poultry is as good as fresh has nothing to do with the case. From all the information I have, I think that it is probably quite as good. Nevertheless, the theory of the law is that the buyer is entitled to know. For some reason he may not want

storage poultry; his reason may be worthless, but even so he is entitled to it. And the law will protect him against the chance of buying storage poultry under the impression that it is fresh killed.

My advice to retail dealers in storage poultry is not to imply even in the most indirect way that it is fresh killed.

Good Yield of Malaga Raisins.

Consul Charles M. Caughy writing from Malaga, gives the following account of the raisin and olive oil yield in that Spanish district: "The raisin crop is reported in very good condition and if the September rains do not begin too early, it is estimated that the yield will be about 1,200,000 boxes, practically the same as last year, of which the United States imported 68,202 boxes valued at \$163,851."

Spanish Olive Oil Scarce.

The Spanish olive crop promises to be very short. Last season it was a normal production and after four years of absolute failure the merchants felt sure that at last they were on the way

THE "PRIVILEGED" CLASS:

Those retail grocers who are in position to buy their groceries for **CASH** and from **B. & P.**

Do **YOU** belong to **THIS** class? If not—Why not?

APRICOTS

Tri-color Brand Choice New California Apricots, good size fruit and very bright, 25-lb. box per lb., \$0.08½
5 or 10-box lots per lb., .08½

PRUNES

M. & B. Brand Fancy Santa Clara Fruit, fresh coast-packed and just in from the coast:—
30-40s, 25-lb. boxes, \$0.08½ 50-60s, 25-lb. boxes, \$0.07
40-50s, 25-lb. boxes, .07½ 60-70s, 25-lb. boxes, .06½

JAR TOPS

Boyd's Best Quality Porcelain-lined, for Mason Jars, ½ gross in box per gro., 1.75
5 or 10-gross lots per gro., 1.70

LANTERN GLOBES

No. 0 Tubular, 5 doz. per case, 1.90
Cold Blast, 5 doz. per case, 2.50

No charge for cases

This is only 38c. per doz. for the No. 0 Tubular and 50c. per doz. for the Cold Blast, which you will find is about 10c. per doz. lower than most houses ask you for the same goods.

NEW BONELESS HERRING, 10-lb. boxes . per lb., \$0.10

New Avena, Schumacher's, in bbls. per bbl., 6.75
90-lb. bags (½ bbl.) per bag, 3.22½
New Rolled Oats, Oneida Brand, in bbls. per bbl., 6.20
90-lb. bags (½ bbl.) per bag, 2.95

Madison & Bonner's Fancy Coast-packed Genuine

Thompson's Seeded Raisins, 48 1-lb. packages, per lb., \$0.07¼
5 or 10-box lots per lb., .07
Irma ¼s Oil Sardines, 100 cans per case, 3.57½
Irma ¼s Mustard Sardines, 100 cans per case, 3.57½
Irma ¼s Mustard Sardines, 50 cans per case, 3.57½
New Citron, 10-lb. boxes per lb., .14¼
New Citron, 25-lb. boxes per lb., .13¼
New Orange Peel, 10-lb. boxes per lb., .10¾
New Lemon Peel, 10-lb. boxes per lb., .10¾

All best quality goods.

Buckskin Brand Fancy New California Asparagus

Tips, No. 1 square cans, one doz. per doz., 2.25
5 or 10-case lots per doz., 2.20

This is an unusual bargain in fine quality Asparagus Tips, and the fact that they can be retailed at 25c. per can will make these goods in very great demand with us this week. We highly recommend the quality.

Maconochie's NEW Pack Imported Kipperd Herring, large flat oval cans, 2 doz. per doz., 1.40

5 or 10-case lots per doz., 1.37½
Maconochie's NEW Pack Imported Fresh Mackerel, in 1-lb. flat round cans, 2 doz. per doz., 1.45
Maconochie's NEW Pack Imported Herring, in Tomato Sauce, 1-lb. flat square cans, 2 doz. . . per doz., 1.40
Underwood's NEW Soused Mackerel, No. 1 flat oval cans, 4 doz. per doz., 1.52½
Fancy NEW New York State Pea Beans, grain bags, about 2½ bushels per bush., 2.47½

These Prices for This Week Only—September 21st to September 26th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers

29, 31, 33 N. Water Street
28 N. Delaware Avenue

Phila., Pa.

to recoup the very heavy losses of the past and sold for future delivery at prices which they thought would give them a handsome profit. The result was that those who sold futures were compelled to pay as much as £10 (\$48.66) per barrel more than

they had contracted for. There were no failures, but several large houses will not soon forget the oil season of 1907-8. The prospects are that this year will see very little speculation in that article, the prices of which will be high and firm.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

MESSED MACKEREL.

Messed mackerel have the heads and tails off, and are the very select Norway fish, packed in 10-lb. kits, and to sell also by the pound. Kits, \$2.00; pound, 20 cents. White-meated, perfect flavor, juicy and will average 1½ pounds each. Here's a chance to talk mackerel to the man that enjoys the tastiest bit of salt fish cured. Can be boiled or broiled and should always be served with a boiled potato.

QUESTION BOX.

Salesman 4 asks: "Is the Jersey tomato the finest grown in America?" Not necessarily so, but the best available grade that is distributed in the Eastern states.

Salesman 10 asks: "Please define the word Standard." Standard denotes third-class goods. "Extra Standard" second-class and the word "Extra" first-class. For instance, The J. H. Fleckinger fruit is "extra." The California Packing Co., that you sell is "Extra Standard." (This evidently refers to California grades.—Ed.)

Salesman 14 asks: "Why do you call Assam tea Irish-Assam?" We should apologize for ever putting the name into print. Assam Tea grows in the Assam district, China, and is used almost exclusively in the northern counties of Ireland, particularly Armagh. The writer can verify this, being born and bred and serving his grocery apprenticeship in this county. Undoubtedly the term "Irish-Assam" came into use originally in Philadelphia, where, very likely, some grocer wanted to add force to his tea ad.

Salesman 2 asks: "Will this store ever introduce the liquor license? We have lots of calls for wine and beer." No, this concern never will.

NEW PEAS.

The "Standard" peas are in—that is, the 10-cent peas grown last June. The ad. will appear in the "Times" to-morrow, and we want to make some ado about them. Have a few cans cut; some turned out in glass dishes and some to remain in the can. Now observe how you're to talk these peas. In the first place, you'll notice the cans are packed full—there's lots of fake packing done, and you will also see that there are no "whites" in these goods. They are almost perfect in uniformity of size and color. The flavor is particularly good and they're sweet tasting. Keep raising them out of the liquor on a spoon and talk on the above lines when doing so. You're going to sell a lot of peas this week.

THE HOME FEELING.

Nothing binds people to a store like ours so much as the home feeling. It is our belief that we are lacking in creating this spirit. Many a good buyer goes out of her way, yes, and pays a little more for her things because when she enters that particular shop, it's "Good morning, Mrs. McGinnes, I know you're well and happy." Cultivate the habit of calling your customers by their names. 'Tisn't every one to whom you can say, "I know you're well and happy." But no man or woman will resent addressing them by their name.

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO



Start the Fall Season Right!

BY MAKING

MOTHER'S OATS YOUR LEADER

\$1.27 to \$1.45 per 36 pkgs. PROFIT

Order now for fall delivery from your jobber.

Cash bonus *DEAL* packed in every case and container—no red tape. MOTHER'S OATS Quality and Policy make MOTHER'S brand Profits.

No Profitless 10c. Price Advertised to the Consumer, on the package, bill boards, newspapers or magazines. Our policy does not make MOTHER'S OATS a "cut-rate store leader" like other brands whose manufacturers permit, if not encourage, this practice for "volume." We urge and help you to a "Living Profit."

THE GREAT WESTERN CEREAL CO.
CHICAGO

Grocery World AND General Merchant

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Monday, September 21, 1908.

Selfishness spoils many a good plan and defeats many a man in his efforts to reach really praiseworthy results. Take the case of J. A. Everitt, editor of a little farm paper of Indianapolis, Ind. Mr. Everitt went to the convention of the Pennsylvania Retail Merchants' Association with a paper on the "Equity System of Merchandising." Ostensibly the paper and the plan which it exploited was a system of educating consumers, particularly farmers, to understand that there were two reasons why they should prefer their local dealer as against the mail-order house. First, because it was unquestionably cheaper, and second, because there was a moral obligation to support merchants who were contributors to the expenses of their own community. The plan was a good one and naturally would appeal to every retailer in business.

Yet when Mr. Everitt came to read his paper, and particularly when he presented the resolutions which constituted its climax, it was seen that his plan was simply a means to the end of getting subscriptions for his own paper.

Naturally the delegates at once saw this and the whole matter made no impression and aroused no feeling save opposition and ridicule. Had it been bona fide it might easily have become one of the most important features of the convention.

A perfectly good and praise-worthy movement spoiled through transparent greed.

The department stores have gone rather far to make and keep business, the New York establishments being more radical in this respect than any others. The "Big Store," operated by the Siegel, Cooper Co., has just sprung another innovation upon its competitors which will probably lead to some worrying and scratching of heads. It is an offer of free transportation to patrons within certain radii. The plan is thus described in the concern's Sunday advertisement:—

Beginning to-morrow morning, the Crosstown Vehicle Company will operate omnibuses on Eighteenth street, running at about three-minute intervals between the hours of 8.30 A. M. and 6 P. M. each business day.

Passengers visiting the Big Store will be carried free of charge to and from the Eighteenth Street Station of the Subway, the Fourth-and-Madison Avenue Surface Cars, the Eighteenth Street Station of the Third Avenue Elevated, the Third Avenue Surface Cars; connection being made also at Broadway with the Broadway and the Lexington Avenue Surface lines.

These omnibuses put this store within direct reach of all persons residing in the following districts:—

Brooklyn, via Bridge or Interborough Tunnel and Subway.

The Bronx, via Subway or Third Avenue Elevated.

Washington Heights and Upper West Side, via Broadway Division of the Subway.

Madison Avenue Section, via Surface Cars.

Lexington Avenue, via Surface Cars or Third Avenue Elevated.

The entire East Side, from Battery to Bronx, via Third Avenue Lines.

Long Island, via Rapid Transit Lines and Interborough Tunnel or via Thirty-fourth Street Line and transfer to Broadway Surface Cars.

From Grand Central Station, via Subway or Fourth-and-Madison Avenue Surface Cars.

The "Grocery World and General Merchant" wonders whether the department stores, particularly just now, are not being somewhat put to it to hold their own. Their extreme need of customers is shown in schemes like the above, which certainly goes much further than legitimate storekeeping. And their great

To Grocers of Maryland, Virginia, North and South Carolina

In all the above States the "Grocery World and General Merchant" has many readers and for their benefit particularly it maintains its Baltimore price list.

To get at the real value of that price list, and to improve it if possible, the "Grocery World and General Merchant" asks the grocers of the above States to answer the following questions:

No. 1.—Is a Baltimore price list of more value to you than New York price list? If so, or if not, why?

No. 2.—If the Baltimore price list is of more use to you, is the "Grocery World and General Merchant's" Baltimore price list as good as it ought to be? If not, in what respect is it not?

Address replies, please, to Price List Editor.

anxiety to hold customers, at any cost, is shown by their laxity over credits. The writer knows of cases in which Philadelphia department stores have let accounts drag for seven months, nothing being done meanwhile except to send monthly statements.

For a long time dealers in various lines have gradually encroached upon each other's territory, without complaint from anybody except occasionally from an individual victim.

During the last few months a disposition has been manifested to carry the matter further than individual complaint. Witness the following dispatch to the Philadelphia "Record" regarding the convention of the National Retail Druggists' Association in session at Atlantic City during the week:

Atlantic City, Sept. 15.—Druggists of the United States are to start a national fight against the sale of patent medicines and "pain-killers" by country storekeepers and grocers following a recommendation made before the National Retail Druggists' Association here to-day for a national law to leave every sort of drug sale in the hands of recognized pharmacists.

In all probability there could never be a valid law forbidding the sale of ordinary patent medicines by any dealer but a druggist, any more than there could be a law forbidding the sale of sugar to all but grocers. But if the druggists made common cause against the sale of such things by grocers and general storekeepers they could undoubtedly wield a heavy influence upon manufacturers. Because the bulk of such

goods are without doubt sold by druggists and always will be.

The plan would probably never wholly succeed in keeping patent medicines out of general stores for there are too many channels through which the general storekeeper, or grocer, could get such things, if he wanted them.

In the abstract, the ideal condition would undoubtedly be for each line of merchandising to be so clearly circumscribed and defined that there could be no encroachment upon it. But like most ideal conditions, this one would probably be quite impossible. Selfishness and the public convenience are probably the main obstacles in its path.

In the jobber's argument that every link in the chain which binds the manufacturer to the consumer is necessary, and that the jobbing link should not be eliminated in any case by establishing direct connection between the retailing link and the manufacturing link, one can pick so many holes that after only a cursory examination it seems like a thing of merest shreds and patches.

In substance the jobbers argue that any established factor in the distribution of goods deserves to live and should not be crushed out under any circumstances. They apply that to their own case by contending that the custom of years has been for manufacturer to sell jobber and for jobber to sell retailer. The jobber is therefore established and should remain.

The Jobbers' Rule.

Very well. Let us test them with their own rule. Another factor just as well established as the jobber is the broker—he who acts as intermediary between manufacturer and jobber—who arranges probably ninety-nine hundredths of the sales by manufacturers which are not made through regular salesmen. That the jobbers recognize this is shown by the fact that they are now making very strenuous efforts to compel brokers to refuse to sell chain stores and the local Retail Grocers' Association. If the jobbers were sincere in their claim that a factor in goods-distribution which has become established has earned a right to live on that ground alone, they would conscientiously and religiously buy through the broker and never once go over the broker's head direct to the manufacturer. Yet in Philadelphia some of the leading lights of the Wholesale Grocers' Association go over the broker's head every chance they get. Why? Because it pays them. For the manufacturer, relieved of the need to pay brokerage, will make a lower price.

The "Grocery World and General Merchant" defies anybody to show that these cases are not parallel, and that the jobber who instantly violates his rule when it is to his interest to do so does not thereby lose his right to have it enforced in his favor.

In the address of National Secretary Green, before the Pennsylvania retailers' convention, appeared the following:—

One a Crime, but
Not the Other,

It is but a short time ago when three men in Kansas were fined \$40,000 for cutting prices. They were railroad men. But we have stores who exist on the credit of the wholesaler who are doing this every day and demoralizing the trade in an entire neighborhood. One is just as much a crime as the other.

It is not the man who discounts his bills that causes the trouble. It is he who is kept in business by the grace of the wholesaler and who at the end of a short career fails or goes out of business, but not until he has caused a great amount of trouble and a feeling in the minds of the consumers that all other merchants are dishonest because they ask a reasonable profit.

If it is a crime to cut freight rates, is it not also a crime to cut the profits out of a legitimate business so that it not only deprives a man from earning a livelihood, but brings ruin and disaster to the business of an entire neighborhood?

Cutting railroad rates is a crime only because the railroad is a public corporation. The prices of a private corporation can be cut to death—by itself—without the slightest legal responsibility, and it is a question whether the time will ever come when there can be any valid restrictions upon that kind of price-cutting. That which a man owns he may sell on his own terms, always provided that he owes no legal duty which would restrain him in any way. We admit that vast good would ensue if the wild price-smashes of unintelligent or reckless man could be restrained, however.

Suit Against Sugar Trust Falls.

Vice Chancellor Walker filed an opinion in the New Jersey Court of Chancery last Tuesday dismissing the suit of the Pennsylvania Sugar Refining Company, of Philadelphia, against the American Sugar Refining Company. The suits had been brought by George H. Earle, Jr., of Philadelphia, receiver of the Pennsylvania Company for the recovery of damages which, he claimed, the Pennsylvania Company had suffered by reason of the ac-

quisition of a controlling contract in the same by the American Company, and the subsequent shutting down of the company's plants. The suit involved millions of dollars. The American Company was charged with having been the real lender of a million and a quarter dollars by Gustave Kissel to Adolph Segal, who controlled the Pennsylvania Company, and for which loan stock of this company was given as security. Vice Chancellor Walker is convinced of the truth of this allegation, and said the making of such a loan was an illegal act on the part of the American Company. Still, he says, there is no law under which he can compel an accounting to the stockholders of the Pennsylvania by the American Company for the non-operation of the Pennsylvania Company. The reason for this, he says, is the Pennsylvania Company was never a going concern, and that therefore there is no way of showing what profits, if any, would have been made by the Pennsylvania Company had a majority of its stock not been acquired by the American Company and had its plant been put into operation.

Why Not Sell More Butter Color?

You can if you will stock our Dandelion Brand Butter Color (Purely Vegetable) and push it.

You'll be surprised how fast you can build up a Butter Color Trade. Write to your Wholesaler or to us for Price List.

**Dandelion Brand Butter Color is
Endorsed by All Authorities**



**Dandelion Brand is the Safe and
Sure Vegetable Butter Color**

Dandelion Brand Butter Color
Purely Vegetable

WELLS & RICHARDSON CO., Manufacturers, BURLINGTON, VERMONT

We guarantee that Dandelion Brand Butter Color is purely Vegetable and that the use of same for coloring butter is permitted under all food laws—State and National.

Real German Pretzels

"Oakdale" Steam Process

"Oakdale" Pretzels are guaranteed clean, pure, wholesome. Salted just right.

Get samples and prices from

Oakdale Baking Co.

10th & Susquehanna Ave.

PHILADELPHIA, PA.

TUNGSTEN LAMPS

How can any Grocery Store which fails to maintain well-dressed, well-lighted windows—a brightly lighted exterior and interior—expect to compete successfully in the struggle for new business?

Would you honestly think of using any other illuminant if you knew that Electricity would cost **less** than that illuminant, or **no more**?

Our new Tungsten Lamp proposition will give you Electricity at a cost less than gas—not comparatively, but **actually**! Doesn't your store need help from a lighting standpoint?

Write or phone to

**THE PHILADELPHIA
ELECTRIC CO.**

Tenth and Chestnut Streets



GOFF'S COUGH SYRUP

Our special plan will introduce Goff's Cough Syrup to your trade—it's merits will bring you profitable re-orders.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Exclusive Codfish Package

The handsomest, most exclusive Codfish product on the market.

Our finest Georges Codfish, but small young fish, cured only with pure sea salt and sealed in tight glass jars. When your customer opens the package she finds the fish moist and absolutely free from any odor save its appetizing own.

Talisman Codfish in glass will make its way from the very minute you place it on your shelves.

SWIFT & COMPANY

The New York Letter

The Callanan Discussion as to What is a Legitimate Retailer.
Much Bad Food Destroyed by City Inspection System.
Small Items of Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, Sept. 18, 1908.

The discussion of the question as to what constitutes a legitimate retailer has greatly pleased the veteran in controversies, L. J. Callanan, who started the ball rolling by writing to a number of papers proposing the inquiry. He says that the replies published by the "Grocery World and General Merchant" and other papers have been instructive. It is his intention, after analyzing the answers, to express his own views on some of the issues that have been raised.

To Mr. Callanan's mind the really important matter is as to the right of the retailer to get a quantity price as a buyer. He said to-day that the retailer who has money or credit should get as low a price on the quantity that he buys as does any other man, and that this has been his position during his business career of sixty years. When he began business, a man with the money or credit had no trouble in buying anywhere. He particularly recalled to-day that when he started, with little capital, he called on B. T. Babbitt to get soap. Although the grocer said that he did not have money to pay cash for the soap the manufacturer unhesitatingly told him to go ahead and take the number of boxes he desired. "That was the old way," said Mr. Callanan, "if a man was really in the retail business the manufacturers would carry him along."

The idea that the manufacturer will make one price to a jobber and a higher price to a retailer who buys in as large or larger quantities than the jobber is especially repugnant to the Vesey street grocer. Quantity price for all who are really in the grocery business whether jobbers or retailers, is his contention and he intends to make this claim as emphatically as he can whenever the occasions present themselves.

About a million dollars would be paid for the food that was de-

stroyed in the last year as the result of the city's system of food inspection if the inspectors had not intervened. This was an estimate made in a report on the subject given out several days ago. To the owners of the condemned food, it was said, the destruction seemed equivalent to the loss of that much money; but considering merely the financial side of the subject, it seems doubtful if the real loss is anything nearly as great as is represented. Large quantities of fruit are condemned and destroyed, but it is certain that the remaining portions of cargoes thus reduced get a better classification in the market and command a higher price in consequence. Similar results follow in the case of vegetables and other kinds of food.

The work is carried on by 20 inspectors under the direction of Supervising Inspector B. C. Fuller and the general supervision of the city's Health Department. The cost of the work is \$35,000 a year, exclusive of laboratory expenses.

It was made known that there is special activity in keeping watch of the supplies of condensed milk. Every brand of the milk sold in the city is analyzed twice a month. The officials have been led to take this course partly because of the great increase in the sales of the milk to mothers in the tenements who find that it is much cheaper than fluid milk and does not require ice in order to keep it sweet. The officials say that the supervision of the supplies of fluid milk has greatly decreased the infant mortality and that inspection of the condensed milk has become similarly important.

While much of the inspection as in the case of canned food and drugs, is in co-operation with the Federal food officials, yet there is much other work necessarily left entirely to the city inspectors. Candy factories, ice cream establishments, sausage shops, fish and oyster markets and other concerns, in many instances, have no interstate commerce and so are

exempt from Federal supervision. The fear of the Federal law has led to considerable traffic in articles put up and sold within the State. This is particularly the case, it is said, in drugs. The retail druggist is said to be putting up many more substitutes than formerly, as he can now do so and not run up against the Federal law, while the large manufacturer selling in various States must obey that law or get into trouble. So there is plenty of work for the Health Board's food inspection service.

The inspectors work along two general lines—one being the inspection of food supplies as they arrive at the docks and railroad yard, and the other of the food factories and stores.

Jobbers are talking of quite a general increase in buying on the part of the retail trade, especially in some lines of canned food.

It is charged that Sigmund Schwartz, the president of the Pushcart Peddlers' Association, has been obtaining licenses in names other than his own and

selling them for quite high prices, although the city takes only a nominal fee. He was arrested last Saturday for selling one of the

licenses for \$14. He denies the charge, which was made by detectives connected with the District Attorney's office.

Two-Minute Sermons for the Retail Grocer

LIV.—Studying Business.

Study business as thoroughly as you would study a text book.

No student feels confident, when examination day comes around at school, unless the text books have been studied thoroughly. One may slide through by good fortune for a time or two, but in the long run he will fail to pass. This applies with equal force to every line of business. The man who would force himself to succeed must lay a good foundation, and the best way to do this is to consider every new business experience as a lesson, and store the lesson away in the memory cells, where it can be drawn upon at a moment's notice.

One real experience of your own, one battle to overcome obstacles which was planned and

executed by yourself, is worth more to you than hearing of several such experiences to others, and why? Simply because you have every detail stamped on your memory, where it can be used at will. If you were as careful to stamp the experiences of others on your memory it would save you many unpleasant trials, for experiences are the business text books, whether they are our own or belong to others, and the more of them stored away by us, where they can be drawn upon easily, the better prepared we are for the emergencies which come up every little while, when we must quickly decide between different courses of action.

An experience forgotten is a business text book thrown away.
F. A. P.

Fire destroyed the seven story brick soap factory of Enoch Morgan's Sons at West and Bank streets, Saturday night, causing a loss of \$250,000. The firemen were hampered by the soap suds formed by the immense amount of water thrown in the building and which made the floors so slippery that the men had hard work keeping on their feet.

Nearly 100 cars were used in bringing two special shipments of flour from the Pillsbury-Washburn Mills Co. this week. About 20,000 barrels came in all and were received by George A. Zabriskie, who distributed the flour in the jobbing grocery trade, which has begun to buy heavily, it is explained.

FRED. A. MCGILL.

Peaches are about done, though the receipts will continue to come forward for a week or two more. Most of the peaches now coming forward are from Pennsylvania and range from 90 cents to \$1.25. The demand takes all the good peaches obtainable.



THREE PIES FROM THIS CARTON

This is without doubt the scientific, profitable, clean and economical way to sell mincemeat.

A small carton, 3x4x2 inches, containing enough mincemeat to make three pies! Not simply a substitute for mincemeat, but a combination of clean, rich materials which simply needs water, sweetening or cider. Think of the saving.

Think of something else—**Veribest Mincemeat** needs no preservative. Most liquid mincemeat does. Know what food laws say about preservatives—and about you, if you handle goods with them in?

ARMOUR AND COMPANY



Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.



Kraut Cutters

LIKE CUT

Special price only \$5.00

LARGE SIZES

No. 1/2 \$16.00 No. 1, \$28.00

Special style, \$20.00

Write for catalogue of
Store Fixtures

H. F. HEACOCK

51 N. Second St.
Philadelphia

Something That Sells!

AMMO

(DRY AMMONIA)

This scientific marvel is a dry, odorless powder, which is ammonia in a dry form.

It never loses strength nor evaporates like liquid ammonia. No bottles to freeze or break. **Ammo** comes in cans, and it is very economical. One 10 cent can equals **three** pints of ammonia.

We make it sell by demonstrating, sampling, advertising. Have it seen in your store and it will sell.

Ask your jobber, or write us for our strong proposition to dealers.

THE FRANK C. EBY CO.

213-215 E. Atwater Street

DETROIT, MICH.

More About the Goldine Soap Fake

Ex-National Secretary Gray Finds that the Goldine Soap Co.

Address in Brooklyn is Mythical. Southern Jobber

Endorse Limited Prices. Milwaukee (Wis.) Grocers d

Not, as Quoted, Want Canned Goods Dating Bill.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio,

Sept. 17, 1908.

In response to a letter sent to William Gray, ex-secretary of the National Association, in regard to offices and factory of the Goldine Manufacturing Co., the soap fakers referred to in our last bulletin, the following has been received:

Dear Mr. Green:—Yours of the twenty-fifth received. I will preface my reply by saying what the further reading will confirm, that I believe you are up against a pair of sharpers. I have devoted some time this afternoon to getting down to full particulars.

The card you enclose refers to "Goldine Manufacturing Co., 207-209 Fulton street." That location is about half way between the city hall and Fulton ferry, a very dull place. No. 207 is a laundry shop, 209 is a cigar dealer. Both places were in charge of women. The upper stories are cheap tenements. Both women tell the same story, that over a hundred "poor looking" women had been there looking for prizes. They told one story, that they lived in the suburbs where they had bought the soap, and received orders for prizes. They knew nothing about the Goldine Co., but for more definite information referred me to the agent of the property. He, too, was in ignorance.

When in the latter's office I met Bradstreet's man, who knows everyone. He has worked Brooklyn for over thirty years to my knowledge. he never heard of these people.

It is evident that these people have been "doing" our suburban districts selling their product. This confirms what I wrote in my last, that there is no such manufacturing company in Brooklyn.

Yours sincerely,

WILLIAM GRAY.

With the information now in the hands of the trade press and its readers, it should be impossible for these men to further their business in any part of the country. If they can be found and caught and held till such times as we can have a hearing, we are now in a position to prosecute for fraud wherever they may be arrested.

The following named wholesale grocers of Alexandria, Va., and Washington, D. C., have signed and approved of the action of the Retail Grocers' Protective Association of the District of Columbia in upholding the plan of limiting the retail prices of food products: Washington, D. C.,

jobbers: B. B. Earnshaw & Bro. Liebman Bros., N. H. Shee Browning & Middleton, J. I. Dyer, Frank Hume, O. O. Spice P. H. Sheedy, J. C. Ergood, Miller, Claggett & Co., Compton Bros., H. M. Wagner, S. P. Waters. Alexandria, Va., jobbers J. H. Crilly, H. Kirk & Son, N. Lindsey Co., Chas. King & Son F. S. Harper.

Answering the published statement that the Milwaukee (Wis.) Retail Grocers' Association had declared in favor of a canned goods dating bill, the secretary of the association has sent the following letter:—

Dear Sir:—There seems to have been an impression that the Milwaukee Retail Grocers' Association had passed a resolution favoring a dating bill. I wish you would say through the trade press that the Milwaukee retail grocers did not pass any resolution favoring any such bill, but did unanimously pass a resolution opposing any bill that would require the date on package goods.

The retailers of Wisconsin join with their brother retailers of the United States against what they consider a bill that is not necessary to protect anyone but will have the effect of creating suspicion in the minds of the consuming public.

Note the following resolution passed at our late convention:—

Whereas, A bill is pending in the National Congress, the purpose of which is to cause to be indicated on containers of food products the date on which such article of food was placed therein, and

Whereas, It has been demonstrated by those qualified to apply the test that this is a needless requirement from the standpoint of public health, be it

Resolved, That we respectfully urge the Wisconsin members of Congress to oppose and vote against any legislation of this kind.

JOHN A. GREEN,
National Secretary

Forty Years.

Forty years of tea study makes our experience worth something to our patrons—is, in part, a statement of Francis I. Leggett & Co's announcement in the issue of the "Grocery World and General Merchant." The custom house figures in New York attest to the fact that Leggett & Co. are among the largest importers of teas.

New York State apples range from \$2.25 to \$3 per barrel and are wanted. The receipts are good and the quality also.

FORTY YEARS



If one dealer in ten realized the fine cup quality, exquisite flavor and true Tea value of our **Gold Fish Formosa Oolong Tea Specials** there wouldn't be one-quarter enough to supply the demand.

Forty years of Tea study make our experience worth something to our patrons, and the increased sales of Gold Fish Formosa Oolong Teas each year are proof of an appreciative patronage.

We sell these Teas for high types, exquisite flavor and superb quality, and our prices are based on merit alone. We suggest an order for from one to five half chests. We guarantee you will be pleased.



NEW CROP, 1908



Gold Fish Formosa Oolong

Half Chests, about 40 lbs., Lot A	. . . .	per lb., 27c
Half Chests, about 40 lbs., Lot B	. . . .	per lb., 30c
Half Chests, about 40 lbs., Lot C	. . . .	per lb., 35c
Half Chests, about 40 lbs., Lot D	. . . .	per lb., 40c
Half Chests, about 40 lbs., Lot E	. . . .	per lb., 45c
Half Chests, about 40 lbs., Lot F	. . . .	per lb., 50c
Half Chests, about 40 lbs., Lot G	. . . .	per lb., 55c

N. B.—These represent reliability and true Tea values, satisfaction at their best.

What real advertising is so permanent or so powerful as reliable goods, especially when applied to good Tea, good Coffee, and good Butter.

FRANCIS H. LEGGETT & COMPANY

IMPORTING AND MANUFACTURING GROCERS

West Broadway, Franklin and Varick Streets

Manufactory: 132 to 138 King Street.
Telephone: 2230 Franklin.
Private Branch Exchange to all Departments.

Cable Address: Leggett, New York,
Bordeaux Office: 18 Rue Victoire Americaine.
Cartage Department: 2-3 Congress Street.

SEND FOR OUR CATALOGUE OF

Horse Blankets

You will find a lot of Money Makers in it



JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia

"Some more of that same kind." Does that sound good to you? Means a nice, easy sale and a satisfied customer, doesn't it? All the effort it takes on your part is to say "Pleasant weather we are having, Mrs.—, isn't it, now is there anything else this morning?"

Stock the goods which will make them come to YOU, and say "Some more of that same kind." Drop a post-card—costs a cent—for sample and prices of our California Jams, Marmalades and Preserves.

H. P. D. KINGSBURY, Redlands, California
(Where the oranges come from)

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

THE GROCERY MARKETS

Tea.

The tea market remains absolutely unchanged in all respects from last week. The demand is for wants only, and prices throughout show absolutely no change. Anything desirable brings full prices, and holders refuse to shade even slightly. The market is very fairly steady on everything.

Coffee.

The speculative market for Rio and Santos options has stiffened up somewhat during the week by reason of a strike in Santos, affecting shipments. Actual coffee, however, is unchanged and quiet. Mild coffee is dull and unchanged. Java and Mocha are quiet at ruling prices.

Sugar.

Raw sugar has done a little better during the week, but this had no effect on the refined situation until Friday, when refined advanced 10 points. The demand is still good, though the height of the season has probably been reached and passed. No immediate change in refined sugar seems in sight.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in fair demand owing to the cool weather at unchanged prices. Sugar syrup is selling for export well at steady prices. The refiners have no surplus. Molasses is selling slowly and its season will very shortly open. Prices are unchanged. The outlook for the new crop is fair.

Fish.

The mackerel situation is still firm. Shores are about out of it, and Irish are very scarce and anything fancy commands high prices. No prices on new Norways are as yet forthcoming, and probably will not be until the Norwegians see just how much competition they have to expect from other quarters. As from all appearances they will have very little, it seems reasonably certain that the forthcoming prices will be high. Cod, hake and haddock are unchanged. Cod is selling very fairly, both spot and future, at unchanged prices. Sardines are unchanged, referring to all grades. Some of the Eastport packers are in favor of an advance of 10 cents, but whether all will agree remains to be seen. The

demand for sardines is fair. Salmon is selling moderately, all conditions being unchanged.

Canned Goods.

The tomato market is firm. Some goods can be bought at 8 cents, but many packers are holding out for 8½. The future looks strong and prophecies of 9 cents and \$1 are made by conservative authorities. Corn is weak and dull. Peas are mostly held by jobbers, who are not over-strong in their ideas, though the packers have little to sell and are disposed to be very steady. The demand for peas is good. Peaches are unchanged on the last quotation; demand light. Apples have advanced to \$2.10 for old New York gallons and \$2.25 for new. California canned goods are quiet, except peaches, which are wanted because of the Eastern situation. The small Baltimore line is unchanged and in fair demand.

Dried Fruits.

Prunes are unchanged and in fair demand. Peaches are a shade easier on a basis about ½ cent above the highest point. Apricots are scarce, well maintained and in fair demand. Raisins are unchanged and dull. The pending Armsby corner has not affected the market as yet. New currants are about to be delivered, being received about ten days earlier than usual, owing to better steamship service. The demand is excellent. Spot currants are dull. Apples are somewhat steadier and in light demand. Other dried fruits dull and unchanged.

Beans and Peas.

New pea beans are now freely offered at prices ranging from \$2.30 down to \$2.20, according to time of shipment. The demand is slow. Imported beans are quoted at \$2.10. Marrows are stiffer on spot and are quoted around \$2.40 to \$2.45. The demand is fair. California limas are softening somewhat for far shipment and can be gotten a fraction below 5½. Split and dried peas are all unchanged, both spot and future; demand moderate.

Butter.

All grades of butter are steady and unchanged. There is only a fair consumptive demand and the make about normal. Present conditions are likely to exist for a week or two, after which we are likely to have a shorter supply and a little firmer market.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

Eggs.

The egg market is firm and unchanged. The quality is showing better as the season advances. The percentage of heated eggs now coming in is very light. There is a fair supply and no change in price is looked for in the near future.

Cheese.

The cheese market is very active at $\frac{1}{4}$ cent advance over a week ago. The advance is due to the higher prices in the producing country districts. The quality of the cheese now getting in is very fancy and present market conditions are likely to exist for some time. The consumptive as well as the speculative demand are good and the make about normal.

Provisions.

Everything in smoked meats is firm and unchanged and in seasonable demand. No change seems likely during the coming week. There has been an extreme scarcity in pure lard, followed by an advance of 1 cent per pound. Present firm conditions are likely to exist for about a month. Compound lard is $\frac{1}{8}$ cent high, through sympathy with pure and a general advance in cottonseed oil. Barrel pork, canned meats and dried beef are all firm and unchanged, with a good seasonable demand.

Produce.

Potatoes, 45 to 50 cents per basket, 80 to 90 cents per bushel, demand good; sweet potatoes, firsts, 30 to 35 cents per basket; seconds, 20 to 25 cents per basket, demand poor; beets, 25 to 30 cents per basket, demand fair; Pennsylvania cabbage, \$1.25 to \$1.50 per barrel, demand fair; Jersey, 30 to

35 cents per basket, demand good; carrots, 40 cents per basket, demand fair; cucumbers, Long Island, 75 to 90 cents per basket, demand fair; Jersey onions, 30 cents per basket, demand fair; fancy white pickling, \$6 per barrel; yellow pickling, \$4 per barrel, demand poor; squash, 20 cents per basket, demand fair; New York salad, \$1.25 per box, 3 dozen, demand fair; green peppers, 10 to 15 cents per basket; red, 15 to 30 cents per basket; cayenne, 50 cents per basket, demand fair; string beans, green, 15 to 25 cents per basket; yellow, 15 to 25 cents per basket, demand poor; lima beans, 75 cents per basket, demand fair; yellow turnips, 25 to 30 cents per basket; white, 20 to 25 cents per basket, demand fair.

Green Fruit.

Bananas, large, \$1 to \$1.40 per bunch; 8-hands, 75 cents to \$1 per bunch; 7-hands, 60 to 80 cents per bunch; 6-hands, 35 to 50 cents per bunch, demand poor; California oranges, \$3.75 to \$4.50 per box, demand fair; lemons, \$3 to \$3.50 per box, demand fair; limes, 80 cents per hundred, demand fair; pineapples, \$4 to \$5 per crate, demand fair.

Nuts.

Peanuts, green, choice, $4\frac{3}{4}$ cents per pound; fancy, $6\frac{3}{4}$ cents per pound; jumbo, $7\frac{3}{4}$ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds $17\frac{1}{2}$ cents per pound; Brazils, 10 cents per pound; filberts $11\frac{1}{2}$ cents per pound; pecans, $9\frac{3}{4}$ cents per pound; walnuts, $12\frac{3}{4}$ cents per pound; mixed nuts, $10\frac{7}{8}$ cents per

pound, demand poor. Prices on new California walnuts were made during the week on a basis of $2\frac{1}{2}$ cents below last year.

INDIVIDUAL MARKET REPORTS.

Coffee.

We refer to our last report of the 15th ultimo. The into-sight movement at Santos continues to be very heavy. The principal reason given for this heavy movement, and the one generally accepted as the true reason, is the early enactment of an increased export tax. We do not share this view, but believe the heavy movement to be due to the favorable weather conditions for drying, which followed immediately after the picking season, and to the lack of storage facilities on the plantations.

The receipts so far approximate closely those of the bumper crop of two years ago, but they are also similar to those of the 1903-4 crop, which crop amounted to only 10,400,000 bags. The receipts of two years ago reached their culminating point during the first half of October, but continued on a very heavy scale until the middle of January, whilst the height of the crop movement in 1903 was reached during the first half of September, after which a continual falling off was encountered. Whether the slight falling off in the receipts recently experienced marked the turning point in this year's crop movement remains yet to be seen. We judge from present indications that the current Rio and Santos crop will amount to about 12,250,000 bags. Consideration of the size of this crop has been, however, put into the background for the time being by the recent passage of legislative measures in the State of Sao Paulo increasing the export taxes on coffee and limiting the exportation of the article to such quantities during the next three years as it is supposed consumption will require. These laws are preparatory to the placing of a loan of £15,000,000 sterling, the proceeds of which are to be used for the retirement of previously incurred indebtedness. We are informed that the entire loan has been underwritten here and in Europe.

The press has been freely used to attack the government efforts towards strengthening its position, efforts, which if successful, will mean the withholding from the market of the Government coffee for a practically indefinite period, or until some calamity should overtake coffee production.

Whilst we have repeatedly stated as our opinion that the ultimate outcome of the Government purchases will result in disaster, we believe the present move of amalgamating all previous

loans with various dates of expiration into one loan running for fifteen years (fortified by export taxes, which are more than ample to cover carrying charges on the coffee acquired, as well as interest on the loan, and to leave a fair amount over towards amortization, i. e., towards paying off) to be a sound proposition from the Government standpoint, and if no additional follies are committed, one that may insure the Government against serious loss.

This measure will also be a safeguard for the trade, as it will prevent erratic price movements, such as speculators have been wont to bring about.

The market will henceforth be governed more by natural conditions than for years past. The trade can follow its pursuits without fear of a sudden collapse of the Government undertaking, which was held out so often by speculators and is even now predicted by them.

The distributing trade all over the world is poorly supplied, withdrawals from port stocks were light for the past two months, but actual consumption takes its daily quota. A revival of trade activity cannot be far off; when it sets in it will be found that desirable qualities are not plentiful, as arrivals of new crop at our port show up poorly in the roast in a good many instances.

Some importers have committed the folly of the past when buying coffee in Brazil "described as good roasters" to allow the insertion of a counteracting clause in the contract reading: "Description given in good faith, but not guaranteed," and are suffering in consequence thereof.

There is no earthly reason why a proper form of contract, one that is fair for both buyer and seller, should not be the basis of all transactions.

HENRY NORDLINGER & Co.
New York, N. Y.

Baltimore Canned Goods.

Probably not a third and possibly not a fourth of those jobbers of tomatoes who look to this market for their supplies have yet purchased to exceed, say, 25 per cent. of their requirements for their fall and winter trade for that article, and, in the face of that remarkable state of things, the market prices are advancing. What may or will happen when the heavy buying begins is not problematical. The canners do not now anticipate the usual large buying on the part of the big distributors who have so far let the market take care of itself, but they do expect a steady, continuous demand from all quarters sufficiently large to finance their business until the active canning season shall have ended and the return flow of money puts them in comfortable circumstances at

their banks. The tomato market was active right up to the close to-day, with a decidedly upward tendency in all directions. We repeat our recommendation to at once protect your wants for your fall and winter trade for tomatoes. The canning season for them may last only a couple of weeks longer, according to reports.

In the other lines of vegetables the chief demand this week was for corn, string beans, baked beans and sweet potatoes. Corn may not be very active until the canning season has ended. The string bean pack has been made, it is less than was expected and two-thirds sold already. Baked beans we have always with us. Sweet potatoes have been increasing in sales each season and are now selling freely. Peas were dull this week and the other articles were only fairly active.

Peaches nearly monopolized the business in canned fruits here this week. That "bumper crop" promised by the peach sharps is a joke. The end of the canning season is now in sight and the total pack in this section is only a little bit larger than in 1907 and fully three-fourths of it has been sold already. Buy your peaches now. The new pack of pears is in demand and even canned apples are a shade better. The remainder of the list of fruits is dull, and so were cove oysters this week.

THOS. J. MEEHAN & CO.
Baltimore, Md.

Imported Fish Products.

The market for herring of all kinds has shown quite some improvement, principally owing to the cooler weather.

Holland herring have been selling more freely and prices show a hardening tendency.

Scotch herring, especially large fulls, are in good demand and are selling freely.

New Iceland fat herring have arrived. They show the finest quality that has ever been received here. Prices are advancing.

New Norway Anchovies.—Catch in the beginning has been very fine, but has stopped abruptly, and if catch does not improve very materially there will be a shortage of anchovies this season. This, of course, will effect very seriously the Norway smoked sardines in oil. The catch all through the season has been fairly good, but the fish was spotted, which means that a great many of the fish were not good enough to be packed into first-class brands. For this reason the best grades of smoked sardines are getting scarce and prices are likely to advance.

In France the catch is very poor and disappointing. In Portugal still no small fish and Portuguese sardines are getting scarce.

Sprats have been selling very lively; stocks are very much reduced and held very firm, and prices going higher.

Norway Mackerel.—The catch has started, but nothing definitely is known as to the catch. The first shipments of new fat mackerel ought to be here within a few weeks. The oldest fishermen in Norway predict that quality this season will be exceptionally fine and fat, but that the quantity caught will be smaller than for some time past. Whether their prediction will come true or not is hard to say, but we shall see before long.

Irish mackerel are in good demand, but the trouble is that very few good fish are here. Most of the fish arriving here show a good part of soft and bony fish, which are not wanted by the trade. Good lots of Irish and Scotch are taken up quickly. Catch in Ireland continues very poor.

Stockfish.—Both round and split is decidedly firmer and prices show an advancing tendency.

STROHMEYER & ARPE CO.
New York, N. Y.

Spices.

The market continues very active, with urgent demand for spot goods. Stocks continue exceedingly small and the market has a generally firmer tone.

Pepper.—Large demand has practically cleaned up all spot goods and goods soon to arrive are held at practically spot prices. Futures are held at steady prices, which are safe.

Pimento (Allspice) is very steady, with a big demand at present. The crop is reported large.

Mace.—Demand very good and should continue so for some 30 to 60 days.

Nutmegs.—Increased demand has the tendency to make prices steady. We really look for higher prices to rule ere long.

Cassias very active at present; all grades in demand and a better value will be realized during late September and October.

Gingers.—Supplies are very small and the demand has had the tendency to raise prices.

Seeds.—Celery, Caraway and Coriander all very firm. Mustard seed in big demand at present. Poppy steady, but unchanged.

McCORMICK & CO., INC.
Baltimore, Md.

MARKET NOTES.

The tomato season is nearing its end. The jobbing range is 40 to 50 cents per basket and canners are paying 25 cents. The demand is good.

Colorado cantaloupes are still coming forward, but they seem to average very poor. The range in

price is \$1.50 to \$1.75. The demand for good melons is active.

The first new cranberries are in from Cape Cod and average \$2.25 per crate. They are not large, but well ripened. The crop outlook is good, but the season is still too young for much demand.

Sweet potatoes range from 30 to 35 cents per basket. The crop is large and of fine quality, and the consumptive demand is good.

White potatoes range from 55 to 60 cents, which is comparatively high. The nearby crop is light, and the chance is that local prices will reach 90 cents or \$1.

News comes from the growing districts that the chestnut crop will be large. The first should reach the market around October 1st and should bring \$7 or \$8.

California Tokay grapes range from \$1.80 to \$2 and white grapes \$1.25 to \$1.50. Nearby Concord and Delawares range from 10 to 11 cents for small baskets and 18 cents for large. Niagaras are slightly above these prices.

Failures Still Show Some Increase.

More Grocers and General Storekeepers Failed in August, 1908, than in August, 1907.

Failures still show an increase, both in grocery and general store lines. The figures for August, 1908, taken from the official statement of Dun & Co., are as follows:—

General Store Failures.—August, 1908, 111; liabilities, \$658,129; August, 1907, 84; liabilities, \$498,731.

Grocery Failures.—August, 1908, 275; liabilities, \$1,015,714; August, 1907, 162; liabilities, \$634,930.

Another Limited Price Agreement.

The following plan of limiting the selling price is in successful use by a large American perfumery manufacturer. It is reprinted here because price limiting is a mooted question in the grocery business as well as in nearly every other:—

FULL PRICED AGREEMENT.

(Which all must sign to obtain Solon Palmer's Perfumes and Toilet Requisites.)

In consideration of the 20 per cent. discount allowed on the Solon Palmer products, I (or we) agree

to sell them at not less than his published U. S. retail price, nor will I (or we) give any articles of value or make any price concession for the purpose of reducing the selling price.

Signed.....

The only penalty attached to this agreement is that I will refuse to sell any one that breaks it.

Under the 20 per cent. discount the net prices remain the same as the 60th edition of my price list, issued in 1907, except Medicated Soaps, which have been advanced.

OLON PALMER, Perfumer,
372, 374 and 376 Pearl street,
New York, U. S. A.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 C St., N. W., Washington, D. C.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s
Chocolate
& **Cocoa**



Registered,
U. S. Pat. Off.

Our Cocoa and Chocolate preparations are **ABSOLUTELY PURE**—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Valatie, N. Y., September 12, 1908.
Editor "Science of Advertising."

Dear Sir:—While you have been very generous in the attention you have given our advertisements in the past, I am taking the liberty of inclosing two more for your criticism. No. 1 is a newspaper advertisement; No. 2 is used for a package insert.

If you can at some future date make use of these in the "Grocery World and General Merchant," it would be appreciated.

Yours truly,

W. H. REYNOLDS & SON,
Per J. M. R.

The advertisement inclosed measured six inches double column and is below reproduced in somewhat reduced size.

The weakest part of this advertisement—in fact the only weak part—is the heading. The body of the advertisement looks interesting and is interesting, but the head both looks tame and is tame. A headline something like the following:—

Pay Cash for Your Groceries

would have been better than "The One Best Way to Economize."

A strong argument could be built along the same line. Like this:

The One Best Way to Economize

is to pay Cash and buy where you can buy to the best advantage.

Quality and Price ought both to be considered, but you are sure of both when you trade here.

Here are some money saving suggestions:

Fancy Imported Cromarty Bloaters 2c each
A kind of an imported herring—Very large and meaty. Splendid broiled or baked.

"King" brand Sugar Corn 7c can
Sweet, tender and fine flavored. We bought it early and bought it cheap—that's why we have such good corn at so low a price.

New White Beans 8c qt
All new, re-cleaned and first quality. Splendid quality and A 1 cookers. We sell beans by weight measure—more beans to the quart than by tin measure. How do you buy them?

Small Lean Fresh Hams 10 1-2c lb
We do not always have them on hand, but will order them promptly—our advantage to you for you do not pay for shrinkage. Any size you want.

Best Lean Salt Pork 12c lb
Light, lean, sweet and the finest quality we can possibly buy. 9 lbs. \$1.00.

New California Lima Beans 12 1-2c qt
A price on the finest quality Lima's; that's way below what they are worth. Just price them elsewhere and see.

"Eagle" brand Blueberries 15c can
Genuine Maine Huckleberries—splendid for pies. No. 2 size cans. A 1 quality.

"Health" brand Lobster 25c can
New stock, and as fine quality as you ever saw. Absolutely guaranteed.

Reynolds & Son, THE VALATIE GROCERS.

YOU CAN SAVE MONEY

by buying your Tea and Coffee of us in quantities. See the savings on coffee:

REYNOLDS' BEST COFFEE 35c 32c lb. 30c lb.

the finest in flavor you ever tasted.

REYNOLDS' O. G. COFFEE 29c 26c lb. 24c lb.

None better at its price anywhere and many brands at higher price are far below it in quality

"GOOD HONEST" COFFEE 25c 22½c lb. 21½c lb.

The finest at the price we ever saw. Our trade on it is growing daily, and it's because of quality

"BRUNSWICK" BRAND COFFEE

15c 14c lb. 13c lb.

Good mild flavor and quality

REYNOLDS & SON, THE VALATIE GROCERS.

"The woman who buys her groceries cheapest is the one who pays cash and trades around, buying this here and that there—wherever she can buy cheapest. We're perfectly willing to take our chance if you'll do that. Of course you'll keep both price and quality in mind as you go."

The package slip which Reynolds & Son also include I do not like, speaking more particularly of the typographical display. Its original dimensions were 5½ x 7 inches. It appears above in reduced form.

I don't like this because it's set all in boldface. When the text of

an advertisement is in boldface as well as the headlines, half, if not all, the effectiveness of the boldface is lost. Not only that, but an advertisement set wholly in boldface is peculiarly unpleasant to the eye. It does not invite the scrutiny, which is a very serious weakness, as everybody who has studied advertising will agree. In other ways I think the appearance of this package slip could be greatly improved. I would put a border around it. I should use a form of display more like that used in the newspaper advertisement. As a matter of fact a good printer can do much more in the way of an artistic type display with the little slips that many grocers put into packages than they can with an advertisement to go into a newspaper, because better paper is usually used for the package slip and it is therefore possible to produce a better result.

What American Groceries Cost in Morocco.

The Food Products of the United States Figure there to Some Extent. Prices Not so Exorbitant as One Would Expect in a Land so Far Distant.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

September 18, 1908.

Vice-Consul George E. Holt, of Tangier, states that probably no grocer and perhaps no other merchant in Morocco buys all of his goods from any one country. The exigencies of trade have made it profitable for him to go to all the

principal markets of Europe, and in some cases to American markets, for his supplies. Therefore the shop of the average Moroccan merchant contains either the cheapest goods or the best goods to be bought in Europe at a moderate price.

The following figures give cost prices on certain articles in the stock of an American grocer in Tangier bought in London, and may be taken as prevailing prices on these goods in Morocco:—

Per hundredweight: Soaps, blue mottled, \$5.04; carbolic, \$5.46; household, \$5.76; dried peaches, \$17.52; dried pears, \$16.80; fruit jams, mixed, \$3.12; raspberries, \$4.80; greengage, \$3.84; apple, \$4.80; black currant, \$6, and plum, \$4.08.

Per dozen bottles: Perfumery, jockey club, \$5.22; musk, \$5.22; violet, \$4.80; white rosé, \$4.56; Scotch whisky, \$2.44 to \$4.80.

Per pound: Butter, Danish, choicest quality, 28 cents; selected, 34 cents; Lombardy, nicest quality, 24 cents; Irish, extra superfine, 22 cents. Biscuits and crackers: Albert, 12 cents; American crackers, 9 cents; boudoir, 20½ cents; cracknel, 22 cents; fairy cakes, 15 cents; family, 8 cents; milk, 8 cents; water, 8½ cents.

Tinned meats, per dozen cans: Ox tongue, 1-pound tins, \$4.86; lunch tongue, 1-pound tins, \$2.40; corned beef, 2-pound tins, \$2.16; boneless chicken, 2-pound tins, \$3.60; fresh herrings, 1-pound tins, 72 cents; prawns bratilia, 1-pound tins, \$1.92; oysters, per 4 dozen cases, \$1.19.

Tinned vegetables, per dozen tins: Asparagus, 2-pound tins, \$2.64; petit pois (green peas), pint tins, 72 cents; champignons, pint tins, \$1.44; haricot vert, pint tins, \$1.14; spinach, quart tins, \$1.26.

Fruit in syrups, per dozen tins of 2 pounds each: Cherries, \$2.16; apricots, \$2.04; pears, \$2.10; greengage, \$1.98; chinos, \$1.15; tamarinds, \$1.92; dates, \$1.86.

Candles bought in Belgium, per dozen pounds: Sperm, \$1.02; paraffin, 98 cents; wax, 98 cents.

Self-raising flour from London, \$2.36 per dozen bags of 5 pounds each, and flour from Marseilles, \$6.40 per 220 pounds.

HOLT.

Eggplants are a drug on the market and range from 20 to 25 cents. The demand is poor.

We Own the
Word
Shredded



We are proud of our possession because we have made a reputation for it, as applied to our Codfish, that is world wide.

Every time you sell a customer BEARDSLEY'S SHREDDED CODFISH you tie that customer closer to you, for you have sold her the **only** SHREDDED Codfish. It is so different from imitations that every one of your customers can tell the difference instantly.

We have advertised BEARDSLEY'S SHREDDED CODFISH so extensively everywhere that it sells itself. It is as staple a product as sugar.

In three styles: Cartons, for sale from October to May; and tins and glass (handy tumbler) for summer months.

J. W. Beardsley's Sons
NEW YORK, N. Y.



"EXTON" Crackers and Oyster Eaters

Have been friends for 61 years. An oyster cracker has to be mighty good to hold on so long. We made it best and we kept it best and everybody knows it is best.

Purest materials, scientific baking, clean handling—it gets them all.

Everybody knows the "EXTON."
Prepare for "everybody" to buy them.

A. Exton & Company
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.

What Local Pennsylvania Grocers' Associations Are Doing

Reports of the More Energetic Organizations of Retail Merchants Presented to the State Convention. Grocers Live Members of their Communities and Working for their Own and the Public Good.

Readers of the "Grocery World and General Merchant's" report of the annual convention of the Pennsylvania Retail Merchants' Association, published last week, noted that the reports of local associations, which always constitute an important part of the session, were omitted. These reports appear below, with the exception of a large number which simply presented a routine statement, giving names of officers, dues, etc. These are omitted because of not sufficient general interest to warrant publication.

ALTOONA.

C. H. Brown, Altoona.—Our main and, perhaps, most successful effort during the year has been along the lines of expansion, both in numbers and aims. We have sought to enlist the co-operation of business and professional men by widening the scope of our work. How well we have succeeded you may judge by the above report showing, an increase in membership to more than double that of any time in the former history of our association. This movement began May 25th, when we held our annual banquet and also our regular monthly meeting, by appointing committees in each ward to make a canvass of members. This, coupled with the slogan, "A greater Altoona," has helped us to achieve success.

At the June meeting we voted to change our name to "The Merchants' Association and Chamber of Commerce of Altoona, Pa." Also to admit wholesale as well as retail merchants. We have also given considerable attention to our rating system, having employed one of our members to distribute blanks and secure ratings among our members. We now have about 7,500 ratings and expect to double the number. We took up the Sunday-closing matter some months ago after being annoyed for years by a class of people whose gold is their God, and who, in spite of law, persisted in keeping open shop on Sunday to the annoyance of their neighbors. We put the influence of the association back of the matter and closed everything up the first Sunday, except one Italian vendor, who sold ice cream and soda, until he and four clerks were pulled in, locked up eighteen hours, fined in all \$48, and now he keeps Sunday as good as Melican man. We have established a collecting agency within our association, for members only, one of our members being at the head. We have not yet had time to try it out, but believe it will win. The association has established an office for the secretary, given him an assistant, and we are at your service for anything we may be able to do.

BRADFORD.

George L. Dobie.—Efforts in the past year have consisted in eliminating many undesirable methods of competition, including the giving of treats to customers when they paid their bills, practice that had long been in operation. An effort to establish an earlier closing hour on Saturday nights proved unsuccessful. The question of limiting credit in all cases to a thirty-day period has been agitated, and while we are hopeful of bringing about that condition, we have not yet been able to secure a general observance of the plan.

The Bradford Business Men's Association's work during the past year has been confined almost entirely to developing and strengthening the basic principles of our organization, i. e., the regulation of credits, soliciting of all kinds and ticket selling. The development of these features alone has done more than anything else to enhance the value of the association to the individual member. During the year we have been called upon to consider a number of schemes which our refusal to indorse has not only saved our own members' money, but the other business interests and private individuals as well. Recently we incurred the ill feeling of organized labor bodies in our city in refusing to indorse a request of their committee to solicit funds to defray the expenses of their Labor Day celebration. Our offer to donate \$150 was declined, because they didn't think it big enough and believed they could get more by soliciting each individual member. The strength of our organization is now being tested. The majority of our members have

been solicited, but notwithstanding threat of boycott and so forth, all have remained loyal to the association. We feel that we are right and fear no evil results from the stand we have taken.

We have been instrumental in preventing a proposed advance in telephone rates, have also, through our Legislative Committee, secured from the City Councils a better system of sprinkling and cleaning the streets, especially the business thoroughfares. All candidates for both houses of the General Assembly from our district are on record as being in favor of a garnishment bill and the repeal of the Mercantile Tax Law. We adopted strong resolutions opposing parcels post legislation, placed same in the hands of State Secretary Howes, and followed the matter up in accordance with instructions received from his office. We try to keep in close touch with the State Association in all matters of general interest and find that it pays to do so. Frequently we serve lunch and cigars at our monthly meetings and find it does much to create interest in the association, gets the members out to the meetings and generates a spirit of friendliness among competitors. We have recently published the third edition of our credit directory containing the names of over 2,000 delinquents, have ratings on nearly all of the residents of our city and surrounding districts and through our collection system have recovered bad accounts for our members aggregating several thousands of dollars.

BRIDGEVILLE.

C. E. Jones.—Efforts made in the past year were to stop the sale of oleo butter and have stopped it. Also have an ordinance introduced in Council to regulate the tax on hucksters and to compel them to use standard measures.

BROWNSVILLE.

H. C. Hornbake.—Efforts made in past year: Streets paved, white wings, banquet, theater party, picnic, ordinances pertaining to hawking and peddling, credit system. Grocer formed as subordinate association and attempted co-operative buying, but failed.

BUTLER.

(Business Men.)

W. A. Stein.—We conducted a merchants' free excursion week the first week of December by which all car fares were refunded to purchasers at a total expense of 9½ percent on the business actually done on the proposition. We have kept the town thoroughly clean and clear of fake advertising schemes, are still clear of the trading stamp evil, have continued to furnish reliable credit ratings to our membership, got licked in an attempt to enforce our auction-room license but thereby procured another ordinance which we hope will prove to be what we want.

CARBONDALE.

C. A. Stuart.—Efforts made in the past year: Establishment of garbage crematory, investigating school affairs, co-operative buying securing better freight and express service.

CHESTER.

Wm. H. Nelson.—Efforts made in past year: The only effort made was to increase our business in co-operative buying, thus saving money to our members.

CONNELLSVILLE.

W. C. Armstrong.—A delinquent list, containing nearly 1,000 names has been issued every month. Our co-operative purchasing department buys monthly about \$2,000 worth of goods, being a saving to our membership of over \$100 per month, which alone exceeds the dues of the entire organization. Our regulation of fake advertising is complete and thorough. The advertising specialty mail no longer finds it profitable to do business in Connelville. Bargain day, free bridge celebration, movement to consolidate Connelville, New Haven and contiguous territory. Darr Mine Relief Association organized, Youghiogheny River canalization movement begun, annual banquet, Chamber of Commerce formed, annual outing, etc.

DuBOIS.

The DuBois Business Men's Exchange.—We have saved the members about \$1,500 in the way of advertising and solicitors for various purposes. Have pledged the several candidates for office to support certain measures. Have greatly improved our credit system and reported 750 names of delinquents. Have also done considerable advertising for the benefit of the city.

ERIE.

(Grocers.)

D. M. McDannell, the Erie Retail Grocers' Association.—Efforts made in past year: Closing groceries on Sunday and regulating credit to thirty days, if possible, or as near cash as possible. Cleared \$154 at twelfth annual picnic, the same being donated to the orphans of Erie. All members are stockholders.

in the Erie Wholesale Grocery Co., which had almost \$250,000 worth of business last year, yielding a dividend of 18.6 per cent. to its stockholders.

ERIE. (Exchange.)

A. M. Howes.—This year we have issued two larger improved editions of our Blue Book credit guide, with monthly supplements. We would like to have delinquent employees of Pennsylvania Railroad disciplined. During the year we held several special meetings to discuss credit in all its phases. We are educating the members to get their credit information by phone instead of by delinquent book. Office records are always up to date. All customers are rated under four classifications: New customers resident less than two years, former address unknown (N). No record. Require reference. Resident two years or longer in good standing (W) worthy. Record satisfactory, or (S) slow. Caution or (C) cannot recommend credit. Sell C. O. D. only. We also furnish reports to our members upon the standing of all fire insurance companies, using Best's reports. We have improved our methods for regulating charity and advertising solicitation. Have held several educational sessions for advertisers. Members are following the rules more than ever. Much educational work has been accomplished. Our professional members are closing Saturday afternoons during July and August; our merchants Friday afternoons. We arranged a Decoration Day and Fourth of July closing movement between our dry goods stores. Because the city and county officials would not stop poultry raffling we employed a detective, obtained evidence, arrested and prosecuted offenders at Thanksgiving, with the result that the usual Christmas raffling was discontinued, and dealers in poultry report larger sales, prices at retail being lower than the year before, when poultry rafflers cornered the market. We established a standing committee to cultivate home trading sentiment, passed resolutions of sympathy to Philadelphia grocers in their defense of direct buying and entertained the Knights Templar and Pennsylvania Lumbermen in annual conventions. We examine all pending city ordinances weekly. We adopted resolutions against parcels post and in favor of postal savings banks, which were communicated to the President, Postmaster-General, Senators and Congressmen. We questioned candidates for municipal offices as to their stand on the question of abolishing grade crossings. We investigated and approved the issue of industrial checks for the relief of our banks after conference of our committee with members of the Erie clearing house. We investigated alleged discrimination in telephone rates charged by two competing companies.

Erie has twenty-two civic trade and commercial bodies. We are trying to amalgamate them by establishing a central organization, supported by a per capita tax, consisting of delegates to consider questions of mutual interest. We have organized branches of the lumbermen, real estate agents, druggists, retail bakers and florists. An effort to establish a co-operative spring Easter announcement failed. We declined to protest against trade excursions and have agitated for a quarterly conference of the association executives of Northwestern Pennsylvania, Western New York and Northeastern Ohio.

FRANKFORD.

R. T. Holme.—We have purchased a property adjoining our warehouse. Have erected thereon a first-class stable, purchased a team to do the most of our hauling. Improved and strengthened our warehouse. Have a paid-up capital of \$25,000. Loans from members at 5 per cent. \$13,000. Reserve fund, \$4,000. Vacation fund, \$1,000. Entire working capital, \$43,000. Sales in purchasing department, \$235,000. Increase over previous year, \$35,000. Paid 7 per cent. dividend on stock. Have 126 members, an increase of six for the year. Have instituted a vigorous building and loan association. Most of the stores close on Wednesday afternoons during the entire year, and all of them during May, June, July, August and September. Three lectures, two of which were illustrated, were given.

HAZLETON.

Geo. Bittenbender, the Retail Merchants' Protective Association.—It has almost eliminated the trading stamp evil. It has started early closing, the stores closing every evening at 6 o'clock during July and August. Also has a banquet every year which is attended by nearly 3,000 people. When a party comes in and wants to be presented with some article a resolution is shown him which says that the members are fined \$25 to \$100 for giving anything away.

IRWIN.

H. L. Henderson.—We have closed all places of business in our town during July, August and September at 6 o'clock, except evenings of holidays and Saturdays.

JEANNETTE.

We maintain permanent 6 o'clock closing and Sunday observance. All advertising and raffle schemes must have approval of Executive Committee, obtained through our secretary.

We have attained considerable success in co-operative buying.

LANCASTER.

E. C. Hertzler.—Efforts made in the past year have been for the better observance of the Sabbath by the grocery trade.

LEBANON.

T. J. Burkey.—Its functions are for the mutual protection of its members and the

citizens in general. It has an agency for the Retailers' Mutual. Efforts made in past year: Successful banquet and merchants' day. Closed a number of business places on Sunday. Made a strong effort to have all milk delivered not later than 9 A. M. on Sunday, partly successful. Very active in all municipal affairs. Adopted a motto, "Buy your goods in Lebanon." Made an effort with the street railway company to give the public waiting rooms along the line as well as in the city, also to allow tickets to be sold on the cars, and better accommodations by running more cars. Issued a new supplement to our rating list.

NEW BRIGHTON.

Stuart Magee.—Efforts in past year: The uniting of different organizations into one, compiling a rating book and adopting a resolution in regard to credit, requiring all bills to be paid in full on pay day. Grocers have a meeting once a month to do business connected with the grocers.

PITTSTON.

Wm. Drury.—Efforts made for good roads between Wilkes-Barre and Pittston, free bridges for Pittston crossing the Susquehanna to West Pittston. Better services on Scranton-Moosic traction line. A permanent headquarters for secretary in post-office building, Pittston. Candidates for Legislature called to our meeting and pledged to support bills in favor of the merchants of Pennsylvania.

READING.

Have secured the co-operation of Coal Dealers and Butchers' Association for repeal of Mercantile Tax Law and believe we can secure the votes of Berks County in the next session of the Legislature for repeal of this law.

SAYRE.

Efforts during past year: Betterment of trade conditions, uniform closing hour, Wednesday half-holiday arranged between grocers and butchers for the months of August and September, have done away with subscription papers for fairs, raffles, etc. Collecting bills and reporting delinquents.

SHARON.

J. R. Robinson.—When the mills in our vicinity started to pay in scrip we called a meeting and decided upon a definite manner of handling the checks. We gave our moral support to the borough in its fight against unreasonable demands of railroad and telephone companies. Have continued to repress unprofitable advertising schemes.

SHEFFIELD.

We organized January 29, 1908, and have issued a delinquent list securing ratings on 1,500 persons, have card notices to solicitors displayed in each member's store and office, have collected about \$1,000 in slow accounts through our two letters.

SOUTH BETHLEHEM.

Name of Association Commercial League.—Efforts were made for Sunday closing of all stores, new rating directory, securing of paved streets, cheaper express rates, etc.

SUNBURY.

The Merchants' and Business Men's Association of Sunbury, Pa.—Maintains an officer to patrol the streets in search of peddlers and fakers. We do not allow merchants to solicit orders from house to house.

SLATINGTON.

James O. Haines.—We have a series of dunning letters which are effective. Efforts were made to reduce to a minimum the extension of credit to unworthy parties and protection against unscrupulous salesmen selling merchandise without merit, and the advancement of our members and the town in general.

WILKES-BARRE.

Mr. Feldman.—Collected accounts of \$1,500, one of which was twenty-one years old. Closed butcher shops on Sunday. By agreement stopped all retailing by wholesale houses, both meats and groceries. Passed an ordinance regulating and licensing hucksters, peddlers, etc. Still working to protect collection and credit-rating department.

Taxing Larkin Soap Clubs in Missouri.

The Larkin club idea may receive a blow in Missouri which it will find difficult to survive. One town already has taken up the idea of taxing Larkin soap clubs, and if others take it up, as is more than likely, the promoters of the clubs will find that an effective spoke has been put in their wheel. The Columbia (Mo.) City Council has passed an ordinance calling for a license fee of \$25 a year from every solicitor of soap orders, orders for coffee, tea, toilet articles, spices, etc., the ordinance

BACON

AS A BREAKFAST FOOD

There are dozens of breakfast foods on the market, but none of them can take the place of Bacon; nothing is so thoroughly satisfying and nothing adds so much zest to one's life as a breakfast, the foundation of which is

Burk's "Butternut Bacon"

This Bacon is selected from corn-fed hogs, specially cured with granulated sugar—mild and of exquisite flavor and taste.

It is put up in narrow strips, strung with white cord, cut absolutely square, making any waste impossible; wrapped in highly glazed and parchment paper and embellished on two sides with an attractive blue and white label.

A red seal is attached to the cord, stating the specific merits of this bacon, which is also known to the trade as the "5-B" Bacon, because of its name.

BURK'S

Butternut Boneless Breakfast Bacon

This Bacon was first introduced at the National Export Exposition, held in Philadelphia in 1899. It has had a steadily increasing sale each year, and today is the best known and most used Bacon in Philadelphia.

Our Cold Weather Specialties

CONSISTING OF

PUDDINGS, SCRAPPLE and FRESH SAUSAGE

will be offered to you just as soon as the weather conditions permit.

They will be, as usual, the best the market affords, and we would suggest your waiting our announcement that we are ready to serve you.

Talk to us about your Pork needs.

Louis Burk

GIRARD AVE. and THIRD ST., PHILADELPHIA

being aimed at people who have been operating the soap clubs which have been in such vogue during recent years. Similar ordinances are being considered at Moberly and Kirksville.

More Trade Boomers for the Early Fall.

An Additional Handful of Good Plans for Increasing Business.

[The following ideas for booming trade have all been used by merchants in various parts of the country. They were collected by Butler Bros.]

One Ohio merchant having thoroughly planned for adopting the cash basis sent out a strong personal letter the first part of which enumerated many of the strong advantages of the cash basis to his customers (as given in our leaflet entitled, "Credit to Cash"—yours for the asking). He concluded his letter in an equally strong way as follows:—

"This change does not imply that we have lost confidence in the people of this community. Far from it. It only places us in a position to serve you better than in the past.

"After reading our reasons for conducting the business on a cash basis, talk it over with your neighbor, your merchant and banker, but **DO NOT FAIL TO TALK IT OVER WITH US.**

"We have studied the question from every standpoint and are prepared to give you intelligent answers to any questions you may ask regarding the new basis of doing business."

An Indiana merchant recently conducted a successful "Let 'Em Go" sale covering a period of eight days. A week before his sale began he ran only the words "Let 'Em Go" in his local paper for several days. People wondered what it meant—whether a new brand of cigars or a new breakfast food was coming to town. The following week his big advertisement full of well displayed offerings at "let 'em go" prices brought the crowds to his store and his offerings did go like hot cakes.

Realizing how well most children like to get bright new pennies, an Iowa merchant gave a bag of five bright pennies with

each purchase of \$1 and over. During one special sales day he gave two bags of pennies with each dollar cash purchase. In his advertisements the following words were prominently displayed: "Start a bank for the little ones by dealing with ———." "Save money for the children." "Teach your children to save money," etc.

A "Saturday After Supper 10-Cent Sale" is the unique plan of a Michigan grocer. He placed a large sign in his window reading: "Watch this window Saturday after 6 P. M. Don't miss it." Then at 5.30 he fills his window with attractive 10-cent sundries. The net results of this simple plan have been surprising. Along with the sale of a big quantity of home goods this grocer makes sure that he sells all of his perishable stick-ers.

A Minnesota merchant recently gave away one-pint tin cups with an advertisement of his store printed on the bottom of the inside. The lettering was black on a white enamel background. Very few people would be apt to

drink from these cups without reading his advertisement, which included his name and lines carried, around which were clearly printed the words "A Safe Place to Trade."

These cups were attached to the town watering places and were distributed wherever laboring men were at work. They were also given to a great number of farmers. The expense of having them made was not large considering the amount of good advertising secured.

A Kentucky merchant has inaugurated what has thus far proven the most popular regular weekly sale he has ever conducted in the way of "Merry Monday Morning Sales." These Monday morning sales always close promptly at noon. It was a peculiarly good time because trade is usually dull that morning. The clerks generally feel good after Sunday's rest (also Monday noon was pay day in his store), while the bigness of the leaders offered helped more than the many other advantages to stimulate good cheer among the Monday morning patrons.



Bad Silver Polish Can Do You Harm

Do you keep in mind the fact that more care should be taken in selling silver polish than in selling lots of other things?

Why? Because nothing shows its inferiority quicker and more offensively than poor silver polish. In two ways: By not polishing, and by scratching. The result is a deep-seated resentment against you that will cost you dear.

There's nothing to explain or argue for or be uncertain about in **Electro-Silicon**. It has made its reputation as a metal polish both in this country and in Europe.

The quickest, smoothest, brightest silver polish made is that in the yellow box with the woman in red on the lid.

THE ELECTRO-SILICON CO., Proprietors, NEW YORK, N. Y.

HE CAN'T HELP IT



The ordinary butter jobber buys his butter wherever he can get it; simply because he can't help it the butter that he sends out **must** vary. The best grocer alive can't build up a big butter trade on that sort of butter.

Our carton **GURNSEY** butter is the same yesterday, to-day and to-morrow. It is a fancy dairy butter that the most fastidious grocer will gladly sell, and the most fastidious consumer will gladly eat.

We offer it to you, first, because its quality is incomparable; second, because it is that way all the time.

Packed in 30 and 50-pound boxes—pounds and half pounds—29cents. Price subject to market change.

P. F. BROWN & CO.

39 South Front Street

PHILADELPHIA, PA.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Colors and Backgrounds.

Whatever you put into your windows, put the price on it. To fail to do this is to take about 50 per cent. off the value of the display. Your window displays are to make money for you. To do that they must sell the goods. To sell the goods they must have the prices on them.

There is no getting around the fact that nine hundred and ninety-nine people in a thousand like to be able to walk into a store and say "I'll take that" without having to ask what it costs and perhaps back down if the price is too high. Men are even more that way than women. It makes the average man feel about seven feet high to be able to buy things that way.

A good many dealers resort to freak window displays to attract attention, and those will do that much, but they are of very questionable value in selling the goods. Wild or tame animals make good shows for the children, and grown-ups may enjoy them, but what will they sell? Not a thing. If you are selling zoological garden supplies, all right, if not, fill your windows with displays of goods and leave the animal and freak exhibitions to the other fellow.

Motion of any kind in a window will always attract attention and is hardly in the freak category. Moving pictures are expensive, too much so for use where the figure would have to be frequently changed, but motion exhibits can often be arranged with little cost by the ingenious use of clock works. When all is said and done, though, there is nothing much more profitable to show than attractively arranged exhibits of the goods and their prices.

There is a good deal to be learned by the tyro regarding the proper colors and color combinations to be used in window decorations. There is need for considering the proper colors for different times of the year, special days and seasons—Fourth of July, statesmen's birthdays, Easter,

Christmas, etc. These all call for special color treatment and pay you pretty well for taking that trouble.

Psychology has taught us that red is the most attractive color that can be used for windows, because it will draw the attention of more people than any other color. Red is a warm color and is most desirable in cooler weather when the mind leans more readily to any suggestion of warmth. The lighter colors are better in hot weather, though unfortunately in hot weather the light is strongest and the light colors fade out more easily than the deeper ones.

A solid color scheme is about the most satisfactory plan for a window and satisfies the eye more completely than any other combination of two or more colors, no matter how artistic. What woman, or man either, can get by a window which is in color of draperies and of goods one brilliant blaze of crimson? A color scheme that stands out in so prominent a way, draws the eye even of a person who would go by without a turn of the head. It is a magnet that the optic nerve cannot resist. Purple is an alluring color and for Lenten or Easter designs most appropriate. Green is a good summer color, especially the lighter green. Yellow, unless very deep, is rather of a failure at night. Orange does better. Brown is very uninviting. Pink is pretty and blue in the lighter shades is good at any time.

There are many color combinations that are pretty for variety, though a combination using more than two colors at one time would not be advisable. Orange and black, like almost any of the college combinations, make pretty and often striking color schemes. White will, of course, go with anything, though it makes a better contrast with one of the deeper shades. Red and blue are pretty. Green should not be put with either pink or orange. Violet or lavender are a failure with either green or purple. Many an expert window dresser has fallen

down on an elaborate window just because he thought he knew what colors went together when as a matter of fact he was all wrong.

Colors should be chosen for backgrounds and edgings of the display that will harmonize well with the goods shown, or form a proper contrast. Harmony or contrast may be used with equal effect. A harmonious effect is produced for instance, by displaying goods of dark green with a background and hangings in lighter shades of green; while to secure a clever contrast the background, etc., with the dark green goods might be made of delicate pink, or even red with edgings of gold.

Effective background colors for use in displaying small package goods would be pearl, French gray, cresson green, absinthe, white, granite, flesh, crocus, etc. These colors will cause the bright colors of any small package goods to stand out prominently. Edgings of gold will always aid to brighten up a window and particularly under the influence of the artificial light at night.

Favorite materials for draping the windows are bunting, cheese-cloth, canton flannel and crepe tissue paper. Canton flannel has a richer appearance than the other goods and can be used consequently in plainer colors. Some of these things can be washed when soiled. The crepe tissue paper is the best of all for most windows, unless permanent appearance is desired. There is no limit to the colors in which it can be obtained. It is cheap and can be twisted and tied almost as well as bunting and such things. You can procure very artistic effects with the paper and it can be used several times unless allowed to fade out in a strong light. The best way to buy the crepe tissue is to send direct to the maker of the best grade. You can buy it for seven cents a roll of ten feet and it comes not only in the plain colors, but also in the flowered which costs about five cents a roll more.

The chief object of the background is to define more strongly the articles which show against it. It accomplishes this better if the color of the goods is in strong contrast with that of the background.

In dressing a window, if thin goods are used, like bunting for



"GET SOME"

Get After the Home Beaners

Ninety-five per cent. of all the pork and bean eaters bake their own.

They think their own are better, and so they are better than many of the ready-packed brands.

But better than **Van Camp's Pork and Beans**? Absolutely no; they cannot possibly be as good. For very often they can't get as good raw materials as we get and they certainly can't know as much as we know about cooking them. Tell them this.

These people are going to a lot of work and fuss under the delusion that they have to to get good baked beans. Unanswerable proof to the contrary is a can of **Van Camp's**. Show them this.

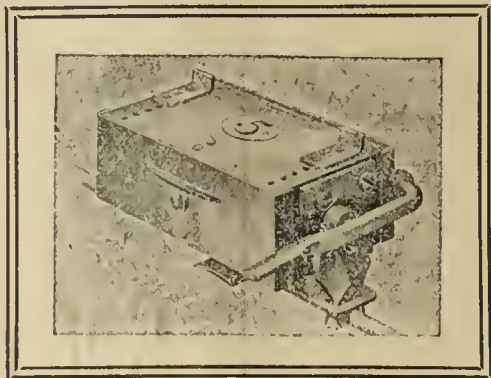
If you can sell **Van Camp's Pork and Beans** to half the people who now bake their own—and you can without a doubt—look what would happen to your trade.

The Van Camp Packing Co.

INDIANAPOLIS, IND.

LAMSON ELECTRIC CABLE CASH CARRIERS

GIVE PROTECTION, QUICK SERVICE AND ECONOMY

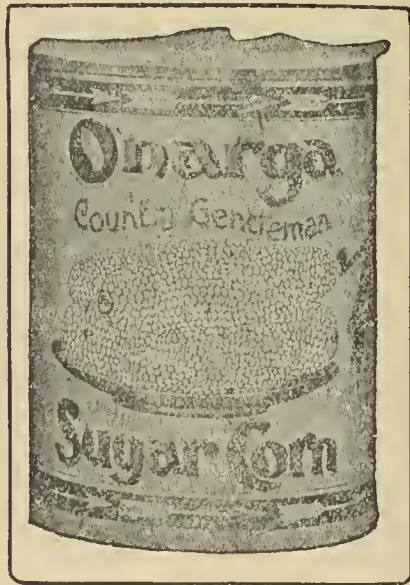


Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office Boston Office
500 Penn Mutual Bldg. 161 Devonshire Street

District Offices in all Principal Cities



"But if you want a really fancy corn, madam, here it is. That's quite the finest corn I ever had in this store."

This thing is substantially said about **Onarga**

Country Gentleman Corn many times every day. And indeed it's deserved, for **Onarga Corn** is a very superior article. First, because it's the finest Country Gentleman seed, and second, because it isn't spoiled by bad cooking like most corn. **Onarga Corn** is cooked in the new automatic cooker and every grain is like every other—not a tough, brown or yellow grain in the can.

IROQUOIS CANNING COMPANY

ONARGA, ILLINOIS

instance, it will be advisable to put underneath paper of the color of the bunting, otherwise the color of the woodwork behind will show through. This is one reason why the crepe paper is more desirable. It is not transparent enough to need a light-colored backing always. In putting up these things the window decorator will find a magnetic tack hammer most convenient as it will leave one hand free for holding the goods.

In making a smooth background, the widths of bunting should be first stretched across the top and tacked, making them fit snugly. Then they should be stretched taut to the bottom and tacked there. If a plaited background is desired, lay the plaits about two inches wide and make each plait complete top and bottom before going to the next. In the case of a very high window, it is advisable to tack the plaits half way up to something solid. In that case the tacks should be placed beneath the plaits to be invisible. It requires about three times more cloth to make a plaited background than a plain one.

Plaited edges may be made by plaiting the cloth on a narrow strip of board which is then nailed upon the background to cover up the tacks, etc., used in making it. These edging strips should be cut to fit before the cloth is tacked upon them and the plaits carried around the ends upon the back.

Edging strips may easily be puffed by pushing the cloth up into puffs with the fingers and then tacking each puff. The edgings of puffs may also be made of paper, the paper and the edging board being pasted and the paper pushed into puffs with the fingers. Once in position the paste will hold the puffs. A background puffed all over is very attractive—and a good deal of work as well.

The edgings, etc., should be put on after the walls and ceiling are covered. Then put up any desired shelving or build up such woodwork as is necessary to the display.

For making background, some sort of strawboard or matting can be used. The bunting can be tacked to this or pinned to it and this method will be found to leave the material in better condition for future use.

Fancy shapes or scroll effects for the display may be made by

bending heavy copper wire into the desired shape and covering it with the goods used. A very artistic effect may be produced by using for this winding a narrow strip of bunting which has previously been puffed by someone handy with a needle.

When light framework is desired to be built from the floor of the window, it may be made of bamboo strips, or some other light strips, covered with bunting and nailed and tied. Swinging shelves may be used advantageously and can be suspended from the ceiling by light brass chains, bunting-covered wires or with heavy cord, gilded. In all this work do not forget that to get effects from a single thickness of bunting or cheesecloth, self-colored paper underneath is necessary.

The actual test of the window dressers' ability comes when the background and framework are up and covered. The placing of the stock is the most difficult part of the work.

Place the main part of the design as far back in the window as the depth of the window will allow. Otherwise the display being too close to the glass will give an effect of flatness which will ruin the whole thing from the observer's standpoint.

With but one article to be displayed the problem is perhaps simpler than where there are assorted sizes and colors. This is but one more argument in favor of the one idea plan of window dressing. Every display should be so arranged as to bring out the best points of the goods exhibited. The arrangement of the light should be such that it will produce the best effect upon the particular goods shown, both during the day and at night. No contrasts should be arranged which will show up any of the goods to a disadvantage in comparative size or quality. Every little thing counts in a window display and every little thing must be considered.

FRANK FARRINGTON.

Delhi, N. Y.

Think of it! Five thousand grocers in Pennsylvania alone are selling the Goff remedies. Every grocer in the country should be. The firm is making a proposition to those who are not handling their standard remedies that will enable them to make 70 per cent. profit. If you will write S. B. Goff & Sons Co., Camden, N. J., they will tell you how it is done.



Loan Sharks.

Did you see where the Retailers' Association of Pennsylvania threw it into the loan sharks last week? You ought to read that resolution and do all you can to help it along, whether you're in Pennsylvania or wherever you are.

These loan shark people are bad fellows. Many a poor devil can't pay his grocery bill on account of 'em.

Seems to me I remember saying something about the installment houses and how they made a lot of people stand off the grocer when they should have paid him.

The loan sharks are worse. They push the victim deeper in the hole. I know what I'm talking about for they came near pushing me in once.

The loan shark is a blood sucker that lends you money on the baby's crib and your other household goods and charges you 50 or 75 per cent. interest.

They're not so bad in the country, of course, although a man who said he knew told me the other day that they were springing up in even the smallest towns and cities.

You see, there's always people to get roped in on such schemes. People who need money, but have nothing to get it on except their clothes on their back and the chairs they sit in. Nobody else'll lend money on such things and let you keep 'em at the same time. So in they slink to the loan shark and eagerly sign their souls away, just to get the money in their hands.

The fearful interest they have to pay keeps 'em poor, and many a dollar that ought to go to the grocer goes to the loan shark. The loan shark always gets the preference because he's got papers and if he ain't paid on time he'll sell 'em into the streets.

The grocer's got no papers, and he wouldn't sell 'em out anyway. He's too good-hearted, or too easy, whichever you please. Even if he tried to sell 'em out, he probably couldn't do it, for these people could claim exemption on him.

The loan shark takes mighty good care that they give him a paper agreeing not to claim exemption.

I'll tell you my experience with a loan shark, and maybe you can get an idea of the hole they put some of your customers in.

It was about ten years ago. I was up against it for sure. The house I had been on the road for consolidated with another one, and the one that took ours over already had a salesman on my territory. It was a choice between him and me, and of course he got it—they'd rather had their own man than even a handsome stranger like me. I didn't blame 'em.

It was just the time of year when nobody hires salesmen and I hadn't put anything by, so pretty soon I began to worry up a little. I had a big payment coming due on a matter and there was no coin in sight.

Well, to make a long story short, I finally went into a loan shark and struck for a loan of \$200. I had some household goods which they said were all right as security. They'd lend me the \$200 all right. How much would it cost me for a year? *Eighty-seven dollars!* Six per cent. would have been \$12!

Wouldn't that freeze your feet? It sure froze mine. Maybe I'd have gone in even at that if they hadn't wanted me to sign what they did.

They poked a judgment note at me and a bill of sale for everything I had in my house. That was so if I fell down on any of the payments they could clap a judgment on me with one hand and snatch my furniture with the other. Gettin' you comin' and goin'.

Well, I needed the \$200 almighty bad. I almost had to have it. But when I saw those papers and thought of the eighty-seven I just said "here, old man, don't you do it. If you get in a hole like that anything can happen to you."

So I stayed out, and gee whiz, but ain't I been glad a million times I did! I managed to squeeze through and in the end it came out all right.

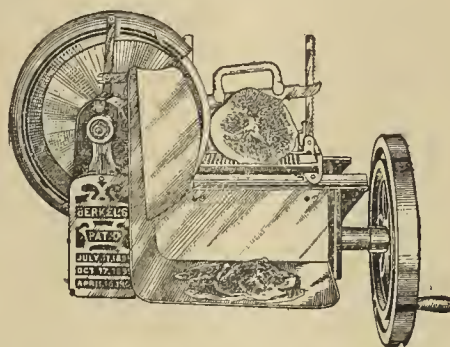
But do you see where a man gets when he signs himself away to one of these shylocks? With that judgment note and the bill of sale in their hands, he's simply

Better Profits—Better Meats

Suppose a reliable house came to you with an offer to sell you ham and bacon and dried beef of a superior quality for several cents a pound less than you are now paying.

You'd be interested, wouldn't you?

Naturally.



THE AMERICAN SLICING MACHINE

will make you a better profit of from three to nine cents per pound on all sliced meats because of the saving of waste, the slicing of odds and ends which are now sacrificed, and the saving of the profits on canned goods.

It will enable you to give at least 20 per cent. more just-right slices from the same weight of meat. This will bring you all the sliced meat trade of your locality.

Ten thousand merchants have proved this for themselves.

Just a postal card will bring you catalog and booklet showing what these other merchants have done—what you can do.

AMERICAN SLICING MACHINE CO., 54 Fifth Ave., CHICAGO



INSIDE GOOD AS OUTSIDE

Packing sardines in handsome cartons gives them a prestige and makes them much easier to sell.

But the quality of the contents must be as good as the fine package or there's trouble at once.

Our HARBOR MUSTARD SARDINES are beautifully packed in cartons of green, red and gold, and no sardine package makes as handsome shelf goods.

And the quality is superfine. The fish sauced with our special mustard sauce are the most piquant, succulent morsels you ever sold. Sells at 10 cents.

JED FRYE & CO., 25 South St., New York



Increase Your Profit on Bretzels!

By handling "Huebener's Genuine Lititz Bretzels" you'll make a profit worth while, because they embody the highest standard of quality and most fascinating good-to-eat-ness ever found in a pretzel product.

Our method of distribution guarantees you absolutely fresh goods, quick sales and good profit. No jobbers. Agents wanted.

LITITZ BRETZEL COMPANY
Lititz, Penna.

VALUE OF MAGAZINE Advertising



Magazine advertising makes people familiar with the name and quality of Swift's Premium Ham and persuades them to try it.

When they see a display, a show card or sign in your store the advertisement is recalled. The result is a sale.

Therefore it will pay you to display Swift's Premium Ham constantly. Keep a sign in plain sight all the time.

"WE SELL
SWIFT'S PREMIUM HAMS."

The increase in sales will be large and steady for Swift's Premium Ham holds trade by its uniform quality.

Swift & Company, U. S. A.

got to make the payments! The grocer and the coal man and everybody else except the landlord must stand aside and wait. When the loan shark's paid off he thinks he'll pay the others, but by the time the shark's principal and 50 per cent. interest is paid, the others are getting pretty warm—all but the grocer—and he has to float another loan to get rid of them.

Lending money on 50 per cent. interest is a pretty fat business and I have no doubt there are going to be a lot more of these fellows. At the first sign of one, if I were a grocers' association I'd get after him. You can get after him, you know, for every one of 'em breaks the usury laws.

Right here's where a lot of you fellows are shortsighted, I think. Such things as loan sharks take your customers' money. The more they take of it the less the customers are going to have to give you, and the longer they're going to keep you waiting for what you do get. Ain't that right?

Then why don't you keep your eyes open for such things and whack 'em hard in every way you can, so that money that ought to come to you don't go into the sewer?

THE STROLLER.

Receiver Asked for Tabasco Sauce Co.

A bill was filed in the Superior Court at Chicago, Ill., on Tuesday last, asking that a receiver be appointed for property in Illinois of the E. McIlhenny Canning and Manufacturing Co., a \$10,000,000 corporation, engaged in the manufacture of tabasco sauce and in the oyster trade. The bill was brought by William C. Titcomb, formerly Western manager for the company, who charges that the company is insolvent and that it owes him \$23,000 for salary and other accounts. The company is incorporated under the laws of Maine and Louisiana. Its headquarters are in New York, New Orleans and Chicago. It is declared in the bill for a receiver that the real headquarters, until January 1, 1908, were on Avery Island, in the Gulf of Mexico, and that the island is one of its chief assets.

Horse Blankets.

We will show you how to make some money on horse blankets if you will write to us now, as we can give you some prices that will astonish you. You know that we handle everything in hardware. James M. Vance & Co., 211-213 Market street, Philadelphia.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Egg Crates.

Milton, Pa., Sept. 14, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Can you inform us who are manufacturers of Perfection Egg Crates with fillers? Would like to buy them from first hands.

Yours truly,
SCHREYER STORE CO.

Bickel & Miller are manufacturers of Perfection Egg Crates. Their Philadelphia office is at 322 South Front street.

An Importing Company.

Richmond, Va., Sept. 16, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I read an ad. of the Oriental Importing Co., of your city. Are they, so far as you know, reliable people to deal with?

Yours truly,
WM. V. D. BRELING.

The concern named has an office in the Bourse. From their mercantile rating they would seem to be small, but reliable. The rating is "\$1,000 to \$2,000, credit high."

To Buy Cabbage.

Bethlehem, Pa., Sept. 14, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Can you inform me of several good parties where I could purchase a carload of cabbage?

Yours truly,
M. H. KRESGE.

W. S. Sheehan & Co., 118 Dock street, Philadelphia, and S. S. Darmon & Co., 115 Dock street, Philadelphia.

The New Currant Crop.

The new currant crop is generally estimated at between 165,000 and 170,000 tons. From this quantity the retention or export duty of 35 per cent. in kind on the total shipments must be deducted in order to arrive at the quantity actually available for export. The total shipments during the past

season of 1907-08 in round figures amounted to about 125,000 tons, which, plus the 44,000 tons retained as 35 per cent. retention duty, made a total covering actual requirements of 169,000 tons. Owing to the comparatively small stocks in foreign markets there appears good reason to anticipate that shipments will exceed those of the past season, while the present statistical position shows that, given normal requirements, there will be just about sufficient currants available for export to supply the average world demand. In marked contrast to the heavy forward buying of last year it is noteworthy that this season only a very limited quantity of fruit was sold for future delivery.

ASSOCIATION NEWS.

Little Rock, Ark.

At the last meeting of the Little Rock (Ark.) Retail Grocers' Association the members present indulged in quite a discussion regarding advertising propositions and ticket selling. A motion was offered and unanimously passed asking the Advisory Committee to contract for advertising space or the purchase of tickets for the entire association in the future instead of leaving such propositions open to members. Members are also urged to send all advertising solicitors (except newspapers) and ticket sellers of all kinds to the manager of the association, so that the Advisory Committee may pass upon their schemes. Some of the members have become a little negligent about this and sign contracts for advertising in programmes, etc., or buy tickets without thinking of the consequences. Their names are then used to whip other merchants into line and make them do likewise.

Cleveland, Ohio.

The Cleveland (Ohio) Retail Grocers' Association, which has for months been waging a campaign for Sunday-closing, has in the course of it used the following appeal to the public with great effect:—

TO THE PUBLIC WHO FAVOR SUNDAY OBSERVANCE.

The members of the Cleveland Retail Grocers' Association have been for some years and are now making a strong effort to secure a more general observance of Sunday by men in their line of business. To some extent we have been successful in persuading our brothers in the re-

tail grocery trade to abstain from business on that day. The fact that we have not succeeded in making Sunday observance general in Cleveland, is largely due to the fact that the grocers have felt called upon to accommodate their customers who desire to buy on Sunday mornings and this has led the consuming public to depend to a considerable extent upon that accommodation.

To a great degree we believe that the habit of Sunday buying is due to thoughtlessness on the part of consumers and this habit would not be as general as it is were family buyers to exercise foresight in providing for their needs for a day on Saturdays. We ask your assistance personally and influentially in reducing the volume of Sunday trading, and in checking it altogether, if possible.

The retail grocers and meat dealers, their clerks and other assistants feel the need of Sunday rest and desire to comply with the State law and properly observe the day. We need the sanction of a healthy public sentiment to make the Sunday-closing rule more generally effective. May we have your support in this movement?

THE CLEVELAND RETAIL GROCERS' ASSOCIATION.

We heartily approve the sentiment above expressed and join with the Cleveland Retail Grocers' Association in asking the public to abstain from purchasing goods on Sundays.

IGN. F. HORTSMANN,

Bishop of Cleveland,

W. A. LEONARD,

Bishop of Ohio,

J. S. KENDALL,

President City Ministers' Union,

UNITED TRADES AND LABOR COUNCIL,

Per Harry D. Thomas.

As to Non-payment of Association Dues.

A decision of far-reaching importance to retail grocers' associations of the United States was handed down a few days ago by the judge of an Indianapolis, Ind. court. It was held that members of such organizations must pay their dues according to the constitution of the associations before they can withdraw. The trial of the cause was predicated upon the refusal of certain members of the local association to pay the amount assessed them under the rules of the organization. The amount involved, from a monetary standpoint, was only \$2, but the case was bitterly contested from both standpoints.

AMONG THE TRADE.

Messrs. T. A. James & Co. have been appointed Philadelphia agents for the Royal Glue Co., Washington, D. C.

Hanscom Brothers have acquired the property No. 12 Market street, now occupied by Theodore Netter, liquor dealer, and will open a grocery store and cafe there in a few weeks.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—To rent at once, good Pennsylvania country store and post office, along main line Pennsylvania Railroad, and prefer without buying stock and fixtures. Will also sell at bargain, if sold at once, good, profitable South Jersey business (general merchandise), with stock and fixtures. Address Box 96, Malaga, N. J. 13

WANTED.—A good second-hand meat slicer. Must be in good condition. Address F. A. Long, Lancaster, Pa. 12

WANTED.—A good second-hand roll top desk. Price must be reasonable. F. D. W., 927 Arch Street, Philadelphia, Pa. 15

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 11

FOR SALE.

FOR SALE.—A good farm and home located near Clayton, N. J. Farm is good soil and well fertilized and contains 34 acres. Within one mile of station. House contains 14 rooms and is in fine condition. Good barns and outhouses. Will sell reasonable. Call and see it. Alex. C. Pentland, Elmer, N. J. 18

FOR SALE.—Seasonable hand-picked apples, "Smoke-House," etc. \$1.75 to \$2 per bbl. (guaranteed three bushels). Choice potatoes, 85 cents per bushel (60 lbs.). F. O. B. cars here to parties who can give good references. W. B. Zullinger, Mt. Holly Springs, Pa. 16

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. 11

FOR SALE.—Country store in Witmer, Lancaster Co., Pa., on P. R. R. Two and one-half story brick house and store combined. Finely situated. Ten rooms and bath in house. Storeroom, 25 x 110 feet. Fine large lawn. Fruit. Good water. One of the finest store properties in Lancaster Co., doing business of \$12,000, cash. Address, H. D. Kreider, Witmer, Pa. 12

FOR SALE.—Three Welsbach inside arc lights. Bauer & Harrison, 620 N. Second Street, Philadelphia, Pa. 12

FOR SALE.—Two Toledo computing scales; in use two years; good condition. Also new, 500 account, McCaskey Register and supplies; size 4 inches by 5 inches. Low price to first purchaser. Address "Dependable," "Grocery World and General Merchant," Philadelphia, Pa. 13

FOR SALE.—One of best grocery stores in Easton, Penna. Old established stand. Will stand close investigation. Owner will rent property. For particulars address W. E. S., "Grocery World and General Merchant," Philadelphia, Pa. 13

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. 11

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000

yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 401.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30 x 100 feet. Business about \$4,000 per month, 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 405.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clean 10 per cent. above everything. Stock about \$300. This store was established seven years ago and is thoroughly prosperous and profitable. Will sell fixtures at \$400 and stock at inventory. Will take all told about \$700. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$250 weekly, two-thirds cash. Stock \$600. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$900.

No. 409.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 413.—In nearby Philadelphia suburb. Only two other store there. Groceries and provisions. Size, 22 x 45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 416.—In Germantown, Philadelphia. Groceries and provisions. Store 16 x 25 feet. Does \$150 per week on stock of \$300. No team. Expenses very light and net profits 20 per cent. Owner going in larger business. Splendid chance for man and wife. Price, inventory; will take about \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20, with back room 16 x 14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

No. 420.—North Philadelphia. Fine residence district. Groceries, meats and provisions. Store 20 x 50 feet. Does \$400 weekly, half cash, balance weekly and monthly. Stock about \$500. Clear, net profits, 10 per cent. No team delivery. Good dwelling connected. Owner going to Germany and will sell at inventory. Will take about \$900.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very full investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for

about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about. In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line. If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

SITUATION WANTED.

WANTED.—Position as salesman, manufacturer's preferred, to sell through jobbers, as I have been accustomed to selling through jobbers; have also sold direct. Twenty years' experience. Can furnish reference. Central Pennsylvania preferred, but am acquainted all over the State. Address P. O. Box 283, Harrisburg, Pa. 17

WANTED.—Position wanted in grocery store as general manager, or to travel for a grocery house. A hustler. Best of reference. Apply "B. C.," Grocery World and General Merchant, Philadelphia, Pa. 13

WANTED.—Young married man (27) wants position. Ten years' experience in grocery and general merchandise business. Clean and sober. Will work for moderate wages. Address P. O. Box 130, Northampton, Pa. 13

WANTED.—I am a thoroughly experienced grocer, having been 16 years in business on my own account. I have a wide acquaintance with the grocery trade in Lebanon County. Would like to represent a live, reliable house in this district. either manufacturer or jobber. Best of reference and bond if required. D. B. B., care "Grocery World and General Merchant," Philadelphia, Pa. 13

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS

Sixty-Third and Market Streets
Philadelphia, Pa.



FLI-STIKON

THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. September 21, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.50 per bunch
Selected, 9 hands, packed 2 in crate.....	1.40 per bunch
Selected, 8 hands, packed 1 in crate.....	1.20 per bunch
Selected, 8 hands, packed 2 in crate.....	1.10 per bunch
Selected, 8 hands, packed 3 in crate.....	.90 per bunch
Selected, 7 hands, packed 1 in crate.....	.85 per bunch
Selected, 7 hands, packed 2 in crate.....	.80 per bunch
Selected, 7 hands, packed 3 in crate.....	.70 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.25 per bunch
Selected, 8 hands.....	.80 per bunch
Selected, 7 hands .....	.60 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA GRAPES.

Fancy Tokays, per 4-basket crate (about 26 pounds).....	\$1.50 to \$2.00
Fancy Italian Prunes, per 4-basket crate (about 26 lbs.).....	1.25

APPLES.

Apples, New York State, per barrel.....	\$2.75 to \$3.25
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MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50
Extra Fancy Messina, 360 size, per box.....	3.50 to \$3.75
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	3.00 to 3.25

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.50
Fancy quality, 126 to box	4.00
Fancy quality, 150-176 to box	4.75 to 5.00
Fancy quality, 200-216 to box	5.25
Fancy quality, 250-288 to box.....	5.00
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.75
Extra choice, 150-176 to box	4.50
Extra choice, 200-216 to box	5.00
Extra choice, 250 to box.....	5.00

NEW JERSEY SWEET POTATOES.

We are handling some of the finest sweet potatoes grown in New Jersey.

Orders filled at ruling prices on day of shipment.

VEGETABLES.

We ship the best on the market. As prices fluctuate daily on these goods, orders will be filled at the lowest ruling market prices.

SPECIAL.

Strictly Fancy Ohio Yellow Globe Onions, per sack of 100 lbs. \$1.35. An allowance of 5 cents per sack on 5-sack lots or over.

Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCKTON, OHIO

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

ny subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

packed in paper-lined fancy bags or paper-lined sugar barrels.

Per lb.

Java.....

Java.....

Java.....

Java and Mocha Blend.....

Java and Mocha Blend.....

Mocha.....

Mocha.....

Mocha.....

Guaayra (Washed Caracas).....

Maracaibo.....

Maracaibo.....

Santos.....

Santos.....

Santos.....

Berry Santos.....

Rio.....

1 Rio.....

2 Rio.....

pton Special Mocha and Java, 1 lb. cans

pton Perfection, 1 lb. cans.....

ttleship, 1 lb. packages, any quantity..

Cabin, 1 lb. packages, 100 to case.....

buckle's, 100 lbs. to case.....

ng Bee, 100 lbs. to case.....

ven Day, 100 lbs. to case.....

TEA.

Per lb.

25 Gunpowder.....

28 Gunpowder.....

st Gunpowder.....

25 English Breakfast.....

28 English Breakfast.....

st English Breakfast.....

25 Moyune Gunpowder.....

28 Moyune Gunpowder.....

st Moyune Gunpowder.....

25 Imperial.....

28 Imperial.....

st Imperial.....

25 Oolong.....

28 Oolong.....

st Oolong.....

ung Hyson.....

an.....

no ¼ and ½ lb. packages.....

ver Moon.....

ver Bell, 1 lb. packages.....

ada (Ceylon and India Tea)—

reen, Black and Mixed, ¼ and ½ lb.

packages, 10 lb. to box.....

reen, Black and Mixed, 10c. packages,

doz. to box.....

CANNED VEGETABLES.

Per doz.

In Money, 3s, sauce, 2 doz.....

In Money, 2s, sauce, 2 doz.....

In Money, 1s, sauce, 4 doz.....

In Money, 3s, plain, 2 doz.....

Vagner's, 1s, tall, 4 doz.....

Vagner's, 3s, plain, 2 doz.....

Vagner's, 3s, sauce, 2 doz.....

xcursion, 3s, sauce, 2 doz.....

aratoga, 2s, 2 doz.....

n—

In Money, Shoepeg, 2s, 2 doz.....

tandard Shoepeg, 2s, 2 doz.....

tandard, 2s, 2 doz.....

elmont Cream, 2s, 2 doz.....

linorr Brand Kernelled Corn, 2 doz.....

is—

ote & Co., extra sifted, 2 doz.....

elle Brand, 2 doz.....

ittle Fellow, 2s, 2 doz.....

ob Roy, 2s, 2 doz.....

In Money, petits pois, 2 doz.....

In Money, standard early June, 2 doz.....

rench, extra fins, 100 in case, per case,

1 Money Combination—

s, 2 doz.....

ney Beans—

s, 2 doz.....

a Beans—

erby, soaked, 2s, 2 doz.....

tandard, 2s, 2 doz.....

ittle Darling, 2 doz.....

npkins—

i, 2 doz.....

o. 10.....

ng Beans—

, 2 doz.....

Money Vegetables—

, 2 doz., 12 kinds in can.....

weet Potatoes, 3s, 2 doz.....

Pulp, for soup.....

cotash—

, 2 doz.....

atoes—

In Money, whole, 3s, 2 doz.....

tandard, 3s, 2 doz.....

o. 10, ¼ doz.....

ir Quality, 3s.....

, 2 doz.....

CANNED FISH.

Salmon—

Clover Leaf, 1 lb., flat, 4 doz.....

Clover Leaf, ½ lb., flat, 4 doz.....

Sockeye, 1 lb., flat, 4 doz.....

Seward, 1 lb., tall, 4 doz.....

Jockey, 1 lb., tall, 4 doz.....

Stonewall, 1 lb., tall, 4 doz.....

Argo, 1 lb., tall, 4 doz.....

Sockeye, ½ lb., flat, 4 doz.....

Iceberg, 1 lb. tall, 4 doz.....

Lobsters—

Gold Label, picnic size, 4 doz.....

Beaver, 1 lb., flat, 4 doz.....

Star, ½ lb., 8 doz. in case.....

Star, ½ lb., flat, 4 doz.....

Gold Label, ½ lb., flat, 8 doz.....

Beaver, ½ lb., flat, 8 doz.....

Clams—

Gold Label Brand, 1 lb., tall, 4 doz.....

Mackerel—

Mackerel in sauce, oval.....

Oysters—

Standard, 5 oz., 2 doz.....

Sardines, In Oil—

¾ oil, 100.....

Gold Label, ¼ oil, 100 cans.....

Standard, ¼ oil, 100.....

¾ lb., oil, with key, 100.....

Epicurian, ¼ oil, fancy cartons, 100 cans

Mustard Sardines—

Gold Label, 100 cans.....

Standard, 100 cans.....

Leon D'or Brand, 100 cans.....

Mustard Sardines—

Gold Label, 50 cans.....

¾ Mustard, 50 cans.....

Harbor Brand, 48 cans.....

Imported Sardines—

Oil, Martell Brand, 100 cans.....

Oil, Marie Elizabeth, boneless, 100 cans

¼ Oil Imported—

Martell, 100 cans.....

North Cape, Smoked, 100 cans.....

Grisetta, with key, 100 cans.....

King Oscar, 100 cans.....

CANNED FRUITS.

Per doz.

Apples, 3s, 2 doz.....

Blackberries, 2s, 2 doz.....

Blueberries, 2s, 2 doz.....

Cherries, 2s, 2 doz.....

Gooseberries, 2s, 2 doz.....

Pie Peaches, 3s, 2 doz.....

Pears, 3s, 2 doz.....

Sliced Pineapples, 2s, 2 doz.....

Singapore Pineapples, 1½s, chunks, 4

doz.....

Singapore Pineapples, 10c. chunks, 4 doz.

in case.....

Grated Pie Pineapples, James, 3s, 2 doz....

Raspberries, 2s, 2 doz.....

Strawberries, 2s, 2 doz.....

Standard Peaches, Sunset 3s, 2 doz.....

California Apricots, 2 doz.....

California Cherries, 2 doz.....

California Peaches, 2½s, 2 doz.....

Wheeler Peaches, 3s, 2 doz.....

Sliced California Peaches, 1s, 4 doz.....

DRIED AND EVAPORATED FRUITS.

Per lb.

Apples—

Evaporated, 50 lb.....

Evaporated, 1 lb. packages, 4 doz.....

Dried, 50 lbs.....

Peaches—

Standard, 50 lbs.....

Choice, 50 lbs.....

Extra Fancy, 25 lbs.....

Apricots—

Evaporated, 25 lbs.....

Currents—

Package, 36.....

Bulk, 25 lbs.....

New Figs—

Box, 10 lbs.....

Mats, 1 lb.....

Citron—

American Brand, 10 lb.....

American Brand, 25 lb.....

Dates—

Package, 30 1 lb.....

Stuffed, 1 lb.....

New Prunes—

30-40, 25 lbs.....

40-50, 25 lbs.....

50-60, 25 lbs.....

60-70, 25 lbs.....

70-80, 25 lbs.....

80-90, 25 lbs.....

90-100, 25 lbs.....

100-120, 50 lbs.....

Raisins—

3 Crown, 50 lbs.....

2 Crown, 50 lbs.....

London Layers, clusters, 20 lbs., per box

London Layers, 20 lbs.....

Seedless Sultana, 50 lbs.....

Seeded, 36 1 lb. packages.....

Sultana, 36 1 lb. packages.....

Sultana, bulk, 25 lb.....

RICE.

Per lb.

Best Head, bbls. or 100 lb. sacks.....

No. 2 Head, bbls. or 100 lb. sacks.....

No. 3 broken, bbls. or 100 lb. sacks.....

Japan, 100 lb. sacks.....

SALT.

Per sack

Fine Table, Large Sack.....

Kiln Dried.....

Fine Table, bushel sacks.....

Fine Table, ¼ bushel sacks.....

Ground Alum, 140.....

Per bbl.

Fine Dairy, 2s, 140 to bbl.....

Fine Dairy, 3s, 100 to bbl.....

Fine Dairy, 4s, 70 to bbl.....

Fine Dairy, 5s, 60 to bbl.....

Fine Dairy, 8s, 35 to bbl.....

Fine Dairy, 10s, 28 to bbl.....

Worcester, 2½s, 115 to bbl.....

Worcester, 5s, 60 to bbl.....

Worcester, 10s, 30 to bbl.....

Per case

Snow Flake, 48 10c. packages.....

Snow Flake, 36 15c. packages.....

Colonial, 36 5c. packages.....

Rock Salt.....

Shaker, 2 doz. in case.....

BEANS, PEAS, Etc.

Per bush.

New York Hand-picked, about 2½ bushel

to bag.....

Lady Washington Beans, about 200 lbs. to

bag.....

Green Peas, dried, about 165 lbs. to sack...

Black-Byed Peas.....

Per lb.

California Lima Beans, about 80 lbs. to

sack.....

Imported Lima Beans, about 90 lbs. to

sack.....

Split Peas, 210 lbs.....

Less quantity.....

Lentils, about 100 lbs. to sack.....

White Marrowfat Peas.....

Fava Beans.....

MOLASSES AND SYRUPS.

Per gal.

St. Clair, N. O.....

Kingsland, N. O.....

Julian F. Bradshaw's Molasses, No. 44.....

Cheapside Molasses.....

Black Strap Molasses.....

Gilt Edge Syrup.....

Gold Medal.....

King Syrup.....

Orange Brand Syrup.....

Orange Brand, 2½s cans, 2 doz.....

No. 6 Amber Syrup.....

California Amber Drips, 2s cans, 2 doz.....

California Amber Drips, 2½s cans.....

California Amber Drips, 3s cans, 2 doz.....

California Amber Drips, ½ gal. cans, 1 doz.

Calvert Brand Pure Porto Rico.....

SUGAR.

We do not handle imported sugar.

Dominoes, 5 lb. packages.....

Cut loaf.....

Powdered.....

XXXX, powdered.....

Cubes.....

Fine Granulated, American.....

Fine Granulated, 100 lb. sacks.....

Confectioners' A.....

No. 1, A.....

Light Yellow.....

Fine Granulated, 2 lb. bags.....

Fine Granulated, 5 lb. bags.....

CONDENSED MILK.

Case.

Baby, 1 doz. glass jars.....

Challenge, 4 doz.....

Eagle, 4 doz.....

Magnolia, 4 doz.....

Red Cross, 4 doz.....

Star, 4 doz.....

Dime Brand, 4 doz.....

Lion, 4 doz.....

Premium, 4 doz.....

Hires' Silver, 4 doz.....

Square, 4 doz.....

EVAPORATED CREAM.

Case.

Gold, double size can, 4 doz.....

St. Charles, 4 doz.....

Our Pet, large size, 4 doz.....

Our Pet, baby size, 6 doz.....

Peerless, small size, 4 doz.....

Peerless large size, 4 doz.....

Columbia, 4 doz.....

Silver Cow, 6 doz.....

Van Camps, 4 doz. in cans.....

MATCHES.

Per gross

Blue Hen, 200s, 1 gross.....

Coast, 5 gross.....

Globe, 100s, 5 gross.....

Doric, 1 gross.....

Home Safety, 65s, 5 gross.....

Vulcan Safety, 50 gross.....

Bird's Eye, 500s, 100 packs.....

Brass Box, 50s, this is a regular spring top,

vest pocket, durable match box.....

Search Light, 100s, 5 gross.....

Search Light, 500s, 1 gross.....

Daily, No. 2, blue heads, 5 gross.....

Fast Mail, 100s, 1 gross.....

Bull's Eye, 5 gross.....

Daily, No. 3, blue heads, 10 gross.....

Little Star, 40s, 5 gross.....

Pet, 100s, 5 gross.....

Chips, 200s, 3 boxes to package and 50

packages to case, especially for coast

trade and damp climate.....

Black Diamond, 500s, 100 in case.....

LAUNDRY SOAP.

Bars. Box.

Acorn.....

*Pearl White Floating.....

Ark.....

Babbitt's.....

5 box lots freight paid, with 1½ box

"1776" or 100 cakes Best Soap free...

10 box lots freight paid, with 3 boxes

"1776" or 200 bars Best Soap free.....

Buffalo Oleine.....

Washday.....

*Bee.....

*Big Schooner.....

Cocoa Floating.....

*Fels-Naptha.....

Hoefner's Tiger Borax.....

*Fairy Oval.....

*S. A. Gambrill, Oleine.....

*Globe Oleine.....

*Ivory, 6 oz.....

*Ivory, 10 oz.....

*Kirkman's.....

*Kirk's Oleine.....

*Lenox.....

*Lifebuoy.....

*Fairbank's Tar.....

*Magic Cleaner.....

*Octagon.....

*Philadelphia Oleine.....

*P. & G. Oleine.....

Premium.....

*Santa Claus.....

White Floating.....

*Star.....

*Sunlight.....

*Sunshine.....

Star Oleine.....

*Sunny Monday.....

*White Cloud.....

*Wonder Worker.....

Wonder Worker Chips.....

Lion.....

*Snowberry.....

Best Blue.....

*Hoefner's Ammonia.....

*P. & G. Naptha.....

Duck.....

20 Mule Borax.....

Rib.....

*5 box lots delivered.

TOILET SOAP.

Bars. Box.

Flash, for the hands.....

Grand Pa's, small size.....

Grand Pa's, small size.....

Grand Pa's, large size.....

Sweet Maiden.....

Brown Windsor, Violet, Golf, Turk-

ish Bath, Elder Flower, Dairy

Queen and Rose.....

Mottled Castile, 36 lb.....

White Castile, 36 lb.....

Conti, imported Castile, 36 lb.....

Oat Meal.....

Glycerine.....

Jap Rose.....

Sweetheart.....

Lava.....

Pearl.....

SCOURING SOAP.

Bars. Box.

Fairbank's.....

Sapolio.....

Wrigley's.....

Wrigley's.....

Scourone.....

Lipp's Scourer.....

Sil San.....

Army and Navy Compound.....

Finola Star Polish.....

Silver Sand.....

American Scourer.....

Bon Ami, 10c. size.....

Brooks' Crystal.....

Hoefner's Crystal, with spoons.....

Old Dutch Cleanser, 4 doz.....

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

-1-

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, barrels.....	.42@.45
Choice, barrels.....	.40
Good, barrels.....	.26@.30
Fancy, quart jars.....	per doz., 1.20
New Orleans Molasses—	
Fancy Open Kettle.....	.41@.43
Prime.....	.37
Good.....	.35
Ordinary.....	.32
Blended, fancy.....	.26
Blended, choice.....	.23
Blended, good.....	.20
2-lb tins, 8 dozen.....	per case, 2.90
Quarts, 2 dozen.....	per case, 2.90
Sugar Syrup—	
Pure, extra fancy.....	.35@.38
Pure, choice.....	.24
Blended, fancy.....	.32
Choice.....	.29
Vanilla Drips.....	.29@.30
Tins, 2-lb., 2 dozen.....	per case, 1.95
Tins, 2½-lb., 2 dozen.....	per case, 2.30
Tins, 3-lb., 2 dozen.....	per case, 2.50
Tins, 5-lb., 1 dozen.....	per case, 2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@95.....	32.00
Georges, count 110@115.....	25.00
Cape Shore, medium, count 160@175.....	14.50
Medium Irish 2s, thin, count 300@400.....	14.00
Norway, count 400@450.....	21.00
Norway, count 800@350.....	24.00
Norway, new, count 240@270.....	18.00
Norway, new, count 300@350.....	16.00
Norway, new, count 350@400.....	15.50
Codfish—	Per lb.
Fancy strips, 60-lb. boxes.....	.10½
Fancy bricks, 40-lb. boxes.....	.09
Fancy middles, 40-lb. boxes.....	.12
Choice strips, 40-lb. boxes.....	.08½
Choice middles, 40-lb. boxes.....	.08½
Hake, bricks, 40-lb. boxes.....	.06
Fancy, whole, quintals.....	.08
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy chnks, Iceland, 20 lbs.....	
Bloaters, Cromarty, 100s.....	

TEAS.

Gunpowder—	Per lb.
Common to fair.....	.15@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.28@.35
Choicest.....	.45@.65
Imperial—	
Common to fair.....	.22@.25
Superior to fine.....	.30@.35
Extra fine to finest.....	.40@.45
Choicest.....	.50@.55
Young Hyson—	
Common to fair.....	.16@.18
Superior to fine.....	.22@.30
Extra fine to finest.....	.35@.40
Choicest.....	.45@.60
Hyson—	
Common to fair.....	.14
Superior to fine.....	.18
Extra fine to finest.....	.25
Japan—	
Common to fair.....	.23@.25
Superior to fine.....	.28@.30
Extra fine to finest.....	.32@.38
Choicest.....	.40@.45
Basket-fired—Common to fair.....	.22@.25
Basket-fired—Superior to fine.....	.28@.30
Basket-fired—Extra fine to finest.....	.32@.38
Basket-fired—Choicest.....	.40@.45
Dust.....	.12½
Oolong—	
Common to fair.....	.17
Superior to fine.....	.17@.22
Extra fine to finest.....	.25@.35
Choicest.....	.40@.65
Onchong—	
Common to fair.....	.17@.18
Superior to fine.....	.20@.25
Extra fine to finest.....	.30@.35
Choicest.....	.40@.60

ROASTED COFFEES.

Sumatra—Mandhelang—Fancy brown.....	.86
Old Government—Best.....	.29
Old Government—Choice.....	.27
Old Government—Prime.....	.25
Old Government—Good.....	.23
Mocha—	
Genuine Arabian.....	.28
Maracaibo—	
Cucuta—Best.....	.16½
Cucuta—Choice.....	.16
Cucuta—Prime.....	.15
Cucuta—Good.....	.14
Laguayra—	
Canacas—Finest.....	.20
Canacas—Choice.....	.17

-2-

Peaberry—	
Santos—Fancy.....	.17½
Santos—Choice.....	.17
Santos—Fine.....	.16
Rio—Fancy.....	.17
Rio—Choice.....	.16½
Rio—Fine.....	.16
Santos—	
Best.....	.16
Choice.....	.15
Prime.....	.14½
Good.....	.13½
Fair.....	.12½
Rio—	
No. 1—Golden.....	.15½
No. 2.....	.15
No. 3.....	.14½
No. 4.....	.14
No. 5.....	.13½
No. 6.....	.13
No. 7.....	.12½

SPICES.

Whole, bags or barrels.	Per lb.
Allspice.....	.07
Cassia bnds.....	.85
Cinnamon, Mats.....	.10
Cinnamon, Twalo.....	.20
Cinnamon, Ceylon.....	.23@.27
Cinnamon, Batavia.....	.25@.30
Cinnamon, Saigon.....	.75
Cloves, Zanzibar.....	.17@.20
Cloves, Amboyna.....	.25
Cloves, Penang.....	.85@.88
Ginger, African.....	.08
Ginger, Jamaica, bleached.....	.21@.22
Ginger, Jamaica, unbleached.....	.20@.21
Ginger, Calcutta.....	.08
Nutmegs, 75-80s.....	.22@.25
Nutmegs, 105-110s.....	.18@.20
Nutmegs, 130-140s.....	
Black Pepper, Singapore.....	.10½@.12
Black Pepper, Shot.....	.14
White Pepper, Singapore.....	.15@.17
White Pepper, fancy.....	.25@.30
Red Peppers.....	.15
Pure Ground, highest grade, 6-10 lb. bxs.	
Allspice.....	.15½
Cinnamon, extra.....	.26½
Cinnamon, Saigon.....	.78½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.89½
Black Pepper.....	.18
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, Straight Penang.....	.87½
Mustard.....	.24½
Pure Ground, ¼-lb. tins, case 2 dozen	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
Cinnamon, Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
Ginger, Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Pepper, black.....	.96
Pepper, cayenne.....	.98
Pepper, white.....	1.56

CANNED GOODS.

VEGETABLES.

Asparagus—	Per doz.
Mam. white 2½s, unpeeled Calif.....	4.75
Medium green 2½s, Calif.....	3.25
Tips, green, 1s.....	2.75
Tips, white, California, 1s.....	3.75
Beans, Baked—	
Standard, plain 1s.....	.55
Standard, plain or sauce, 2s.....	.75@.80
Standard, plain or sauce, 3s.....	1.00@1.05
Fancy, plain or sauce, 2s.....	.90@1.35
Fancy, plain or sauce, 3s.....	1.10@1.80
Beans, Lima—	
Fancy 1s.....	1.35
Fancy 2s.....	1.50
Extra standard 2s.....	1.15@1.25
Standard.....	1.10@1.15
Soaked.....	.75@.85
Beans, Stringless—	
Fancy 2s.....	2.00@2.10
Fancy 1s.....	1.10@1.35
Extra 2s.....	1.40@1.75
Extra standard 2s.....	1.10@1.15
Standard 2s.....	.90
Standard, not stringless, 2s.....	.80
Beans—	
Yellow Wax 2s, fancy.....	1.20@1.25
Yellow Wax, standard cnt.....	1.00@1.10
Red Kidney 2s.....	.85@1.00
Corn—	
Fancy Maine 2s.....	1.20@1.25
Fancy New York 2s.....	1.00@1.10
Standard New York 2s.....	.90@1.00
Maryland 2s, Maine Style.....	.75@.80
Other standard grades 2s.....	
Peas—	
Smallest Sifted 2s.....	2.10
Extra Sifted 2s.....	1.60@1.75
Sifted 2s.....	1.15@1.85

-3-

Telephone 2s.....	1.25
Sweet Wrinkled 2s.....	1.40@1.60
Standard E. J. 2s.....	1.00@1.10
Soaked 2s.....	.75@.80
Snootash—	
Extra fancy Maine 2s.....	1.40
Fancy Maine 2s.....	1.10@1.25
Extra standard 2s.....	.95@1.00
Pumpkin—	
Fancy, 3s.....	1.10@1.20
Fancy, gallons.....	2.40
Squash—	
Fancy 3s.....	1.20
Tomatoes—	
5½-in. cans, fancy New Jersey.....	1.60
5½-in. cans, ex. stand. N. Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95@1.00
2-lb. cans.....	.75@.80
Gallons, standard New Jersey.....	2.75
Gallons, extra standard Maryland.....	2.50
Quarts, glass jars.....	2.75
Beets—	
Fancy Strawberry 3s.....	1.40@1.60
Cut 3s.....	1.10@1.15
Sweet Potatoes 3s.....	1.15
Saner Krant 3s.....	.95@1.10
Spinach—	
Standard Maryland 3s.....	1.15@1.40
Fancy New Jersey 3s.....	1.40@1.65
Gallons.....	4.75@5.00

FRUITS. CALIFORNIA.

Apricots—	Per doz.
Extra 2½s.....	2.25
Extra standard 2½s.....	1.75
Standard 2½s.....	
Gallons.....	5.25@6.25
Cherries—	
Extra White 2½s.....	2.75
Extra standard White 2½s.....	2.40
Standard White 2½s.....	2.35
Extra standard gallons.....	7.50@9.25
Bartlett Pears—	
Extra fancy 2½.....	3.25
Extra 2½s.....	2.40
Extra standard 2½s.....	2.40
Standard 2½s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
Extra standard 2½s.....	2.60
Standard 2½s.....	1.75
Gallons.....	5.50@7.00
Peaches, L. G.—	
Extra fancy 2½.....	3.25
Extra 2½s.....	2.75
Peaches, Crawford—	
Extra fancy 2½.....	2.75
Extra standard 2½s.....	1.85

EASTERN.

Pears—	
Fancy New York 2s.....	1.75
Fancy New York State 2½s.....	2.90
Standard 2s.....	1.50
Pineapples—	
Sliced or grated 2s.....	2.25@2.40
Sliced or grated 1s.....	1.10@1.20
Pie, grated, gallons.....	3.00
Singapore 1½s.....	1.15@1.25
Plums, egg, 3s.....	
Plums, gage, 3s.....	
Apples—	
Gallons.....	2.25
Strawberries—	
2s, fancy.....	3.00
2s, extra.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard 2s.....	
FISH.	
Lobster—	
Flat 1s.....	5.00
Flat ½s.....	2.50@2.75
Klippered Herring—	
1s.....	1.50
Alaska Salmon—	
Pink 1s.....	1.10
Medium Red.....	1.25@1.30
Choice Red 1s.....	1.40@1.50
Columbia River Chinook Salmon—	
Flat ½s.....	1.25@1.30
Tall 1s.....	2.00
Flat 1s.....	2.20
Oval 1s (steaks).....	3.00
Sardines—	
Domestic ½s, oil, 100 tins.....	3.35@6.00
Domestic ¾s, mustard, 50 tins.....	2.65@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sult., fancy, 6 cr., 30 lbs.....	.14
Smyrna Sult., choice, 4 cr., 30 lbs.....	
Cleaned Sultanas—	
Smyrna fancy, 1-lb. cartons.....	.15
Smyrna choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	

-4-

Loose Raisins—	Per lb.
Valencia, 4 cr., 28 lbs.....	
California, 4 cr., 50 lbs.....	.07½
California, 3 cr., 50 lbs.....	.07
California, 2 cr., 50 lbs.....	.06½
Figs—	
Baskets, 1 lb. and 2 lb.....	.15 @.18
Layers, 2¼-in., 10 lbs.....	
2¼-in., 12 lbs.....	
2¼-in., 12 lbs.....	.03
2-in., 12 lbs.....	
Currants—	
Fancy, 1-lb. cartons.....	.11
Cleaned, 1-lb. cartons, choice.....	
Bulk, choice, 50 lbs.....	.08½
Natural, choice.....	.06½
Citron—	
According to quality.....	.14½@.17
Lemon Peel—	
According to quality.....	.11½@.13
Orange Peel—	
According to quality.....	.11½@.13
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.04½
Prunes, California, 25-lb. boxes.....	
Epineuse, 20x30.....	.12
80x40, choice.....	.08½
40x50, choice.....	.08
50x60, choice.....	.07½
60x70, choice.....	.07
70x80, choice.....	.06½
Choice, 50-lb. box—	
80x70, 80x 90.....	
70x80, 90x100.....	
Prunes in 25-lb boxes.....	
Fancy 40x 50.....	.11½
50x 60.....	.10½
60x 70.....	.10
70x 80.....	
Prunes, Oregon, 25-lb boxes.....	
80x40.....	.08
40x50.....	.07½
Apples—	
Fancy, 50 lbs.....	.12
Fancy, 1-lb cartons.....	
Prime, 50 lbs.....	.08
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	.09½
Unpeeled, fancy, 25 lbs.....	.08½
Extra Choice Muir.....	.08½
Apricots—	
Royal, extra fancy, 25 lbs.....	.14
Moorpark, fancy, 25 lbs.....	
Royal, fancy, 25 lbs.....	.11½
Royal, choice, 25 lbs.....	.09½

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @.52
Valencia, 28 lbs.....	.33
Flot, shelled.....	
In shells—	
California P. 8., 80 lbs.....	
French Princess.....	.17½
Tarragona, 120 lbs.....	.15
Hard Shell, 100 lbs.....	
Braxils—	
New, large, 180 lbs.....	.10
Filberts—	
Turkish.....	
Sicily, 180 lbs.....	.10
Jumbo Naples, 110 lbs.....	
Long Naples, 110 lbs.....	.13
Pecans—	
Polished, 80 lbs.....	.11 @.14
Louisiana Paper Shell.....	
Walnuts—	
Chilli, 1907 crop.....	.12
Grenoble, 220 lbs.....	.15
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, boxes, 25 lbs.....	.16
Extra choice, boxes, 25 lbs.....	.13@.14
Choice, bags, 125 lbs.....	.11@.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case.....	Per case.
Reduced quarters, boneless.....	
Reduced quarters, with bones.....	7.00@22.00
French quarters, boneless.....	
French quarters, with bones.....	17.00@22.00
High quarters, boneless.....	24.50@27.00
Halves, boneless.....	15.00@40.00
French Vegetables, 100 in case.....	
Peas, according to quality.....	11.00@20.00
Mushrooms, ¼s, accord'g to qual.....	16.00@35.00
Mushrooms, ½s, accord'g to qual.....	15.00@20.00
String Beans, according to qual.....	12.00@17.00
Lima Beans, according to quality.....	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs., per lb.....	.06@.09

Grocery World and General Merchant Prices--Current.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
	Column.		Column.		Column.	Standard Weights per Bushel.	
Eggs.....	16	Flour.....	17			Marrow Beans.....	60 lbs.
Lard.....	24	Dressed Poultry.....	25			Medium Beans.....	60 "
Dressed Meat.....	24					Pea Beans.....	60 "
Sauer Kraut.....	25					Red Kidney Beans.....	58 "
						Hominy.....	56 "
						Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

COL.		COL.		COL.		COL.	
Alarm Cash Drawer.....	18	Pie Fruit.....	8	Drugs, Grocers'.....	26	Ink.....	20
Alum.....	26	Sardines.....	9	Eggs.....	16	Insect Powder.....	20
Ammonia.....	3	Meats.....	9	Essence of Coffee.....	5	Ironing Wax.....	32
Ammunition.....	6	Soups.....	10	Extracts.....	27		
Axle Grease.....	3	Capers.....	16	Jams.....	26		
		Catsup.....	11	Jars and Jar Rubbers.....	6		
		Cereal Specialties.....	17	Jellies.....	25		
Bags, Paper.....	23	Cereal Coffee.....	20	Junket Tablets.....	27		
Bag and Iwine Holders.....	18	Cheese.....	16				
Baking Powder.....	3	Chocolate and Cocoa.....	11				
Barley.....	17	Chewing Gum.....	27				
Bath Brick.....	32	Cider.....	27				
Beans.....	17	Clothes Pins.....	34				
Blacking, Shoe.....	4	Cocoanut.....	13				
Bluing.....	6	Codfish.....	19				
Borax.....	26	Coffee.....	5				
Brooms.....	33	Essence.....	5				
Brushes.....	35	Chicory.....	5				
Buckwheat Flour.....	17	Coffee Mills.....	18				
Bung Borers.....	13	Cooking Herbs.....	6				
Butchers' Sundries.....	25	Condensed Milk.....	12				
Butter Dishes.....	34	Condensed Mince Meat.....	21				
Butter.....	6	Corn Meal.....	17				
Butter Color.....	26	Corn Starch.....	31				
		Cottolene.....	16				
Camphor.....	26	Crackers, Cakes, etc.....	13				
Candies.....	10	Crescent Mapleine.....	33				
Candles.....	6	Cutters, Tobacco.....	18				
Canned Goods.....	7						
California Fruits.....	7						
Vegetables.....	7						
Fish.....	8						

-1-		-2-		-3-		-4-	
SUGAR.		PACKAGE TEAS.		AMMONIA.		BLACKING--Shoe.	
Confectioners' Lozenge, XXXX.....	5.20	Gunpowder--Choice to Extra.....	29 @ 35	Purple Ribbon, 16 oz., 2 doz. boxes.....	Per doz. .90	Shinola.....	per doz. .75
" Powdered.....	5.10	Cholceat.....	40 @ 45	Purple Ribbon, quarts, 1 doz. boxes.....	1.50	Shinola, 1/2 gross in box, with 8 brushes and	daubers or rug, free.....
" Crown A.....	5.50	Motum--Good.....	27 @ 30	Purple Ribbon, 1/2 gals. 1/2 doz. boxes.....	2.70	Bixola, 3 doz. in box.....	per doz. .85
" Crystal A.....	5.15	Choice.....	45 @ 50	Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75	Blackola, 3 doz.....	per gross 6.90
" Coarse Granulated.....	5.40	Choice.....	22 @ 25	Colburn's Autumn, 16 oz., 2 doz. boxes.....	.90	Mason's No. 1, 1/4 gross.....	2.25
Eagle Tablets.....	6.45	Choice.....	30 @ 35	Violet, pints, 2 doz.....	.85	" " 2, 1/4 gross.....	2.60
Crystal Dominoes.....	7.47 1/2	Choice.....	30 @ 35			" " 3, 1/4 gross.....	2.85
Cut Loaf.....	5.93 1/2	Choice.....	28 @ 30			" " 4, 1/4 gross.....	4.55
Patent Cubes.....	5.25	Choice.....	35 @ 40			" " 5, 1/4 gross.....	7.50
Powdered.....	5.10	Choice.....	18 @ 38			T. M. French.....	per doz. 1.00
Extra Fine Granulated.....	5.00	Choice.....	18 @ 48				
Coarse Granulated.....	5.00	Choice.....	14 @ 27				
Granulated.....	5.00	Choice.....	18 @ 28				
Fine Granulated.....	5.00	Choice.....	30 @ 40				
" in 50-lb. bags packed 2 in 100-lb. bag.....	5.05	Choice.....	30 @ 40				
" in 25-lb. bags packed 4 in 100-lb. bag.....	5.05	Choice.....	30 @ 40				
" in 10-lb. bags packed 10 in 100-lb. bag.....	5.15	Choice.....	30 @ 40				
" in 5-lb. bags packed in 100-lb. bags.....	5.20	Choice.....	30 @ 40				
" in 2-lb. bags packed in 100-lb. bags.....	5.30	Choice.....	30 @ 40				
" in 2-lb. bags packed in 100-lb. bags.....	5.30	Choice.....	30 @ 40				
" in 2-lb. cartons in cases.....	5.20	Choice.....	30 @ 40				
" in 2-lb. paper packages in cases.....	5.20	Choice.....	30 @ 40				
Confectioners' A.....	4.85	Choice.....	30 @ 40				
1--Keystone A.....	4.80	Choice.....	30 @ 40				
2--American A.....	4.75	Choice.....	30 @ 40				
3--Centennial A.....	4.70	Choice.....	30 @ 40				
4--California A.....	4.65	Choice.....	30 @ 40				
5--Franklin B.....	4.60	Choice.....	30 @ 40				
6--Keystone B.....	4.55	Choice.....	30 @ 40				
7--American B.....	4.50	Choice.....	30 @ 40				
8--Centennial B.....	4.45	Choice.....	30 @ 40				
9--California B.....	4.40	Choice.....	30 @ 40				
10--Franklin Extra C.....	4.35	Choice.....	30 @ 40				
11--Keystone Extra C.....	4.30	Choice.....	30 @ 40				
12--American Extra C.....	4.25	Choice.....	30 @ 40				
13--Centennial Extra C.....	4.20	Choice.....	30 @ 40				
14--California Extra C.....	4.15	Choice.....	30 @ 40				
15--Franklin C.....	4.10	Choice.....	30 @ 40				
16--Keystone C.....	4.05	Choice.....	30 @ 40				

-5-

GREEN COFFEE.

	Per lb.
Rio, Golden, fancy.....	.09 @ .09 1/2
" prime.....	@ .08
" choice.....	@ .07 1/2
Santos, Peaberry, extra fancy.....	.10 @ .10 1/2
" fancy.....	@ .09 1/2
" choice.....	@ .12 1/2
Maracaibo, strictly fancy, mild.....	.12 @ .11 1/2
" choice.....	@ .14 1/2
Washed Caracas, fancy.....	.14 @ .10 3/4
Laguayra, fancy.....	.20 1/2 @ .21
Java, extra fancy Old Government.....	@ .20
" extra fancy.....	@ .19 1/2
" fancy.....	@ .19
Mocha, 1/2 and 3/4 bales, genuine, finest.....	@ .10 3/4
" Seed, Santos, fancy.....	@ .10 1/4
" " choice.....	@ .10 1/4

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@ .12
" Prime.....	@ .10
" Choice.....	@ .09 1/2
Santos, Peaberry, extra fancy.....	@ .16
" extra fancy.....	@ .12 1/2
" fancy.....	@ .12
" choice.....	@ .14
Laguayra, fancy.....	@ .14 1/2
Maracaibo, choice.....	@ .15
" fancy.....	@ .15 1/2
" extra fancy.....	@ .24 1/2
Java, extra fancy Old Government.....	@ .23 1/2
" fancy.....	@ .23 1/2
Mocha, finest.....	@ .22
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
" " 2.....	.20
" " 3.....	.17
" " 4.....	.14

Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.	
New York Card Price. 100-lb. Cases. 60-lb. Cases.	
Ariosa.....	15 1/4 15 3/8
Arbuckle's Seven Day.....	10 1/4 10 3/8
Lion.....	13 1/4 13 1/4
B. Fischer & Co.—	
Hotel Astor Coffee, 1-lb. tins.....	.26
Thos. Martindale & Co.—	
Saludo, lbs.....	.20
" 50-lb. tins.....	.19
" barrels.....	.18
Viv, lbs.....	.16
" 50-lb. tins.....	.15
" barrels.....	.14
Ground or pulverized without extra charge.	
Lipton's—	
Special.....	.26
Perfection.....	.20

Packed in 30 and 60-lb. cases.	
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans.....	.29
" 48 1-lb. cans.....	.29 1/2
Trinidad, 60 or 100 1-lb. cartons.....	.26
"G-A" Blend, 20 3-lb. cans.....	.24
La Cruzada, 60 or 100 1-lb. cartons.....	.21 1/2
Iowa, 60 or 100 1 and 2-lb. cartons.....	.18 1/2
Tumbala, 60 or 100 1-lb. cartons.....	.16 1/2
Quezal (after-dinner), 12, 24 or 48 1/2-lb. cans per 1/2 lb.....	.35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr"—	
50 tins in box.....	per box 3.90
12 in tins box.....	per carton .95
2-lb. tins.....	per doz. 5.75
George Floto's Sons—	
Coffee Essence, 1/2-gross improved cans.....	per gross 2.25
" 1/2-gross cans, tin ends.....	2.70
" 1/2-gross cans, all tin.....	2.85
Vienna Coffee Essence, Manilla, 1/2 gross.....	2.25
Package Chicory, 65-lb. cases.....	per lb. .04 1/2
Hummel's Essence, tin can, 1/2 gross, per gross.....	2.85
" tin ends, ".....	2.70
" improved ".....	2.15
Chlcory, Selig's 65's.....	.05 3/4
English, ground, bags about 160 lbs.....	.05 1/4
" Franks', stick, 65 lbs.....	.06 3/4
" Muller's, Columbus brand, 5 sticks to lb., 65-lb.....	.04 3/4

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

-6-

BLUING—Dry.

Duck, kegs, 12 1/2 lbs.....	4.75
" kegs, 6 1/2 lbs.....	2.65
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
" " kegs, 12 1/2 lbs.....	2.65
" " kegs, 6 1/2 lbs.....	1.50
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85
BB, bags, 25 lbs.....	2.10

BLUING—Liquid.

	Per gross
Barlow's, small, 2 doz.....	2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Ball Blue, 1 oz., 3 doz.....	2.60
" " 2 oz., 3 doz.....	4.80

BUTTER.

	Per lb.
Tub Butter—	
Creamery, extra, 60-lb. tubs.....	.26
" first, ".....	.25
" second, ".....	.24
" third, ".....	.23
" imitation, 30-60 lbs.....	.22
" 5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.27
Ladles, 30-60 lbs., bakers' use.....	.20
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.....	.30
B. B., E. D. brands, 20-50-lb. boxes.....	.29
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.28
Sheaf ("400") Elgin, 20-50-lb. boxes.....	.27
Sheaf.....	.25-.26
Milken Farm, lbs. and 1/2 lbs.....	.31
Gurnee, lbs. and 1/2 lbs.....	.29
Belle Spring.....	.27

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs.....	.10 3/8
" 16's, 30 lbs.....	.11 3/8
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.08 3/4
Searchlight, hotel, 16's, 30 lbs.....	.09 1/4
Peerless, hotel, 16's, 30 lbs.....	.10 1/4
Bright Light, 16's, 30 lbs.....	per box 2.00
Werk's, 8's, 30 lbs.....	.11
" 16's, 30 lbs.....	.12

JARS AND JAR RUBBERS.

	Gross
Glass Jars, best machine makes—	
Pints.....	6.40
Quarts.....	6.75
Half-gallons.....	8.70
Jelly Tumblers—	
Barrels, 22 doz.....	per doz. .17
(No charge for barrels.)	
Jar Tops and Rubbers—	
Mason's Caps, 1/2 gro., no rubbers.....	per gro. 2.75
Jar Rubbers—	
Lip, wide.....	per gross .85
Acme, wide, 1 doz. cartons.....	per lb. .45
" medium, 1 doz. cartons.....	.40
Reliable, white rubber, wide.....	.26
" medium.....	.26
Black, medium.....	per lb. .25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....	per doz. .25
" Sage.....	.25
" Thyme.....	.25
" Savory.....	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, 1/2 doz. Thyme, 1/2 doz. Savory.....	per case 1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savory—	
1/8-lb. cartons, 1 doz.....	per doz. .40
1/4-lb. ".....	.75
1/2-lb. ".....	1.25
1/4-lb. screw cap bottles, 2 doz.....	.90
1/4-lb. square cans, 2 doz.....	.85

-7-

CANNED GOODS.

	Per doz.
Tomatoes—	
Mrs. Hancock's, trying.....	1.15
DuBois', trying.....	1.10
Jersey King, No. 3, standard Jersey.....	.92 1/2
" 5-case lots.....	.90
Silver Lake, fancy Jersey.....	1.05
" Jersey, No. 3.....	.97 1/2
Peerless, extra fancy, No. 3.....	.90
Plantation, No. 10, standard, 1/2 doz.....	2.20
Silver Lake, No. 10, 1 doz.....	2.50
Golden Rule, off standard.....	.80
" 5 and 10-case lots.....	.77 1/2
Alta, No. 2, good.....	.60
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake.....	1.00
Early Autumn.....	.92 1/2
Boyer's, No. 2.....	1.07 1/2
Oxford, Maine packed.....	.87
String Beans—	
Extra fancy.....	1.50
Boyer's, 2s.....	.57 1/2
Acorn, 3s.....	.85
" No. 2.....	.57 1/2
Safe, No. 2.....	.50
White Wax Beans—	
Boyer's, No. 2.....	.60
Acorn, No. 2.....	.57 1/2
Brandywine Hills, No. 2.....	1.10
Winsom, N. Y., No. 10, 1 doz.....	3.60
Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
" No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.87 1/2
" No. 2, sauce.....	.90
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37 1/2
Van Camp's, No. 1, sauce, 4 doz.....	.87 1/2
" No. 2, sauce, 2 doz.....	1.32 1/2
Moore & Brady, No. 3, plain.....	.85
" No. 3, sauce.....	.90
" No. 1, picnic size, plain.....	.42 1/2
" No. 1, picnic size, sauce.....	.47 1/2
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, tomato sauce.....	.97 1/2
" No. 3, tomato sauce.....	1.05
" Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 1, sauce.....	.95
" No. 2, sauce.....	.90
" No. 2, plain.....	.77 1/2
Bunker Hill, No. 3, plain.....	.80
" No. 3, tomato sauce.....	1.70
Snider's, tomato sauce, No. 3, 2 doz.....	1.32 1/2
" No. 2, 3 doz.....	.85
" No. 1, 4 doz.....	.87 1/2
Sunnyside, sauce, No. 3, 3 doz.....	.87 1/2
" plain, No. 3, 3 doz.....	.47 1/2
" sauce, No. 1, 4 doz.....	.47 1/2
Red Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77 1/2
Corn—	
Paris, fancy Maine.....	1.20
American Beauty, extra fancy, Shoe Peg.....	.85
Cream of Susquehanna.....	.95
Baker's, G. W., whole grain.....	.75
Shoe Peg, Susquehanna, No. 2.....	.85
" Osborn's, No. 2.....	.72 1/2
Mark, crushed.....	.70
Rex, No. 2, fancy, whole grain.....	.67 1/2
Vanity, No. 2, whole grain.....	.65
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	12.75
" fine, 100 cans.....	11.75
" medium, 100 cans.....	10.25
Boyer's, Midgits.....	1.55
" Extra Sifted.....	1.25
" Sifted.....	1.10
" Early June.....	.95
Jumbo June.....	.90
B. B. F., Early June.....	1.00
Hermit brand, No. 2, soaked.....	.52 1/2
Beets—	
Silver Lake, fancy, No. 3.....	.95
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.12 1/2
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	1.10
Farren's, No. 3.....	.95
" No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	.85
Pumpkin—	
Silver Lake, No. 3.....	.95
Catawba brand, extra fancy, N. Y. State, No. 3.....	.42 1/2
Andrews & Co., No. 2.....	2.35
Silver Lake, No. 10, 1 doz.....	.95
Asparagus—	
Del Monte Mammoths.....	3.75
Oak, large.....	3.20
Superior, large, No. 2 1/2.....	3.25
Staple, medium, No. 2 1/2.....	3.00
Swan, medium, No. 2 1/2.....	2.90
Del Monte Tips, No. 1 1/2.....	2.60
Extra Tips, No. 1 1/2.....	2.55
El Dorado Tips, No. 1 1/2.....	2.50
El Rio, medium, No. 2 1/2, 2 doz.....	2.85
California Canned Fruit.	
Apricots—	
Extra quality.....	per doz. 2.40
Extra standard.....	2.10
Standard.....	1.50
Pears—	
Bartlett, extra quality, 2 1/2s.....	2.25
" extra standard, 2 1/2s.....	2.20
" standard, 2 1/2s.....	2.00
Cherries—	
Extra quality, 2 1/2s.....	2.60
Extra standard, 2 1/2s.....	2.50
Standard, 2 1/2s.....	2.25

-8-

Peaches—	
Goddess, No. 2 1/2, ex. standard, lemon cling.....	2.00
Tioga, No. 2 1/2, extra standard, lemon cling.....	1.95
Valley, No. 2 1/2, standard, lemon cling.....	1.80
Agate, No. 2 1/2, standard, lemon cling.....	1.70
Lake View, No. 2 1/2, yellow, free.....	1.70
Oak, sliced, lemon cling, No. 1, 4 doz.....	1.35
Columbus, No. 2 1/2, pie, peeled, yellow, free.....	1.35
No. 2 1/2, pie, peeled, lemon, cling.....	1.40

Plums	
Egg, extra standard.....	
Green Gage, extra standard.....	
Egg, standard.....	1.35
Gage, standard.....	1.35

Domestic Canned Fruit.

Apples	
Wayne Co., No. 10, 1 doz.....	2.50
Booth's, oval, No. 3.....	.70
Blackberries—	
Farren's, extra preserved, No. 2.....	1.30
Silver Lake, syrup, No. 2.....	1.22 1/2
Nigger Head, No. 2.....	1.07 1/2
Spring Garden, No. 2.....	.90
Blueberries—	
Loggins, No. 2.....	1.40
" No. 10.....	6.00
Cherries—	
Silver Lake, pitted, No. 2.....	
Flour City, white, No. 2.....	1.22 1/2
Peaches—	
Maryland Leader, yellow, No. 3.....	1.15
" white.....	1.05
P. & B., yellow, No. 3.....	1.15
Pears—	
Silver Lake, No. 3.....	1.25
Fowling Creek, good, No. 3.....	1.25
Ayres Good, No. 3.....	1.05
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.30
Pride of Rochester, fancy, preserved, No. 2.....	1.90
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	.85
Silver Lake, No. 10, 1 doz.....	2.20
Strawberries—	
Anchor, No. 2.....	.90
Jumbo, No. 1, 4 doz.....	1.00
Silver Lake, No. 2.....	1.45
Defence, No. 2.....	1.80
Pineapple—	
Acorn, E. & C., No. 2.....	1.90
General, E. & C., sliced, No. 2.....	1.80
Indian River, E. & C., No. 2.....	1.65
Terrapin, E. & C., sliced, No. 2.....	1.60
Orange Grove, E. & C., No. 2.....	1.35
Singapore Chunks, No. 1 1/2, 4 doz.....	1.05
Wallace, E. & C., sliced, No. 2.....	1.30
Singapore, cubes, No. 1 1/2, 4 doz.....	1.00
Wagner's, No. 1, cocktail, 2 doz.....	.95
P. & B., grated, No. 3.....	.75
James, No. 3, pie, grated.....	.80
Singapore, cubes, No. 1, 4 doz.....	.67 1/2
The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved—	
Chop Tan Hin, 1/2 lb., cubes.....	.75 1/2
" 3/8 lb., sliced.....	.77 1/2
" 1 1/2 lb., cubes.....	1.02 1/2
" 1 1/2 lb., chunks.....	1.10 1/2
" 1 1/2 lb., spiral sliced.....	1.15
" 1 3/4 lb., smooth sliced.....	1.22 1/2

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs—	
Deviled, No. 1, 4 doz.....	2.17½
No. 2, 2 doz.....	3.25
Clams—	
Gold Label, No. 1, 4 doz.....	1.05
Star, No. 1, 4 doz.....	.95
Lobster—	
B. & M., No. 1, flat, 4 doz.....	4.75
" No. ½, flat, 4 doz.....	2.45
" No. 1, tall, 2 doz.....	4.50
" No. ¾, flat, 4 doz.....	3.00
Star brand, No. ¼, flat, 4 doz.....	1.40
" No. 1, tall, 4 doz.....	3.85
" No. ½, flat, 4 doz.....	2.40
Shrimps—	
Peerless brand (Barataria), new, pickled,	
No. 1, 4 doz.....	1.15
Cotton Bale, pickled, No. 1, 2 doz.....	1.10
Mackerel—	
Pickert's, soused, No. 1, 4 doz.....	1.50
" " No. 2, 2 doz.....	2.50
" " No. 3, 2 doz.....	3.15
Underwood, soused, No. 1, 50 cans.....	5.40
" " No: 2, 2 doz.....	
Oysters—	
Boyer's, No. 1, 2 doz.....	.92½
" No. 2, 2 doz.....	1.80
M. & B., No. 1, 2 doz.....	.92½
Stewart's, No. 2, 2 doz.....	1.65
" No. 1, 2 doz.....	.80
Victory, No. 1, 2 doz.....	.87½
Kipped Herring—	
Maconache's, 2 doz., plain.....	1.40
Gold Label, No. 1, spiced, 4 doz.....	.82½

ANY dealer who will consider the present price of oats, the poor quality of the new crop as it is coming from the threshers, and the present price of \$2.95 a case (36 pkgs.) in single case lots on Quaker Oats, must realize that he has an unusual opportunity.

The low price of
Quaker Oats

is not in keeping with the high price of oats. Crop conditions will likely keep the price of grain high. Buy while the price of Quaker Oats is low. It's a safe buy, no matter what happens.

The Quaker Oats Company

CHICAGO

NOTE—The \$2.95 price applies only in territory east of the Mississippi and north of the Ohio Rivers.



"I maintain that if one wants to know just what 'happens inside' and wants the proper thing to happen, it is essential to drink 'Blooker's'."

W. H. MORSE, M. D.,
Consulting Chemist.

American Depot, 46 Hudson St., New York

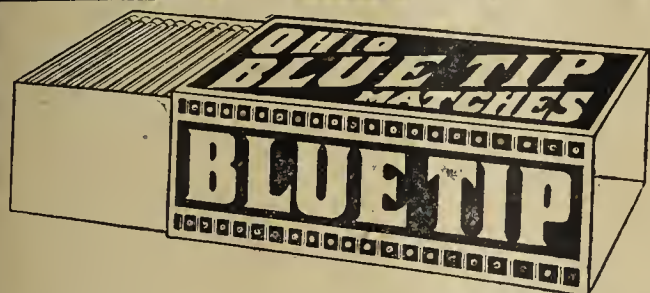
Anker's
**Bouillon
Capsules**

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and a good profit.



ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET
NEW YORK



Try This
for
a Week

Has it ever occurred to you that you can make 81 per cent. on OHIO BLUE TIP SAFETY MATCHES?

Can you do that on any other match?

Just try for one week and see how many people you can sell these matches to. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street

Something for You

Place your orders now to prepare for
the biggest demand in the history of

**RALSTON HEALTH FOOD
Purina Whole Wheat Flour**

"The Guaranteed Foods"

Jobbers' salesmen have something nice to offer grocers with our compliments, to show our appreciation of their interest.

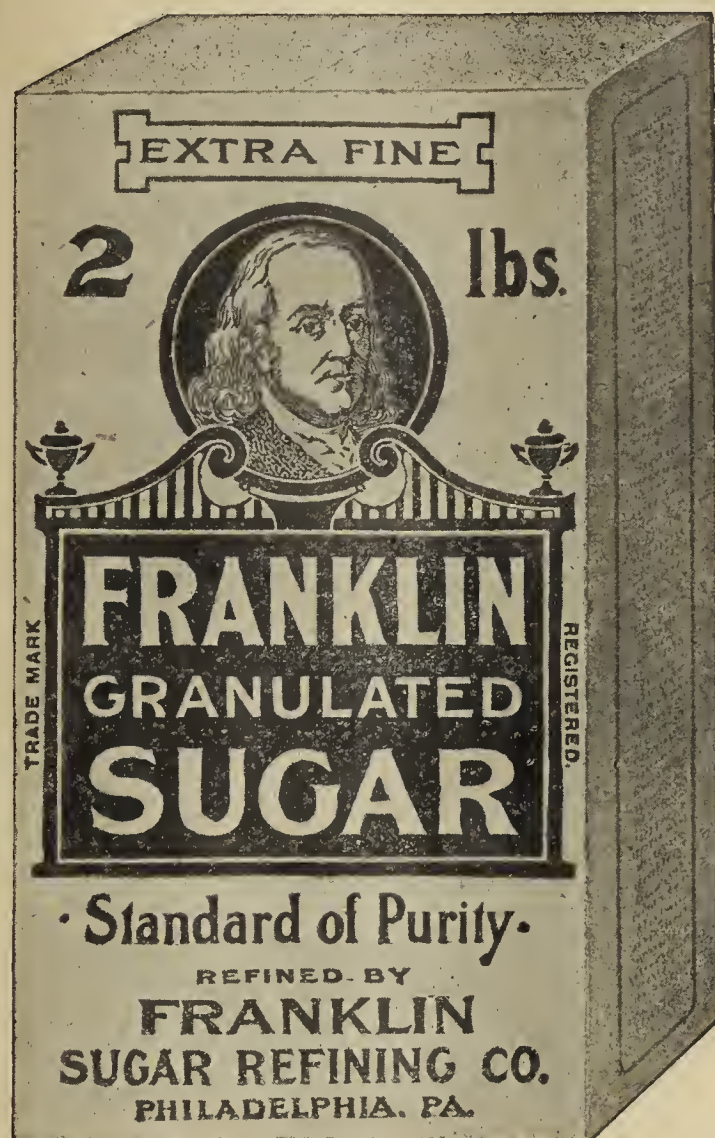
GREAT FALL ADVERTISING CAMPAIGN to your customers on these goods. Full-page advertisements in

LADIES' HOME JOURNAL
SATURDAY EVENING POST
YOUTHS' COMPANION
WOMAN'S HOME COMPANION
COLLIER'S WEEKLY
ASSOCIATED SUNDAY MAGAZINES
LADIES' HOME JOURNAL QUARTERLY STYLE BOOK
PEARSON'S MAGAZINE

"We are going to show the splendid qualities of these goods in such a way that we expect the increase in the families we will reach will run into the millions."

T. A. James & Co., 12-16 Chestnut St., Philadelphia

Ralston Purina Mills, St. Louis, Mo.



The Good the Cartons will do Your Store

Franklin Carton Sugar on the shelves will make any grocery store better from all standpoints.

Better because carton sugar is the modern, up-to-date way of selling sugar.

Better because they furnish a much cleaner and less laborious way of selling sugar.

Better because neat cartons always make a handsomer store than barrels.

Better because the proprietor will make a better profit and thereby be more prosperous, than if he sold bulk sugar.

One thing more to remember night and day—you *can't* give overweight with **Franklin Carton Sugar**.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

-13-

HIRES CONDENSED MILK



Silver.....	4.15
Queen.....	4.00
Premium.....	3.85
Blue Ribbon..	3.85
Gold, tall.....	3.75
Gold, family...	3.15

COCOANUT.

Franklin Baker Co's—



Brazil, 70 5-cent packages.....	2.50
" 35 10-cent.....	2.50
" 38 5-cent and 16 10-cent packages....	2.50
" 18 20 cent packages.....	2.50
" Shred, in pails, 20 lbs.....	1.10
" " in boxes, 25 lbs.....	0.93 1/4
" " in barrels, 135 lbs.....	0.09
Table Talk, Thread, in pails, 20 lbs.....	1.10
" " in boxes, 25 lbs.....	0.93 1/4
" " in barrels, 135 lbs.....	0.09
Premium, 60 1/4-lb. packages, 15 lbs. to case	2.23
" 30 1/2-lb. " 15 " " "	2.22
" 30 1/4-lb. and 15 1/2-lb. packages,	2.22 1/2
15 lbs. to case.....	2.23 1/2
Schep's Shredded, 1/4-lb. pkgs., 15 lbs. to case	2.23 1/2
" 1/2-lb. " " " "	2.23 1/2
Dunham's, 5-cent package.....	2.29
" 1/2s.....	2.26
" 1/4s.....	2.28
" 1/2s and 1/4s.....	2.26 1/2

COCOANUTS.

Franklin Baker Co's—

Porto Rico, Jumbo, 80s.....	4.00
San Blas, 100s.....	3.50

CRACKERS AND CAKES.

A. Exton & Co.—	Bbls.	Bxs.
Butter Crackers.....	.08	.08 1/2
Oyster.....	.08	.08 1/2
Wine Scroll.....	.10	.10 1/2
Cracker Dust.....	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son—	Bbls.	Bxs.
Assorted Jumbles.....	.07 1/2	.08
Brown Edge Water.....	.10	.10
Butter Thin.....	.12	.12
Clover Mixed.....	.08	.08
Cocoanut Ripple.....	.10	.10
Cookie Mixed.....	.08 1/2	.09
Crystal Bar.....	.09	.09
Fig Bars.....	.10	.10
Frosted Spiced Wafer.....	.09	.09
Fruit Cookies.....	.08 1/2	.09
Fruit Gem.....	.08	.08
Graham Wafer.....	.10	.10
Grandma Cookies.....	.08 1/2	.09
Honey Jumbles, XX.....	.09 1/2	.10
Iced Charter Oak.....	.09	.09
Iced Ginger Tablet.....	.08	.08
Iced Honey Jumbles.....	.09 1/2	.10
Iced Penn Treaty.....	.07	.09 1/2
Iced Veddette Wafer.....	.07 1/2	.08
Lemon Bar.....	.08 1/2	.09
Man-in-the-Moon.....	.08	.08
Milk Lunch.....	.07	.07 1/2
Orange Cookies.....	.07 1/2	.08
Quaker City Mixed.....	.07 1/2	.08
Salted Strips.....	.08 1/2	.09
Saltines.....	.12	.12
Soda Biscuit XX.....	.06	.06 1/2
Soda Biscuit XXX.....	.06 1/2	.07
Spiced Wafers.....	.07 1/2	.08
Sunshine Cookies.....	.07 1/2	.08
Water Crackers Star.....	.06 1/2	.07
Package goods—		Per doz.
Animals.....	.50	
Butter Thin.....	1.00	
Gingerettes.....	1.00	
Gold Medal Soda (small).....	.50	
" (large).....	.90	
Graham Wafers.....	1.00	
Ivinettes.....	.50	
Milk Lunch.....	1.00	
Our Ginger Snaps.....	.50	
Pink Tea.....	1.00	
Sugar Snaps.....	.50	
Saltona Biscuit.....	1.00	
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

-14-

DELIKATESSEN.

Wein Senf, Prepared Mustard.

Stone Pots, small size, 2 doz in case, per doz.	1.15
" " with Horse radish, p.dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
" " with Horse-radish, p.dz.	1.75
Wein Senf, in bbls.....	per gal.
" 1 gallon stone jars.....	per jar
" 5 gallon kegs.....	per keg
Prepared Mustard, in bbls.....	per gal.
" " in 15 gallon kegs.....	"
" " in 10 " " " " " "	"
" " in 5 " " " " " "	25-.40
" " in 2 gallon pails.....	per pail
" " in 1 " " " " " "	.40
Prepared Special, with spoon, 2 doz. in case,	per doz.
" Sifting top, 2 doz. in case.....	per doz.
" with Horse-radish, 2 doz. in case,	per doz.
" " " " " " " "	.95

Imported and American Fancy Cheese.

Emmentaler Swiss Cheese, Selected tub.....	.23
" " " " " " " "	.24
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case, per lb., .32 1/2 "	.34
Parmesan, loaves about 30 lbs.....loaf, .27 cut,	.32
Edam Cheese, 12 in case.....case, 10.50, single,	.80
" " in tin.....	per lb.
" 1-lb. tins.....	per case
Camembert, in wood boxes.....	per doz., 2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles,	per doz.
Parmesan, grated, ready for use, large bottles,	per doz.
Parmesan, grated, ready for use, small bottles,	per doz.
Olmutzer Hand Cheese, 100 in box.....	2.25
Edelweiss, Romatour and Bier-Kase.....per doz.	4.00
American Swiss, No. 1.....loaf, .16 cut,	.19
" " Square loaves, No. 1, about	
25 lbs. each.....	per lb.
Limburger Cheese, No. 1.....box, .14;	.16
1/2 box, 14; less.....	.16
Muenster Cheese.....	per lb.
Brick Cheese, No. 1.....	.16
English Dairy Cheese.....	.17 1/2
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box.....	2.25
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 " " " " " "	2.40
Picnic size, 2 " " " " " "	1.35
Trial size.....	1.00
MacLaren Imperial Cheese, Club size.....per doz.	1.00
" " No. 1.....	2.40
" " large " " " "	2.95
" " small " " " "	1.45
Fromage de Brie, M. C. C., 1 in box.....per box	1.55
d'Isigny, 6 " " " " " "	1.55
Wm. Tell brand, 12 in box.....	1.40
Neufchatel (Cow brand), 25 in box.....	.95
Star Cream, or Phila., 12 " " " "	1.90
Miniature Cream, or Phila., 12 in box.....	.95
Hand Cheese, 8 doz.....	1.35
" 4 " " " " " "	.70
" 4 " Thuringer.....	.85
Farmer Hand Cheese, 4 doz. in box.....	1.45
Schutzen Cheese, 12 in box.....	1.25
American Mountain Cheese (Alpen Kase), 50	
1-lb. packages.....	per lb.

Imported and American Meats and Sausages.

Westphalia Ham (marked weight).....per lb.	.48
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " " " " " "	2.75
Carlsbad Speck (Imported Bacon).....	.32
Imported Cervelat Sausage (Rolf's).....per lb.	.48
Imported Frankfurters.....	per doz.
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner.....by bbl. .12; less, per lb.	.14
" Landjager, short.....	.24
" " long.....	"
" Mortadella, Dry.....	.25
" Knackwurst, 25 in box, per box,	
\$4.75; less.....	2.40
" Cervelat (E), 50 and 100-lb. boxes,	
.21 1/2; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-	
lb. boxes, .20; less.....	.21
" Cervelat, Crescent, 50 and 100-lb.	
boxes, .17; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb.	
boxes, .14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb.	
boxes, .23 1/2; less.....	.25
" Salami (E), 50 and 100-lb. boxes,	
.20; less.....	.22
" Salami, Blue Ribbon, 50 and 100-lb.	
boxes, .18 1/2; less.....	.20
" Salami, G. A. P., 50 and 100-lb.	
boxes, .16 1/2; less.....	.18
" Tongue Sausage.....	per lb.
Smoked Braunschweiger Liver Sau-	
sage.....	per lb.
" Lachs Ham.....	.28
" Petit Delicatess Frankfurters, plain,	
per doz.....	1.00
" Petit Delicatess Frankfurters, with	
Sauer Kraut.....	per doz.
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck.....	.18
Mettwurst, half-round.....	.16
Liver Sausage (Special), truffle, goose, or sar-	
dellen.....	per lb.
Smoked Thuringer Blutwurst.....	.18
" Pfefferwurst.....	.18

-15-

Pickled Meats.

Lamb Tongues (Derby Brand), pint glass jars.	4.75
" " quart glass jars.	5.75
" " 10-oz. jars.....	2.50
Calves' Head, in round tins.....per doz.	1.65
Pickled Meats, in glass.....	per doz.
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	1.00
Beef Salad, in glass.....	per doz.
" " pints.....	1.00
" " quarts.....	1.60
Lamb Tongues, in glass.....	per doz.

Holland and Scotland Herrings.

Holland—	Kegs or Pails.
Mixed, "Y. M.," 1/2 bbl.....	5.50 .60-.75
Milkers, "Y. M.," 1/2 bbl.....	6.50 .75-.85
Mixed, standard, bbl.....	5.50-6.50
Milkers, standard, bbl.....	1/2 bbl.....
Scotland—	
Mixed, large, fulls, bbl.....	8.00
Milkers, " " 1/2 bbl.....	8.00
" " 1/2 bbl.....	8.00
Marinerte Herring, imported, about 40 in pail.	1.25
Roll Herring, imported, about 25 in pail.....	1.00
Spiced Herring, imported, about 40 in pail.....	1.00
Norway Stockfish, dry.....per lb.	.15
Matjes Herring.....	per pail

Bismarck Herring.

Round tins, with key, pint.....	Per tin.
" " quart.....	.20
" " 2 quart.....	.35
" " 4 quart.....	.55
" " " " " "	1.10

Smoked Delicatessen Fish, in Season.

Roll Mops, 4 quart tin.....	1.10
" 2 quart tin.....	.60
" quart tin.....	.50
Brat-Haring, 4 quart tin.....	1.10
" 2 quart tin.....	.60
" quart tin.....	.40
English Sprats, 36 bunches.....per box	2.50
Kruger's Roll- and Brat-Haring, oval tins,	per doz.

Russian Sardines.

Imported fish, Wallkoff brand.....per keg	.75
" 5-lb. pails.....per pail	.55
" 10-lb. pails.....	1.05
Cut Spiced Sardines, 10-lb. pail.....	.75
" 5-gal. keg.....per keg	2.75
Russian Sardines, in glass jars.....per doz.	2.25

Norway Anchovies.

Original package.....per 1/2 bbl.	5.50
Repacked in 5-lb. pails.....per pail	.60
" 10-lb. pails.....	1.10
" 5-gal. kegs.....per keg	2.75
" 1/2 lb. flat tins.....per doz.	.95
" 1/2-lb. tall tins.....	1.50
" 1-lb. tall tins.....	2.00
Fancy kegs, keg.....	.80
" 1/2 keg.....	.42
" 1/4 keg.....	.32
" 1/8 keg.....	.20

Salt Sardellen.

Original packages, 1902.....per anker	16.00
Repacked, kegs, about 8 lbs.....per keg	3.25
" pint jars.....per doz.	6.00
" large tumblers.....	2.25
" small tumblers.....	1.25

Russian Caviar.

1-lb. tins.....	Per doz.
1/2-lb. tins.....	19.50
1/4-lb. tins.....	10.50
1/8-lb. tins.....	5.50
1/16-lb. tins.....	2.75

German Dill Pickles—Regular Size.

60-gal. casks, about 2000.....per cask	
50-gal. bbls., about 1200.....per bbl.	
15-gal. keg, about 500.....per 100	
10-gal. keg, about 300.....	1.00
5-gal. keg, about 150.....	"
10-lb. pail, about 50.....per pail	

Domestic Sourkruit—Long Cut.

60-gal. casks.....per cask	
48-gal. bbls.....per bbl.	6.50
10-gal. kegs.....per keg	2.40
5-gal. kegs.....	1.25
10-lb. pails.....per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....per lb.	.18
Spitzkugeln.....	.25

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.....per bundle	.30
Basler Lebkuchen, No. 1, 6 " " " "	.50
" No. 2, 6 " " " "	.75
" No. 3, 6 " " " "	1.00
Amandines, 9-lb. tins.....per tin	5.25
" small tins.....	.55

-16-

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg.....	2.50
" " " " " " 10-gal. keg.....	4.50

Sundries.

German Egg Potatoes, original bags, 110 lbs.,	per bag
Green Kern.....	per lb.
Potato Flour.....	.08
German Dried Peas.....	.14
Dried Mushrooms.....	.60-1.00
Juniper Berries.....	.08
St. John's Bread.....	.05
Bay Leaves.....	.06-.08

COTTOLENE.

30 2-lb. tins.....per case	6.50
15 4-lb. tins.....	6.50
6 10-lb. tins.....	6.50
Freight prepaid on two-case lots.	

EGGS.

Nearby, candled and selected, 30-doz. crates..	Per doz.
Western.....	.26

CHEESE.

New York, full cream, new, fancy, 40-lb. bxs.	.13 1/2
" " " " " " 1st's, 40-lb. boxes	.13
Picnic, full cream, new, fancy, 20-lb. boxes....	.14

FANCY GROCERIES.

Almond Staple Paste, 5 lb. cans.....	per lb.	1.25
Anchovies, in oil, $\frac{2}{3}$ bottles.....		4.50
“ “ $\frac{1}{2}$ bottles.....		3.25
Anchovy Paste, fancy.....	per doz.	4.75
“ plain.....		3.75
Bouillon, Burnham, pints, 2 doz.....		3.75
“ $\frac{1}{2}$ pints, 2 doz.....		2.00
Capers, Nonpareil, $\frac{1}{2}$ gal. kegs.....		1.50
“ quart, glass.....	per doz.	7.00
“ bottled, $\frac{2}{3}$ size.....		2.35
“ “ $\frac{1}{2}$ size.....		1.90
“ “ $\frac{1}{4}$ size.....		1.15
Canton Ginger, large pots, 6-jar cases.....	per case	4.65
“ medium, 12-jar cases.....	“	5.00
“ small, 24 jar cases.....	“	4.75
Cherries in Maraschino, glass, 1 doz. case.....		7.00
Clam Chowder, Burnham, 1 lb., 4 doz.....	doz.	.90
“ “ 3 lb., 2 doz.....		2.25
Currie Powder, pints.....	per doz.	3.50
“ 4 oz.....		2.25
“ 2 oz.....	“	1.50
French Peas, extra fins.....	per case	16.00
“ fins.....		14.00
“ Moyer's.....		12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case.....		12.00
Huntley & Palmer's Petit Beurre Biscuit.....	lb.	.19
“ Dinner Biscuit.....		.31
“ Breakfast Biscuit.....	“	.34
Packed 7 lbs. and 5 lbs. in a can.		
Red Pepper, ring, pints.....	per doz.	1.25
“ $\frac{1}{2}$ pints.....	“	.60
Salt, stone jars, 4 doz.....		1.75
Extract of Beef, Morris', 4 oz.....	per doz.	6.50
“ “ 2 oz.....	“	3.55
“ Anker's, 120 vials.....		4.00
“ “ 4 oz.....	per doz.	4.00
“ “ 8 oz.....		7.25
“ “ 16 oz.....	“	13.50
Theodore Marquet Mushrooms—		
First choice.....		24.00
Choice, 100 tins.....	per case	22.00
Extra, 100 tins.....		26.00
Hotel, 100 tins.....		18.00
Truffles, $\frac{1}{8}$	per tin	.30
“ $\frac{1}{4}$	“	.55
“ $\frac{1}{2}$	“	1.15
Shrimps, pickled, small size.....		1.15
“ Dunbar's, 2 doz.....	per doz.	2.25
Figs in Cordial, Dunbar's, 1 doz.....	“	5.00
“ Bishop's, 1 doz.....	“	6.50
Crystallized Ginger, 1-lb. tins.....	“	4.00
“ $\frac{1}{2}$ -lb. tins.....	“	2.25
Lime Juice, Rose's.....	“	3.60
Victor Rose Water.....	“	2.25
“ Peach Water.....	“	2.25
Pitted Olives.....	“	5.25
Armour's Solid Extract of Beef—	Per	
Size 2 jars, 1 dozen in case.....	doz.	4.40
“ 4 “ 1 “ “.....		8.25
“ 8 “ 1 “ “.....		15.50
“ 16 “ $\frac{1}{2}$ “ “.....		29.75
Armour's Fluid Beef Extract—		
Size 4 bottles, 1 dozen in case.....		4.40
“ 8 “ 1 “ “.....		8.25
“ 16 “ $\frac{1}{2}$ “ “.....		16.00
Armour's Beef Extract and Vegetable Tablets—		
1 dozen small boxes, 12 tablets each.....		22.00
1 “ medium “ 36 “.....		6.00
1 “ large “ 72 “.....		10.00
Armour's French Bouillon—		
Size 4 bottles, 1 dozen in case.....		4.90
“ 16 “ 1 “ “.....		14.00
Armour's Asparox—		
Size 4 bottles, 1 dozen in case.....		2.50
“ 12 “ 1 “ “.....		7.50
“ 5 “ “ “.....	per bottle	3.75
“ 2 fancy jugs.....	per jug	1.50
Armour Tomato Bouillon—		
Size 4 bottles, 1 dozen in case.....		2.50
“ 12 “ 1 “ “.....		7.50
“ 5 “ “ “.....	per bottle	3.75
“ 2 fancy jugs.....	per jug	1.50



The used to say

"You can catch more Flies with Molasses than you can with Vinegar."

That was before we made

BROWN'S FAMOUS "FLY COIL"

It's the only fly-catcher worth talking about now. Nearly three feet of fly-catching tape and holds more flies to the square inch than anything you ever saw! Hang one up and see how it protects your goods! See the flies jump for it! See it jump for the flies, too! You can catch customers for it as easily as it catches flies, and make a good profit.

TO BE OBTAINED FROM

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK

HERE IS YOUR QUESTION ANSWERED

Why put in Croft's Swiss Milk Cocoa when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

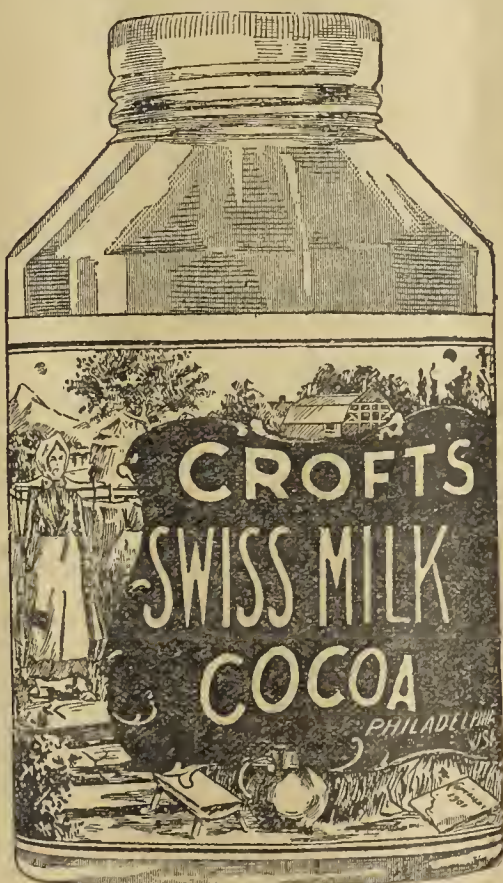
Another thing, Croft's Swiss Milk Cocoa is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. Philadelphia PENNSYLVANIA

We Are Not Satisfied

with being able to make the best Macaroni, Spaghetti, Noodles and Pastels, but we go one better and make the best proposition to the grocer.

Besides giving you goods that you can confidently recommend—

Besides giving you a good profit on them—

Every case brings you Universal Coupons which you can exchange for almost anything you would otherwise spend cash for.

The

Freihof

Vienna Baking Company

Philadelphia, Penna.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN
FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents

PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.70
Gold Medal	6.55
Millbourne	6.45
On Top	6.50
Ceresota	6.50
Pillsbury's Best	6.50
Taylor's Fancy	5.25
Semper Idem	4.75
Pride of the West	5.00
Sunbeam	4.90
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.45
Yellow, granulated, 100 lbs.	2.10
" table, 100 lbs.	2.05
Western, yellow, granulated, 100 lbs.	2.10
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 is.	per case 1.55
Schumacker's, 24 packages	1.25
Beans—	
California Lima	per bushel .057½
Marrows, fancy, N. Y. State, grain bags	2.47½
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.55
Pea, fancy, grain bags	2.60
" Michigan, grain bags	2.50
Red Kidneys	2.00
Peas—	
Green	2.45
Scotch	2.67½
Split, yellow	2.20
" green	
Lentils—	
ooooo, 110-lb. bags	per lb. .05½
Less quantity	.06½
Shaker Corn—	
Fancy, barrels	per lb. .05½
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacker's Breakfast, 10 pkgs. to case	1.30
Western Pearl, 100-lb. bags	
" Grits, 100-lb. bags	
Barley—	
OO	.05½
No. 3, 100 lb. bags	2.85
Noodles—	
Climax, 24 10-c. packages, assorted	per case 1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B	per bbl.
B, 100-lb. kegs	per keg
Oatén Goods—	
Avena, 18 packages	per case 1.42½
Banner Oats, 20 packages	4.35
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62½
" 36 packages	3.25
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg
Standard, 180 lb. bbls.	
" 90-lb. bags	
Sago—	
Fine, bags about 160 lbs.	.03¾
50-lb. lots	.04½
Admiral, pearl, 24s.	.07¾
Tapioca—	
Instantaneous, 50 is.	.08½
Colburn's Hasty, 36 packages	.06½
Minute, ¼ gross	per box 2.85
Flake, about 125 lbs.	per lb. .04¼
" less quantity	.03¾
Pearl, 150 lbs.	.04
" less quantity	.04

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s.	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s.	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.85
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.70
Wheatlet, 30 packages	3.50
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.40
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.55
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.20

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57½
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87½
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87½
Jell-O Ice Cream Powder, 2 doz.	.97½
Jellycon, 1 doz.	.87½
" assorted flavors, 3½ doz.	.87½
Chalmer's, shredded	1.00
" granulated	1.00
" No. 1 packages	.45
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Peter Cooper	.85
Tryphosa	.95
Imperial Wine Jelly	per gross 11.00
Gelatine, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages	per case 2.70
Pudding, assorted, 2 doz.	1.60
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 lbs.	.05¾
" Elbows, square, 25 lbs.	.05¾
" Macaroni, long, 25 lbs.	.05¾
" " square, 25 lbs.	.06½
" Spaghetti, long, 25 lbs.	.05¾
" Vermicelli, square, 25 lbs.	.05¾
" Macaroni, bulk, 25 lbs.	.05¾

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1½ to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" No. 4	" 5.40
" No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

Sherer's Eclipse Counters—			
No.	Length.	No. of Drawers	Each.
6½	3 feet, 8 inches	9	15.00
8½	4 feet, 10 inches	12	20.00
10½	6 feet	15	25.00
12½	7 feet, 3 inches	18	28.00
14½	8 feet, 6 inches	21	31.00
16½	9 feet, 8 inches	24	35.00
18½	10 feet, 10 inches	27	40.00
20½	12 feet	30	45.00
Capacity of Drawers		40 to 60 lbs. each.	

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.70
Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. 10½
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	270-290	32.00	16.60	8.50	1.85
Ex. Norway, No. 3	325-375	22.00	11.60	6.00	1.35
Ex. Norway, No. 4	410-460	20.00	10.60	5.50	1.25
Ex. Bloaters, XXX	90-95	35.00	18.10	9.25	2.00
Ex. Bloaters, XX	100-110	30.00	15.60	8.00	1.75
Ex. Shore, No. 1					
Med. Shore, No. 1	190-210	20.00	10.60	5.50	1.25
Large Shore, No. 1	110-130				
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.50	8.35	4.58	1.03
Small Irish, No. 2	475-525	15.00	8.10	4.25	1.00
New Medium Shore	160-180				
New Large Shore	110-130	16.00	8.60	4.50	1.05
Large, No. 2	230-250	15.00	8.10	4.25	1.00

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round, Large	7.00	4.10			
Shore, Round, Med.	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Shad, No. 1, Mess, new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 3s, wood boxes	.15½
12 2s, "	.15½
24 1s, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 "	1.65
Strips, 40 size, boxes	.10
" 20 "	.10½
Middles, 40 size, boxes	.12
" 20 "	.12½

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08½

Star Brand Boneless Herring.

Beardsley—	
Tins, keyed, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.50
Screw Top Jars, 2 doz. in case	.90

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½
In original cases, 450 lbs., ¼ c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .27
Smoked Salmon, whole fish	"
Cromarty Bloaters, 50s.	per box 100 s.

Swift & Co.—	
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.067½
" 5 and 10-lb. lots	.06¾
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	

-20-

Apricots—	
Extra Choice Royals, 25 lbs.	
Choice Royals, 25 lbs.	.09
Cherries—	
California, unpitted, Black, 25 lbs.	
California, pitted, Black, 25 lbs.	.15
Currants—	
Gold Medal, recleaned, 36 1s.	.07
Gold Medal, loose, 25 lbs.	.07
Private Growth, extra, cleaned, 36 lbs.	.07
" cleaned, 30 lbs. bulk	.07

Peaches—	
Fancy Muirs, 50 lbs.	.10
Extra Choice Muirs, 50 lbs.	.09
Choice Muirs, 50 lbs.	.08
Extra Choice, Yellow, 25 lbs.	.07
Choice Yellow, 25 lbs.	.07

Pears—	
Choice California, Bartlett, 25 lbs.	.10

Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
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20-30, 25 lbs.			
30-40, 25 "	.08¾	.08½	
40-50, 25 "	.08	.07½	
50-60, 25 "			
60-70, 25 "	.07¾	.07	
70-80, 25 "	.07	.06¾	
80-90, 25 "	.06¾	.06½	
90-100, 25 "			
100-120, 25 "		.04¾	

Raisins—	
Muscatsels, 4 crown, 50 lb.	.05¾
" 3 " 50 lb.	.05½
" 2 " 50 lb.	.05

Cal. Thompson Seedless, 50 lbs.	.06½
Cal. Cleaned Sultanas, 50 lbs.	.06¾
Cal. Sultanas, 50 lbs.	.06¾
Cal. Seedless Muscatsels, 50 lbs.	.06
Gilbert's, Layer, Valencias, 28 lbs.	.05½

Raisins, Seeded—	
G. & S. fancy, 36 1s.	.08½
Gold Ribbon, fancy, 36 1s.	.08
Owl, fancy, 36 1s.	.08½
Harvest, choice, 36 1s.	.07½

Citron, fancy, boxes, 10 lbs.	.15¾
" fancy, 25 lbs.	.15¾
Lemon Peel, fancy, boxes, 10 lbs., net	.11½
Orange Peel, fancy, boxes, 10 lbs., net	.12

CEREAL COFFEE.

Postum Cereal—	Per doz.
15-cent size, 2 doz.....	1.35
25- " " 1 doz.....	2.25
15- and 25-cent size, assorted.....	2.50
Ralston Health Cereal, 36 packages.....	3.50

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company

QUINCY

CHICAGO

BUFFALO

Cash in Currants

They pay you a profit of 40 to 75 per cent. The use of Currants is rapidly increasing because high cost of meat makes people hunt other foods and **currants are more nourishing than lean beef** and you haven't anything in your store but flour that can be used in as many recipes.

You know it pays to push teas and coffees for a similar profit—then why not "**Currants for a Leader**" instead of other things that pay less?

You had better take this tip—

"Freshen up and push
CURRENTS"



Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.30
Lewis.....	3.25
Red Seal 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
King Bird—	
100s, 3 gross.....	2.85
500s, 1 gross.....	4.00
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	Per gross.
65s.....	.49
100s, 5 gross.....	.90
500s.....	3.95
Vulcan Safety—	
65s, No. 37.....	.55
65s, No. 2.....	.45
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazepa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.55
American Paraffine, 500s extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¼
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....per lb.	.08¾
" 18, 37 and 68-lb. buckets.....	.09
" 6 10-lb. buckets.....per crate	6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....per case	3.80
" XXX, 18, 37 and 68-lb. buckets, per lb.	.13
" 6 5-lb. glass jars, per case	4.40
Fairmount, bbls. and ½ bbls.....per lb.	.07¾
" 18, 37 and 68-lb. buckets.....	.08
Wm. J. Troth—	
Famous, bbls. and ½ bbls.....per lb.	.08¾
" 18, 37 and 60 lb. buckets.....	.09
" 6 10-lb. buckets.....per crate	6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....per case	3.80
" XXX, 18, 37 and 60-lb. buckets, per lb.	.13
" 6 5-lb. glass jars, per case	4.40
Golden, bbls. and ½ bbls.....per lb.	.07¾
" 18, 37 and 60-lb. buckets.....	.08
Atmore & Son—	
Extra Family, Seedless—	Per case.
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....per lb.	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	Per box.
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½s and ¼s.....per lb.	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed 3 doz. cartons in case.....gross	11.00
Condensed, 6½ doz. in case.....gross	11.00
Keystone—	Per lb.
Bbls., ½s and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.07½
18 and 37 lb. kanakins.....	.08
10-lb. kanakins, 6 to crate.....per doz.	9.80
5-lb. " 6 to crate.....	5.30
5-lb. glass jars, 6 to crate.....	6.25
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, 1 bbls., kegs and 30-lb. kits.....	.05
Crecent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.03¾
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.04¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¾

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" ½ pints.....	2.20
" Extra, quarts.....	5.40
" pints.....	4.00
" ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per case.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" pints, 2 doz.....	7.50
" ½ pints, 2 doz.....	4.75
" 8-oz. flasks, 2½ doz.....	7.50
" 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....per gal.	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscana, J. L. Neff & Co., Agents—	Per case.
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	

	Per case.
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-g l. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	

	Per case.
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints 2 doz.....	4.75

	Per case.
O'iver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....per gal.	2.10
10 ½ gal. tins.....	2.20
20 ¼ gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Speci-l, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....per lb.	.03
Roll—	Per lb.
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03½
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....per package	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-open- ing Square.	Union Bear Auto- matic, Self-open- ing Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peer- less Satchel Bot.
¼.....	.43	.41	.35	.31	.29	
½.....	.52	.50	.43	.37	.32	
1.....	.78	.71	.67	.55	.49	
2.....	.88	.85	.71	.61	.53	
3.....	1.09	1.04	.89	.75	.65	
4.....	1.39	1.26	1.19	1.05	.87	
5.....	1.47	1.38	1.21	1.07	.91	
6.....	1.95	1.72	1.64	1.41	1.23	
8.....	2.29	2.08	1.99	1.68	1.49	
10.....		2.39	2.16	1.83	1.65	
12.....		2.75	2.56			
14.....	3.97	3.56	3.20			
16.....	4.41	3.81	3.68			
20.....	4.79	4.32	4.17			
25.....		4.80	4.59			

Price per 1,000 and not less than 500 lots.
Plain flour sacks, 12½-lb.....per M. 4.00
" 25-lb....." 5.75
" 50-lb....." 11.00

PICKLED MEATS AND FISH.

	Per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....per pail	2.50
Tripe, 10-lb. pails.....	.90
" 5-gal. kegs.....per keg	2.00
Pigs' Feet, 10-lb. pails.....per pail	1.00
" 5-gal. kegs.....per keg	2.25
Pickled Beef Salad, in glass.....per doz.	1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....per keg	.75
" 5-lb. pails.....per pail	.50
" 10-lb. pails.....	1.00

POTATO CHIPS.

	Per case.
1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case.
Brad's "Tip-Top"—	
5, 10-oz. packages.....	2.00
100 10-oz. ".....per gal.	3.90
24 20-oz. ".....	2.00
48 20-oz. ".....per case	3.90
1-X-L, 40 1s, White Rice.....	2.65

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	Per doz.
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

	Per bbl.
45 gal., 1200s.....	9.20
45 gal., 1000s.....	8.65
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....per keg	3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....per pail	1.00
Williams Bros.—	Per doz.
No. 8, Sour Gherkins, 2 doz.....	.85
No. 8, Sweet Gherkins, 2 doz.....	.90
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—	2 doz.	2 doz.	1 doz.	1 doz.	½ doz.
½ pts.	pts.	qts.	½ gal.	gal.	
4.00	7.00	6.00	11.00	10.20	
Wood, each—					
1-gal. 2-gal. 5-gal. 10 to 45 gals.,					
kit kit kit per gal.					
1.70 3.30 8.00 1.50					

VINEGAR.

	Per gal.
Duffy's—	
Pure Apple, extra old, bbls.....	.16
" 40 grain, bbls.....	.15
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.16
White Wine, 90 degrees.....	.20
Crown brand, pure cider, quarts.....per doz.	.90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" extra strength.....	.15
Crosse & Blackwell's.....per doz.	2.00

PROVISIONS.

	Per case.
Hams, skinback, 18-20 lbs.....	.13¾
" 14-16 lbs.....	.12¾
" 10-12 lbs.....	.13¾
Picnics, 6-8 lbs.....	.09
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets, city smoked.....	.18
" tenders and knucks.....	.20
" flats.....	.16
" air dried, sets.....	.24
" tenders and knucks.....	.24
Jersey Pork, butt.....per bbl.	17.75
" family.....	20.00
Breakfast Bacon, rib in.....	.13
" boneless.....	.14½
S. P. Bellies, 14-15 lbs.....	.11
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.22
Beef Tongues, smoked, 5-6 lbs.....per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes.....	.10½
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra.	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	.14
" 12 to 14 lbs.....	.14
" 14 to 16 lbs.....	.14
" skinbacks.....	.14¾
Shield Hams, 10 lb. average.....	.13
" 12 ".....	.13
" 14 ".....	.13
" 16 ".....	.12¾
" 18 ".....	.12¾
" skinbacks.....	.13¾
Picnic Hams, 5 to 6 lbs.....	.08½
" 6 to 8 lbs.....	.08½
Star Smoked Ox Tongues, long cut.....	.14½
" short cut.....	.17
Beef Bologna.....	.08
Shield Parafined Bologna.....	.08
Berliner Ham.....	.09½
New Orleans Luncheon Meat.....	.10
Star Cooked Ox Tongue.....	.30
John Bower & Co.—	
Honey cure brand Hams, skinback.....	.15

1845

Doesn't This Date Tell
You Something?

Established 1845.

Knight's
EXTRACT
OF
VANILLA

MANUFACTURED BY
KNIGHT'S COOKING EXTRACT CO.
211 ARCH STREET
PHILADELPHIA, PA.

NONE GENUINE WITHOUT THIS SIGNATURE
Charles D. Knight.
PRICE 25 CENTS.

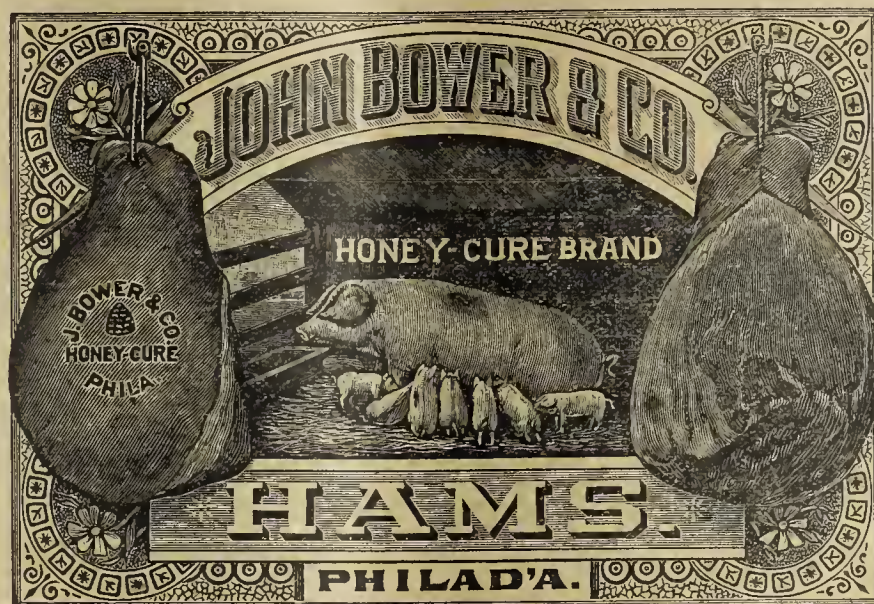
ICE CREAMS, PUDDINGS, PIES, CUSTARDS, ETC.
SAUCES, SOUPS, GRAVIES, ETC.

This is the date Knight's Cooking Extracts first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for Knight's by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

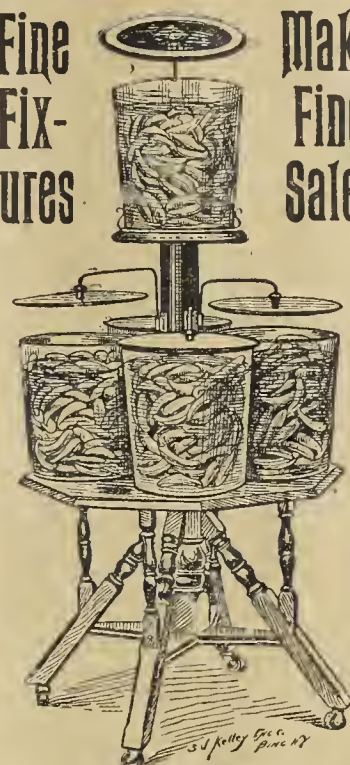
KNIGHT'S
Cooking Extract Co
No. 211 ARCH STREET
PHILADELPHIA, PA.

JOHN BOWER & CO.GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia.



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. **LARD** a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Fine
Fix-
turesMake
Fine
Sales

Almost every grocer sells loose pickles or loose olives. Usually they're kept in a keg somewhere.

Doesn't it stand to reason that a fine fixture displaying such things where they could say a word for themselves would make sales better.

Take our inexpensive 5-jar fixture, oak or cherry, and with nickel trimmings. Very handsome, very ornamental, very capable in influencing the sale of goods.

Fine fixtures make fine sales.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

ESTABLISHED 1842
Oldest House in the Trade

TRADE MARK

FIRST PREMIUM
AWARDED BY
Centennial International Exposition

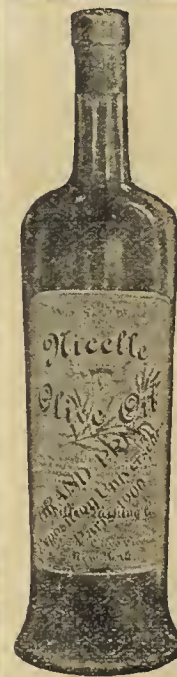
Philadelphia

Dear Sirs:

The Pure Food Laws Prohibit the excessive use of benzoate of soda or other chemical preservatives in food. They permit, however, the use of small quantities when so stated on the label. WE DON'T USE THEM AT ALL, which is still more important for you to know. Our Mince Meat contains no chemical preservatives of any kind. The sound materials that we use are sufficiently preservative in themselves to insure a good, wholesome article of food throughout the season.

Yours truly,

ATMORE & SON.



Sell It
Under
Money
Back
Plan

We who make Nicelle Olive Oil have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find Nicelle superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

-25-

Western Dressed Beef—	
Choice, native cattle	10½-11
Common to fair	06-08
City Dressed Veal—	
Prime	11
Good to choice	10
Dressed Hogs—	
Pigs	09¾-10
Hogs, heavy	09¾-10
“ 180 lbs.	09¾-10
“ 160 lbs.	09¾-10
“ 140 lbs.	09¾-10
Dressed Sheep and Lambs—	
Lamb, western, good	11
“ culls	09
Sheep, choice	08-09½
“ medium	08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	70	80
Cow Tongues	50	70
Calf Heads, scalded	50	75
Sweetbreads, veal	60	90
“ beef	100	
Calf Livers	20	25
Beef Kidneys	100	
Beef Livers	06	
Ox Tails	50	65
Hearts, beef	03	05
Rolls, beef	14	
Tenderloin, beef, western	20	
Fresh Pork, loins, city	10	12
“ western	10	

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.		
Turkeys—	Per lb.	
Western, young hens, 8 to 10 lbs.	24	27
“ young toms, 15 to 17 lbs.	24	27
Old hens and toms	23	25
Common to good	20	23
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	20	22
Philadelphia, fresh killed, 3½ to 4 lbs. to pair	20	22
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	20	22
Western, 4 to 4½ lbs. to pair, fancy	17	18
“ 3 to 3½ lbs. to pair, fancy	17	18
“ fair to good	15	16
Fowls—		
Western, fancy	13½	14
Heavy Roasters, 4 to 5 lbs.	18	20
Fair to good	16	18
Old cocks	09	09½
Western capons, fancy		
“ small		
Squabs—	Per doz.	
Prime, large, fancy	3.00-3.50	
Mixed	2.50-3.00	
Dark	1.25-1.50	

LIVE POULTRY.

Spring Chickens, nearby, 1½ to 2 lbs.	15	16
Large Springers	15	16
Fowls	13½	14
Roosters	10	
Ducks	11	13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or No. 1, 2 doz.	85
“ 1 doz.	85
Large, or No. 2, 1 doz.	1.40
1-lb. cans, 1 doz.	4.00
2-lb. cans, ½ doz.	3.75
3-lb. cans, ½ doz.	5.40
5-lb. cans, ½ doz.	8.70

SAUER KRAUT.

Extra quality, 50-gal. tierces	5.65
“ 15-gal. kegs	2.75
Victory, extra fancy, No. 3, 2 doz.	80
Spring Garden, fancy, No. 3, 2 doz.	80
Compass, No. 3, cans, 2 doz.	67½

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, ½ lb., 2 doz.	1.00
Round conical, with key, No. 1, 1 doz.	2.35
“ “ “ No. 2, 1 doz.	4.25
“ “ “ No. 3, ½ doz.	6.50
“ “ “ No. 4, ½ doz.	8.50
P. P. Sauce, No. 1, 2 doz.	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.	2.00
No. 1, cans, 1 doz.	2.25
No. 2, cans, 1 doz.	4.00
No. 3, cans, ½ doz.	3.25
No. 4, cans, ½ doz.	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars	97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	88
Schimmel's, No. 10, tumblers	83
National, No. 10, tumblers	72½
“ No. 6, tumblers	49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	13½
National, 30-lb. pails	09
Southwark, 30-lb. pails	06
“ 4½-lb. toy pails, ½ doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	98
“ Southwark, No. 3, tins	1.00
“ No. 5, toy pails	2.70
“ 30-lb. pails	1.08
“ 20-lb. crocks	07¾
“ Schimmel's, 30-lb. pails	06
Prune, 30-lb. pails	07½
Jams—	
Schimmel's, pure, jars, 2 doz.	1.70
Southwark, assorted, jars, 2 doz.	98
Orange Marmalade—	
Hartley's, imported	1.82½
Schimmel's, pure	1.65
Warrock's Guava Jelly—	
1-lb. tumblers	4.00
½-lb. “	2.25
Curtice Bros. Preserves—	
Cherries, jars	85
Strawberries, jars	4.60
Raspberries, jars	4.60
Apricots, peeled, jars	4.85
Pineapple, jars	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

Essence Peppermint	5c. sz.	10c. sz.	25c. sz.
Castor Oil	45	85	1.95
Sweet Oil	40	85	1.95
Spirits Nitre	45	85	1.95
Spirits Camphor	45	85	1.95
Spirits Painters' Commercial	45	85	1.95
Paregoric	45	85	1.95
Glycerine	45	85	1.95
Syrup Squills	45	85	1.95
Syrup Rhubarb	45	85	1.95
Syrup Ipecac	45	85	1.95
Turlington Balsam	45	85	1.95
Golden Tincture	45	85	1.95
Tincture Arnica	45	85	1.95
Balsam de Malta	45	85	1.95
Bateman Drops, rd bots.	45	85	1.95
Godfrey's Cordial, rd bots.	45	85	1.95
Turpentine	45	85	1.95
Machine Oil	45	85	1.95
Laudanum, 15c. size	per doz.	1.20	
“ 25c. size	per doz.	1.90	
5 per cent. discount in gross lots assorted.			
Alum	5 per cent. discount in gross lots assorted.	03	
Beef Capsules, Anker's	per lb.	3.00	
Borax, powdered, bulk	per lb.	08	
“ lump, bulk	per lb.	08	
“ 20 Mule-Team, pure, 24 1 lb.	per case	2.40	
“ “ 48 ½ lb.	per case	2.60	
“ “ 96 ¼ lb.	per case	2.80	
Butter Color, W. & R.	per doz.	2.00	
Bull's Cough Syrup	per doz.	1.90	
Bluestone, bulk	per lb.	06	
Copperas	per lb.	01	
Camphor, gum, 1-oz. blocks	per lb.	60	
“ flakes, 250-lb. bbls.	per lb.	02¾	
“ less quantity	per lb.	03¼	
“ Tar Balls, 250-lb. bbls.	per lb.	02¾	
“ less quantity	per lb.	03	
Castoria, Fletcher's	per doz.	2.80	
“ Pitcher's	per doz.	85	
Carbonate of Ammonia	per lb.	11	
Epsom Salts	per lb.	01½	
Glauber Salts	per lb.	01½	
Glue, ordinary	per lb.	09½	
“ white	per lb.	20	
Gum Arabic	per lb.	50	
Haarlem Oil	per doz.	35	
Husband's Magnesia	per doz.	2.85	
Jamaica Ginger, Hires', flasks	per doz.	90	
Licorice, P. & S., 5c. stick, imported	per lb.	36	
“ M. & R., 5-lb. boxes	per lb.	23	
“ lozenges, 5-lb. boxes	per lb.	27	
“ 45, 65, 85, 125, 165, 5-lb. boxes	per lb.	24	
“ root	per lb.	11	
Putty, 25-lb. cans	per 100 lbs.	1.60	
“ 50-lb. cans	per 100 lbs.	1.55	
Petroleum Jelly, screw top, 5c. size	per doz.	35	
“ 10c. size	per doz.	75	
Paris Green, 100-125-lb. kegs	per lb.	24½	
“ ½-lb. packages	per lb.	29	
“ ½-lb. packages	per lb.	28	
“ 1-lb. packages	per lb.	27	
Rosin	per lb.	03½	
Roach Powder, Omega, 4-oz. cans	per gross	9.00	
Roachsalt, 10c. size	per doz.	80	
Saltpetre, crystal, about 350-lb. bbls.	per lb.	06¾	
“ granulated, about 100-lb. kegs	per lb.	06¾	
Sulphur, flour, 175-lb. bbls.	per 100 lbs.	2.55	
“ 100-lb. bags	per 100 lbs.	2.35	
“ less quantity	per lb.	03½	
Venetian Red	per lb.	01	
Whiting	per lb.	02	

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size	1.75
Herb Bitters, 25c. size	1.75
Oil Liniment, 25c. size	1.75
Sarsaparilla, 50c. size	3.50
Worm Syrup, 15c. size	1.20
Horse and Cattle Powder, 15c. size	1.20
Dyspepsia Tablets, 10c. size	75
Iron Glue, McCormick & Co.—	
No. 5	40
No. 10	75
Tube V	75
McCormick & Co., Bee Brand—	
Insect Powder	80
Root Beer	80
Talcum Powder	75
Triangular Quinine	80
Quinine Capsules	75
W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
“ Jr., (Mankind)	9.00
Taroleum, small cans	6.00
“ large cans	1.00
Young's Kidney and Nerve Powders	2.00
“ Fattening and Condition Drops	4.00
“ Colic and Indigestion Cure	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	60
Sealing Wax	per box	03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	75
“ quarts	per doz.	1.00
“ gallons	each	30
“ ½ bbls.	each	3.50
“ bbls.	each	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	per doz.	2.00
McCord's Magic Medicine, 25c. size	per doz.	2.00
“ 50c. size	per doz.	4.00
McCormick's Tasteless Chill Tonic, 25c. size	per doz.	2.00
“ 50c. size	per doz.	4.00
McCormick's Watermelon Syrup, 50c. size	per doz.	4.00
Reliable Brand Headache Powders, 10c. size	per doz.	75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size.....	.90
25 c. size.....	2.00
35 c. size.....	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pine- apple, Raspberry, Strawberry, Violet, 10c. size.....	.85
15c. size.....	1.75
25c. size.....	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla.....	.45
No. 2, Vanilla and Rose.....	.90
No. 2, Lemon and assorted.....	.85
No. 4, ".....	2.00
No. 4, Vanilla.....	2.25
Assorted cases, Nos. 1 and 2.....	10.80
" Nos. 1, 2 and 4.....	11.80
Bulk.....	pts. qts. ½ gals. gals.
XXX Vanilla.....	1.50 3.00 6.00 12.00
XX Vanilla.....	1.25 2.50 5.00 10.00
X Vanilla.....	1.00 2.00 4.00 8.00
Lemon, Ginger, Win- tergreen, Cinnamon, Peppermint, Cloves, Celery.....	1.00 1.60 3.00 6.00
Peach, Rose, Apricot, Violet.....	1.50 2.75 5.50 10.00
Orange, Banana, Pine- apple, Almond, Rasp- berry, Pistache, Nut- meg, Mace, Cherry, Strawberry, Fruit.....	1.25 2.25 4.00 7.50
Tea.....	per doz. 7.00
Kitchen Queen—	Per doz.
Extract Vanilla, No. 25.....	2.00
" No. 2X.....	.80
" No. X.....	.45
Extract Lemon, No. 25.....	1.75
" No. 2X.....	.80
" No. X.....	.45
Ingersoll's Flavoring Extracts—	
High Grade Vanilla.....	1.75
" Lemon.....	1.75
Select Vanilla.....	.85
" Lemon.....	.85
" assorted.....	.85
" small size.....	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz.
“ Rennet Tablets, 3 doz.	75
Shinn & Kirk's Liquid Rennet	1.50
Hanson's Junket Tablets, 3 doz.	73
Union Tablets, 3 doz.	45

CIDER.

Corson's—	Per gal.
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50
“ 2 doz. pts.	4.00
Anchor brand Golden Russet, 1 doz. qts.	3.75
“ 2 doz. pts.	4.25
Mott's brand Golden Russet, 1 doz. qts.	3.75
“ 2 doz. pts.	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75
“ boxes, 20 packages	55
Gee Whizz, 72 packs	47
Fleer's Chiclets, 3 lbs., bulk	1.25
Spearment, 20 packs, 100 pieces	55

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	Per lb.	07½
Fancy Head, 100-lb. bags	per lb.	06½
Choice, 100-lb. bags	per lb.	05½
Prime, 100-lb. bags	per lb.	04½
Japan, fancy, 100-lb. bags	per lb.	05½
“ choice, 100-lb. bags	per lb.	05½
Java, fancy, polished, 100-lb. bags	per lb.	05½
B. Fischer & Co.—		



Fischer's Choicest Head, 1-lb. pockets	07½
Queen Quality, ex. fancy head, 1-lb. pockets	07½
“ 3-lb. “	07½
“ 5-lb. “	07
Coronet, choice head, 1 lb. pockets	06½
“ 3-lb. pockets	06½
Imperial, choice, Dom. Japan, 1-lb. pockets	06
“ 3-lb. “	05½
“ 5-lb. “	05½
Extra fancy head, XXXX, 100-lb. bags	07
Fancy head, 100 lb. bags	06½
Choice head, 100 lb. bags	05½
Fancy Java head, 100-lb. bags	05½
Extra fancy, Patna, 100-lb. bags	07
Siam, Patna style, 100-lb. bags	06
Broken, 100-lb. bags	04½
Fancy Japans, 100-lb. bags	06
Choice Japans, 100-lb. bags	05½

SALT.

Worcester—	
Bbls., contain 280 lbs.....	2.50
“ 60 5-lb. bags	4.00
“ 22 14 lb. bags	3.75
“ 30 10-lb. bags	3.75
“ 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags.....	2.50
“ 56-lb. bags.....	.65
“ 28-lb. bags.....	.35
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.....per bbl.	3.00
Pretzel, 280-lb. bbls.....	2.40
“ 180-lb. sacks.....	1.55
Cheese, 280-lb. bbls.....	2.40
Packing, 70-lb. cotton bags.....	.40
“ 140-lb. cotton bags.....	.75
Ivory, dime size, 36 wooden boxes to case.....	2.20
New Ivory, 24 large cartons to case	1.50
Agricultural, 200-lb. burlaps.....	.60
Silver Springs, quick-freezing ice cream salt, 30 in bbl.....per bbl.	2.60
Less than 5 bbls. the list net: 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.	



From Field to
Package

HIGHEST GRADE GROWN

20-oz. package for 10c.
pops out 12 quarts. A
5c. package 6 quarts

BRADSHAW CO.
NEW YORK



Cases of 40 /1s



Quick, Easy
Inexpensive Delivery

Delivering by a **Lindsley Car** is like playing at delivering goods. It is so quick, so easy, so inexpensive. No heavy team eating its head off when not in use; no horse to sicken and die when most you need it.

The **Lindsley Car** is much less likely to get out of order than a horse, and costs less to fix when it does. Moreover, it eats less than a horse, and does more. Fifteen hundred pounds, 30 miles on a gallon of gasoline (15 cents)—does a team live that can do that?

J. V. Lindsley & Co. SUITE 1112 Monadnock Bldg. **Chicago**

“The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States.”

*“BE SURE YOU’RE RIGHT
THEN GO AHEAD.”*

**ZIPP’S
Flavoring Extracts**

Branded “U. S. P.”

are absolutely pure by the highest authority—the **U. S. Pharmacopeia**. They comply with the National Pure Food Law and are endorsed by all food commissioners.

Your customers will find them **superior** in flavoring qualities. You can depend on them to give satisfaction and hold trade.

The Zipp Manufacturing Company
Cleveland, Ohio



“The Can’s the Thing”

¶ When we arranged to put out our **Café des Gourmets Coffee** we concluded that it must be put up in an air-tight package, so we decided that “the can’s the thing” that would accomplish our purpose, so it is packed in hand-somely labeled one-pound cans that not only protects the natural flavor and freshness, but keeps it so for an indefinite time.

¶ It is as near a perfect blend as our many years of experience could make and our usual guarantee goes with it.

¶ Sold to you at 25 cents a pound.

SAMUEL WILDE’S SONS CO., Importers

Coffees, Teas and Spices

11 DUTCH STREET - - - NEW YORK

-29-

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

	Per lb.
Canary	.04
“ bush, 60 lb.	2.60
Caraway	.12
Celery	.09
Coriander, bleached	.05
Flax	.05
Hemp	.04½
“ bush, 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape	.05½
“ bush	2.50
Poppy, per lb.	.10
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 112 lbs., kegs.	1.75
Bi-Carb., bulk, less quantity	.02½
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼s, 36 lbs.	.05½
“ “ “ ¼s, 36 lbs.	.04½
“ “ “ ¼s, 36 lbs.	.05½
Saleras, Babbitt's bd., ¼s, 25-lb. bxs	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Clicker Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size	¼ gross 2.50
Electro Silicon, 1 doz.	per doz. .72
Putz Liquid, large, 3 doz.	per gross 16.50
“ “ “ 3 doz.	per doz. 1.45
“ “ “ small.	per gro s 7.00
“ “ “	per doz. .60
Putz Paste, large.	per doz. .55

SOAP—Laundry.

	Less than Bars.	5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.75
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	3.52½
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
“ Pearl, Young & Co.	40	2.80
“ Day & Frick, Novelty	40	2.80
“ Handsome	60	2.60
“ Eavenson, large	100	4.75
“ “ small	100	3.75
“ Kirkman's	100	3.75
“ Red Seal	100	3.80
“ Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.55
Coal Oil Johnny	100	3.57½
Cygniet	100	4.00
Dobbins' Electric	100	4.25
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five case lots freight prepaid	100	3.95
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50

-30-

Grand Pa's, large	50	3.15
“ “	100	3.80
Ivory	100	7.00
“ small	100	4.00
Lenox	100	3.00
Life Buoy	50	1.95
“ “	100	3.90
Lautz's Naptha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
“ 5 cent size	100	4.00
“ toilet size	100	4.00
Mayer's	100	3.80
“ “	50	1.90
Miller's Naptha	100	3.75
Naptha, Swift's	100	3.75
“ P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75
Oleine, Conway's	60	2.50
“ Golden	60	2.55
“ Eavenson's	60	2.35
“ Kirk's	60	2.07½
“ Philadelphia, 60 blocks	60	2.60
“ “ 72	60	2.60
“ Pennsylvania	60	1.60
“ Procter & Gamble	60	3.00
“ Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
“ tubs	150	4.60
Sunlight, oval	100	3.85
“ twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.00
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
“ small	100	4.00

Toilet Soaps.

Buttermilk Cosmo	gross 6.60
“ “	doz. .60
“ Swift's	gross 4.05
Castile, imported, Conti	lb. 1.3½
“ Conti, original boxes	lb. .11½
Cutaneous, Dr. Raub's	doz. .70
Elderflower, large cake	gross 4.40
Fleur-de-lis	gross 4.50
“ “	doz. .45
Hearts and Flowers	gross 10.25
Maxine Elliott	gross 8.10
Oatmeal, 3 cakes in box	lb. .09
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	doz. .40
Turkish Bath	doz. 1.75
Sweetheart, 50 cakes	box 1.75
Witch Hazel, 3 cakes, ½ gross	gross 3.25
“ Swift's	gross 4.05
“ Armour's	gross 3.50

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	2.25
Sapolo, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ 72	2.70
“ 100	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100	3.90
“ No. 17, 36	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ “ 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
“ 100 5-cent packages	3.75
Kirkoline, white, 24 large packs	3.55
“ “ 100 12-oz. packages	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s.	4.00
“ “ 50 2s.	4.00
“ “ 100 1s.	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	per doz. .43
Swift's Washing Powder, 100 1s.	3.85
“ “ 24 4s.	3.85
Pennywash, 1 gross and 144 1-cent cakes free.	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
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PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	per doz. .45
Dime size, 2 and 4 doz.	“ .85
¼-lb. net, tins, 2 and 4 doz.	“ 1.00
½-lb. net, tins, 2 doz.	“ 1.90
1-lb. net, tins, 1 doz.	“ 3.70
6 lb. cans, full weight	per lb. .23
10 lb. cans, full weight	“ .22
Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
¼-lb. “	“ 2.70
½-lb. “	“ 1.45
1-lb. “	“ .90
18-b. kegs	.43

-31-

	Bbbs.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade	.28	.30	.30
White, Low Grade	.17	.19	.19
Red, High Grade	.21	.23	.23
Red, Low Grade	.16	.18	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.16	.17	.19
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.11	.12	.14
Mace—			
High Grade	.75	.77	
Nutmegs—			
High Grade	.30	.32	
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			
Bee Brand—Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	½-lb.		.40
“ “ “	¼-lb.		.75
Danquet Brand—Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	½-lb.		.40
“ “ “	¼-lb.		.75

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ “	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.11½
Mace	.48
Nutmegs, large	.16
“ medium	.12½
Cinnamon Bark, Canton	.12
“ Java Thin Quills, 5-lb. rolls	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ 36 10-cent “	“ 2.70
Duryea's, 40-lb., 1-lb. packages	.07½
“ 20-lb., “	.07½
Niagara, 40 lb., “	.05
Cream, 48-lb., “	3.45
Kingsford's, 40 lb., “	.06½
“ 20 lb., “	.06½

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.04
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.06
“ Linen Gloss, 3-lb. cartons	.05
Kingsford's, Pure, 3 lb. cartons	.06½
“ Pure Gloss, lb. packages	.06½
“ Silver Gloss, lb. packages	.07½
Duryea's, Superior, 3-lb. cartons	.06½
“ Satin Gloss, lb. packages	.07½
“ Superior B, bulk	.04½
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.07½
Niagara, laundry, 50 lb. bulk	.04
“ 1-lb. packages, 48 lbs.	.05
“ 3-lb. cartons, 48 lbs.	.05
“ 6-lb. boxes	.06
Celluloid, 64 10-cent packages	4.30
“ 64 5-cent “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages	.08
Starch Polish, 20 cakes	per box .50

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ large, “	7.00
“ “ Liquid, large, “	6.65
“ “ “ small, “	4.90

-32-

Electric Paste, ¼-gross boxes	4.20
Magic Paste, ¼-gross boxes	4.75
Parlor Pride, large size	per doz. .87½
“ “ small size	per gross 10.25
“ “ “	per doz. .70
Climax Enamel, ¼-gross	per gross 9.40
Black Jack, ¼-gross	“ 7.00
Rising Sun	“ 5.75
Sun Paste, 5-cent size	“ 4.50
“ 10-cent size	“ 7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼-gross	2.25
Per box of ½-gross	4.50
Per gross	9.00
F. F. Dalley Co.—	
2-in-1, smaller size	per doz. .75
2-in-1, large size	“ 1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkge. .04¾
Excelsior, 24 packs	“ .05¾
McAllister, 36 packs	“ .05¾
Rosensteins, 1-lb. pkgs., 2 doz.	per lb. .05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz. .35
Red, quarts, 3 doz.	“ .70
Silver, pints, 3 doz.	“ .35
“ quarts, 3 doz.	“ .70
Bath Brick, 25 bricks	per box .60
Toothpicks, Eureka, 100 boxes	case 1.85
“ Perfection, 2 doz.	per doz. .42½
Royal Glue, 1 doz.	“ .40
Paist's Glue, 1 doz.	“ .40
Carpet Tacks, Wooden Keg, ½-gross case, assorted, 6, 8, 10s.	per case .90
Carpet Tacks, Silver Steel, 4-oz.	p r doz. .06½
6-oz.	“ .06½
8-oz.	“ .07½
10-oz.	“ .08½
12-oz.	“ .09½
Mating Tacks—	
No. 10, steel	per doz. .10
No. 11, “	“ .10½
No. 12, “	“ .13
G. B. Weiss & Son—	
Sole leather, No. 1	.25
“ No. 2	.23
“ No. 3	.21
Cut Sole Leather, cut into taps, 6 ins. high	1.50
“ “ “ 5½ “	1.48
“ “ “ 5 “	1.42
“ “ “ 4½ “	1.25
“ “ “ 4 “	1.18
“ “ “ 3½ “	1.05
“ “ “ 3 “	.90
SEIBERT'S	
Poison Fly Paper	
Pays 150% Profit	
A very attractive package and a good seller.	
Put up 50 envelopes in a display box like cut \$1.00	
Retails at 5 cents an envelope	



Fly Ribbon	per gross 4.80
Ely Paper, Tanglefoot	per case 2.20
“ Sticky, 10 cartons	“ 3.00
Stickite Fly Paper, 100 cartons	per case 2.35
Wax, White and Yellow	per lb. .30

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.....	per lb.	.08½
“ “ Clotheslines, 50-ft. hanks.....	doz.	.75
Cleveland, extra fine cotton twine.....	per lb.	.20
Orange Brand, fine cotton twine.....	“	.18
Texas Medium, cotton twine.....	“	.16
Cotton Candle Wick.....	“	.20
Colored Twine, 8 balls to box., lb. to bx.	“	.25
Fine Hemp Twine, 8 balls to lb. in 5-lb.		
bunches.....	“	.20
Coarse Hemp Twine, 8 balls to lb., in		
5-lb. bunches.....	per lb	.16
Best Jute Rope, 16 yds. to lb.....	“	.07
Best Jute Plow Line, 8 yds. to lb	“	.07
Jute Clotheslines, 90 ft. to hank.....	per doz.	1.60
“ “ “ 108 ft. to hank.....	“	1.70

Positively
The Best
Wagon
Ever Built
For the
Grocery
Trade

Strong,
Easy-
Running,
Finest
Steel Tires,
Wheels
Second-
Growth
Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

No Loss on Loose Goods

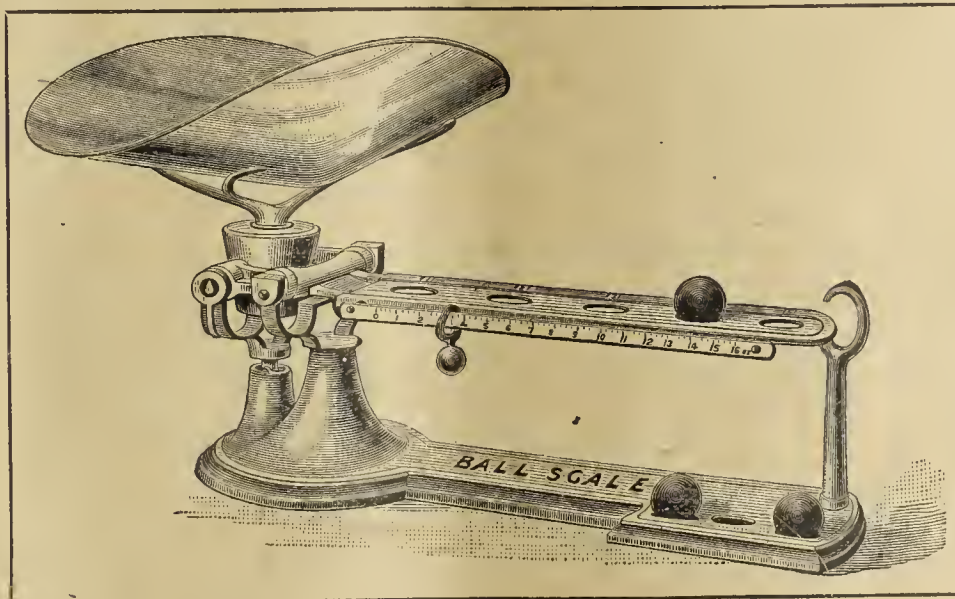


Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.
18 to 24 S. Seventh Street, Philadelphia, Pa.

Losing Your Weights?

Get a
Troemner
No. 24
Ball Scale



Greatest
Improvement
in Rapid
Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

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Contents.

	PAGE
All Retail Food Packages Must be Marked Like the Original Package..	6
Pittsburg (Pa.) Produce Men on Trial for Maintaining Trust.....	6
Two-Minute Sermons for the Retail Grocer.....	7
The New York Letter.....	8
New Brighton (Pa.) Merchants Shut Down on Impositions.....	9
Among the Trade.....	9
Editorial.....	10
United Against Schemes. One Experience With Dated Canned Goods. How Business Recovers.	10
To Grocers of Maryland, Virginia, North and South Carolina.....	10
Egg-O-See Co. Embarrassed, but Will Go Ahead.....	10
Would a Code of Ethics Help Here?.....	11
Farwell & Rhines Have Their Say.....	12
Legal Department.....	13
A Remarkable Suggestion to Bring Local Jobbers, Retailers and Chain Stores Together.....	14
Magazine Notes.....	15
The Grocery Markets.....	16
Individual Market Reports.....	17
Market Notes.....	17
Window Dressing Articles Wanted.....	17
Association News.....	18
The Science of Advertising.....	19
Bad Demonstrations of American Canned Goods in England.....	19
Selling Talks With Grocery Clerks.....	20
Brazil Will Try to Get Us to Use Yerba Mate Tea.....	21
The Stroller's Column (Contributed)..... A Colored Grocery Clerk's Story.	22
Government Getting Ready to Attack Bleached Flours.....	22
Window Dressing for Grocers.....	27
Correspondence.....	28
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
"Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	27
Anker's Bouillon Capsules.....	27
American Can Co.....	9
American Slicing Machine Co.....	13
Arbuckle Bros.....Cover	2
Armour & Co.....	11
Atmore & Son.....	45
Atsatt Bros.....	50
Barber & Perkins.....	8
Bell & Sons, Samuel.....	41
Bishop, R. W.....	27
Borden Condensed Milk Co.....	47
Bower & Co., John.....	45
Brown & Co., P. F.....	20
Brown Manufacturing Co., Ltd., The.....	41
Buckley, Elton J.....	6
Bucknam & Vanderpoel Co.....	41
Butler Brothers.....	15
Cauchois & Co., F. A.....	39
Ceylon Tea.....	7
Corn Products Mfg. Co.....	50
Croft & Allen Co.....	41
Daetwyler & Co., R.....	32
Eby Co., The Frank C.....	4
Egg-O-See Cereal Co.....	43
Electro-Silicon Co., The.....	29
Enterprise Mfg. Co. of Pa., The.....	43
Esterbrook Steel Pen Co., The.....Cover	4
Exton & Co., A.....	21

	PAGE
Fell Manufacturing Co., E. C.....Cover	2
Fels & Co.....	28
Fischer & Co., B.....	37
Fleischmann's Yeast.....	12
Flesch & Son, J. A.....	37
Fly Ribbon Mfg. Co., The.....	31
Forbes, J. P.....	32
Franklin Sugar Refining Co.....Cover	4
Freihofer Vienna Baking Company.....	41
Frye & Co., Jed.....	28
Fulton & Walker Co.....	49
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	9
Grocers' Printing Co.....	27
H - O Company, The.....	21
Hellenic International Bureau.....	43
Hetfield Extract and Mfg. Co.....	50
Hires Condensed Milk Co.....Cover	3
Indexed Coupon Books.....	32
Iroquois Canning Co.....	39
Kingsbury, H. P. D.....	16
Kirk, Foster & Co.....	18
Lamson Consolidated Store Service Co.,	39
Lautz Bros. & Co.....Cover	3
Lindsley J. V., & Company.....Cover	2
Lititz Bretzel Co.....	28
Lowney Co., The Walter M.....	37
Manufacturers' Trade-Mark Association.	3
McCahan Sugar Refining Co., The W. J.,	Cover 3

	PAGE
Millbourne Mills.....	27
Miller & England.....	4
Moneyweight Scale Co., The.....	3
Morgan & Cornell.....	43
Moore & Co., E. B.....	39
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	12
Ohio Match Sales Company.....	45
Philadelphia Electric Co., The.....	12
Phillips, F. H. & Co.....	45
Pressing & Orr Co., The.....Cover	2
Quaker City Preserve Co.....	27
Rapid Computer Company.....	29
Ritter Conserve Co., Philip J.....	16
Royal Specialty Co.....	27
Sauer Co., C. F.....Cover	4
Scott & Co., Inc., John.....Cover	1
Shredded Wheat Company, The.....	13
Swift & Co.....	45
Swift & Co., Gloucester, Mass.....	12
Toledo Computing Scale Co.....Cover	1
Troemner, Henry.....	49
Van Camp Packing Co.....	20
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Welles & Davis Mfg. Co., The.....Cover	2
Wilde's Sons Co., Samuel.....	4
Williams Bros. Co., The.....	47
Young & Co., Chas. W.....	28
Zipp Manufacturing Co.....	4

All Retail Food Packages Must be Marked Like the Original Package

Pennsylvania Food Commissioner Foust Decides that, His Previous Ruling to the Contrary, as to Rice, was Too Lenient. Now Says that in Order to Give the Consumer Proper Notice of the Character of the Purchase, Retail Packages Must Bear the Same Notice as the Original Package.

During the past week Dairy and Food Commissioner Foust, of Pennsylvania, has made an exceedingly important ruling affecting the labeling of retail packages under the food law. Reversing a previous ruling, the decision is that in the case of articles of which the original package must be marked, as compound syrup, the retail package must also be marked in order to give the consumer the notice to which he is entitled.

In a recent issue of the "Grocery World and General Merchant" this question was discussed. Replying to a direct query in the Legal Department, the opinion was given that under the law the retailer is unquestionably bound to give to his customer the same notice regarding the character of the article which he (the retailer) receives by the mark on the original package. The discussion at that time hinged upon rice, which is coated with glucose and talc, and must, under a Federal ruling, bear a tag labeled to that effect. It was stated in the opinion that undoubtedly the very spirit of the law, not to speak of its language, required the notice to travel all the way from original producer or packer to consumer; in other words, from manufacturer to jobber, from jobber to retailer, and from retailer to consumer. Since the original package usually travels from manufacturer to jobber, and from jobber to retailer, the requirement is easily complied as to those stages by marking the original package. The retailer breaks the original package, however, and his customer does not see either it or the tag which it bears. There is, therefore, only one way in which the retailer can properly inform his customer on the subject, and that is by a label on his own bag or carton.

In order to confirm this opinion, Secretary Smedley, of the Philadelphia Retail Grocers' Association, took up the matter with the Commissioner, who replied that whether that was the law or not, he was not compelling retailers to mark their packages where the original package was correctly marked. In that shape the matter has rested until the past week, when the Commissioner decided that he had been too lenient, and that there was a clear obligation on the retailer under the law to mark his packages. The matter is explained in the following extract from a letter written by the Commissioner to the editor of this paper:—

September 22, 1908.

On July 1, 1908, replying to a letter received from Mr. William Smedley, secretary of the Retail Merchants' Association, Philadelphia, I stated to him in substance, when rice is sold, as it usually is, in bags, and goes out to the retailer from the jobber properly marked on the package or box containing it, it is put out to the retail trade in the same way as molasses when sold in barrels. I stated to him, that when a barrel is properly branded that I did not deem it necessary for the vessel containing the pint or quart of molasses sold by the retailer to be labeled, provided, however, that it contained nothing which was injurious to health.

Upon further examination of Section 5, Clause 5, of the Act of June 1, 1907, I am thoroughly convinced that I erred in my letter to Mr. Smedley. The law is plain and needs no ruling on the subject. It provides:—

That when, in the preparation of food products for shipment, they are preserved by any external application, applied in such manner that the preservative is necessarily removed mechanically, or by maceration in water, or otherwise, and directions for the removal of said preservative shall be printed on the covering of the package, the provisions of this act shall be construed as applying only when said products are ready for consumption.

I have issued no ruling with reference to this matter, neither do I know of any ruling having been issued by the authorities at Washington covering this question. If the Federal authorities would issue a rule I could then, under Section 3, follow their ruling. Probably they look at the matter as I do, the law being so plain, a ruling is unnecessary.

I have forwarded a copy of this letter to Mr. Smedley, so that he may be fully informed regarding my error in my letter to him of July 1, 1908, as the intention of the Legislature in Section 5, Clause 5, as quoted, is that each package containing the rice shall be labeled, indicating that the rice is coated with talc and glucose and should be removed by "maceration in water, or otherwise. The directions for the removal of the preservative shall be printed on the covering of the package." This is the law and it could not be set aside by a ruling.

I fully agree with your interpretation of the law with reference to compound syrup, that it must be marked in order that each customer may have notice of the character of the product.

For reasons set forth at length above, the Commissioner's attitude regarding the marking of retail packages is fully supported both by the spirit and the letter of the law. But in the case of rice, the writer believes that the Commissioner has grounded his opinion upon a clause of the act which has no application. Talc and glucose are not used on rice as preservatives, but as polishes and improvers of the appearance. That being true, a coating of that class certainly cannot be subject to a section of the act which concerns preservatives only.

The principle laid down in the ruling on compound syrup, however, and that which really lies at the bottom of the rice ruling, means that every retail package (bag, pitcher, or carton) containing a food product which for any reason needs to be marked in the original package, must be marked to convey to the consumer the same notice which the label on the original package conveyed. This includes syrup marked "compound," cider marked "preserved with benzoate of soda," dried fruit marked "bleached with sulphur," and so on.

The result will probably be a considerable stimulus in the sale of package goods.

Pittsburg (Pa.) Produce Men on Trial for Maintaining Trust.

Retail Dealers in Action Against Pittsburg Produce Trade Association Testify that They were Blacklisted for Refusing to Pay Debts that Did Not Exist.

Special Correspondence of "Grocery World and General Merchant."

Pittsburg, Pa., Sept. 25, 1908.

The case of W. H. Arbour and several others against the Pittsburg Produce Trade Association, on the ground that the association was a trust or monopoly and ask-

ing to have it dissolved, has been on trial here during the week.

The bill was filed nearly a year ago, the allegation being that the association is in restraint of trade. It was also charged that the association members maintained a blacklist and refused to sell to any merchant who owed or was charged with owing a bill to any dealer. In an answer filed by the association it was admitted the blacklist was maintained.

Arbour testified that on June 9, 1906, he was placed on the blacklist by Anthony Schaub for an alleged debt of \$225 which had not been paid within a specified time. Although he had a receipt from Schaub, he was compelled to pay the bill again before any member of the association would sell him produce. About 80 per cent. of the dealers were members of the association and a merchant on the blacklist was practically excluded from making a purchase. On cross-examination Arbour stated that dealers maintained a uniform price for their goods.

W. W. Gibson testified that he was placed on the blacklist because a check given the Wilson Produce Co. was lost. He said he held their receipt, but was compelled to give another check to be removed from the blacklist.

While Gibson was being examined Judge Miller remarked "From the testimony we have heard it seems to me this blacklist was a pernicious thing and the affairs of this association mismanaged."

G. L. Thomas, secretary of the Pittsburg Produce Trade Association, was also a witness.

Thomas was asked the average number of persons on the blacklist of the association, and replied it was 180 to 200 a week, but admitted that at a previous hearing he had said the blacklist of a certain date had been about six hundred. Thomas showed the system under which it was kept, and

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

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Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

udge Miller was shown one of the lists.

A number of other witnesses testified they had been placed on the blacklist without previous notice and shut out from buying produce from members of the association.

President W. H. McCracken, of the association, testified that wholesalers suffered loss because they were unable to collect bills from irresponsible merchants long before the association was formed. He said the merchant was benefited by the blacklist, as the wholesaler wanted the trade of persons whose names had been on the list, but had been promptly removed. He also said that the knowledge that a blacklist existed caused merchants to pay promptly. He declared the association did not have a monopoly, as dealers could buy from farmers. McCracken said the produce business of the city amounted to about 20,000,000 a year.

President W. J. McCracken also testified to the workings of the association and explained the clause in the by-laws which made it obligatory upon members to refuse to sell either for cash or credit to a merchant delinquent in the payment of bills. He said any member of the association was permitted to take or accept a note in payment for goods, and that

dealers frequently did so if they were satisfied the note would be met on maturity.

A number of other witnesses called by the defense testified that the object of the association was not to raise the price of produce. W. H. W.

The first new crop Almeria grapes are in market, and range from \$4.50 for the best downward. Prospects point to about two-thirds of a crop, or about 600,000 tons for the United States instead of 1,000,000 tons. The demand is light.

United Store Service and Tube Co.

This company has just closed its financial year, and reports an excellent business taken during the year, amounting to over 20 per cent. of the entire tube and store service sales business of the country. The company owns what is known as the best Belt Conveyer apparatus, which it is at present installing in the postoffice at Washington, D. C. It has recently been awarded a large contract for equipping the new building of Sprague, Warner & Co. (the largest grocery house in the world), of Chicago, Ill. It is understood this is the largest pneumatic tube contract that has been awarded during this year.

Its systems have been installed in all the leading cities of the country, and the company reports the opening of its new year with over \$500,000 worth of business estimated upon, and under negotiation. The installation of the pneumatic tube service by the Postoffice Department, it is understood, will soon be taken up for the cities of Pittsburg, Cincinnati, Baltimore and Kansas City, and it is anticipated that the service will be installed in these cities during the year 1909.

Two-Minute Sermons for the Retail Grocer

LV.—Other Men's Views.

Let some other man tell you how to cut down your office work.

It seems strange, but it is, nevertheless, a fact, that very few men are able to cut down their own office work to the point where it belongs. Forms are adopted for certain purposes and others are added from time to time until the work in the ordinary office becomes complicated. This goes on from year to year, new blanks being added, new books opened, new card indexes installed, etc., but nothing eliminated. The result is an occasional increase in the office force to take care of the increase in the amount of work.

The man in charge of office affairs is usually the busiest one in the house, and he does not have time to figure out the shorter ways of doing things, so as to accomplish more

with the same amount of work, and the habits having been contracted, become second nature.

The next time it is felt to be necessary to add to the office force, try this plan: Just have an office expert come in and look over the business, size up the present office system and tell him what you wish to accomplish, and let him plan an up-to-date system for you. Of course, his services cost money, and so will the new equipment he will order installed, but had better spend more that way and save it in the following year in wages of office help, for the new system will more than likely do away with all need of adding to the force for a good while to come, and will also lighten the work on those who are already overworked under old conditions.

F. A. P.

To the Trade:

England consumes nearly four times as much of

CEYLON TEA

as of all others, save India, although she has been getting it only one-eighth as long.

“Why?”

Mainly because, of all Western peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to the United States 1 1/4 lbs. of Tea per capita. Every English grocer knows Tea; he has made it a study.

The New York Letter

Retailers Preparing for Fall Campaigns. Attack on Peddlers
Prime Feature. Odds and Ends of Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, Sept. 25, 1908.

Meetings were held this week by the New York and Brooklyn Associations of retail grocers for the purpose of beginning the new season's work. At both meetings reports were submitted by the delegates who attended the recent State convention. The prospects are that the associations will have a busy and prosperous season.

Grocers are pleased to observe that the Mayor has begun to reorganize the bureau having charge of the peddlers' licenses, as a result of the recent exposures of graft in this department. The selling of licenses to the peddlers by the subordinates in the department has been going on for a long time, it is charged. The licenses are issued in quantities under various convenient names, and although they are supposed to be non-transferable,

they are turned over by the grafters to any peddlers who have the money to pay, without regard to the men's real names. The city treasury, of course, gets none of this money.

These evils have tended to make the peddlers an even more irresponsible class than they otherwise would be. Many of them are really controlled under a sort of a padrone system, the boss supplying the carts and stock for a group of the men who actually do the peddling.

The best feature of the present agitation is that it may lead to further regulation of the peddling nuisance, which is more of an injury to retail dealers than to anybody else, perhaps, since the peddlers compete to some extent with the regular storekeepers, who pay rent and are responsible.

The new law transferring from local health authorities to the State Bureau of Labor the authority to

enforce the labor law in mercantile establishments becomes effective October 1st. The law applies only to the cities of New York, Buffalo and Rochester. In accordance with its provisions, the State labor authorities have organized a Bureau of Mercantile Inspection and its inspectors will promptly begin the work of looking into conditions in all kinds of stores, wholesale and retail, as the law is most comprehensive. The department stores were the most determined in their opposition to the act while it was pending in the Legislature and it is supposed that the inspectors will order a considerable number of changes in these stores.

The age of children employed and the sanitary arrangements are to receive the closest attention. It is not expected that many grocers will have trouble, for they do not usually employ children of tender age, and there is not in grocery stores, as a rule, any crowding of employees into quarters without the necessary provisions for comfort.

A meeting of the American Wine Growers' Association was held here Wednesday, in the Arkwright Club,

at which it was decided to carry on a campaign against the proposed laws for preventing the transportation of wines and liquors from non-prohibition into a prohibition State. The association demands that wines be exempted from the provisions of any such laws that may be enacted. A number of grape growers were present and agreed to contribute at the rate of 25 cents an acre to meet the expenses of the campaign.

The association renewed its arguments that the manufacture and sale of pure American wines is a factor promoting temperance and not intemperance. A letter was read from the Rev. Dr. C. H. Parkhurst, substantially indorsing this position and saying that he had been led to adopt his opinion by a comparison of conditions here and in various European wine-drinking countries.

At a meeting held on the same day by the Women's Christian Temperance Union, of New York County, it was decided to make a thorough examination of chocolate and bon bons which may contain alcohol. It was said that these

County Fair Week

WE are running THE MAIN SHOW
IN THE GROCERY BUSINESS

Our EXHIBIT of HIGH CLASS Goods at LOW
PRICES for CASH is attracting CASH Buyers
from All Sections of the Country.

MACKEREL

MACKEREL

Fancy New White, Fat, Fall Caught, Irish Mackerel, beauties, equal to Norway 4s, as white as Chicken and as fat as butter.

420 to 460 fish to the barrel per bbl. \$14.75

Half barrels, about 220 fish per ½ bbl. 7.98

50-lb. Blue Painted Tubs, ¼ bbls., about 110 fish . per tub, 4.14

This is the finest lot of Irish Mackerel we have ever seen. They will sell like wild fire at 5c. per fish.

THEY ARE A BARGAIN

Quaker Puffed Rice, 36 packs per case, 2.60

NEW California Figs, 10-1 lb. packs in box, per box, .72½
5 or 10-box lots per box, .70

Jar Tops, Boyd's Best Quality Porcelain-lined for
Mason's Jars, half gross in box per gross, 1.60
No. 8 Manzanilla Olives, Cylinder bottle, 3 dozen . per doz., .87½
No. 5 Stuffed Manzanilla Olives, Cylinder bottles,
3 dozen per doz., .82½
In 5 or 10-case lots, either kind or assorted, at
2½c. per dozen less.

These are what were formerly called eight-ounce and five-ounce. They are great values in Olives to retail at 10c. per bottle.

Iron Clad Sun Crimp Lamp Chimneys in cartons, high quality, made by the Macbeth-Evans Company.

No. 0, 6 dozen in case per case, 2.58

No. 1, 6 dozen in case per case, 2.94

No. 2, 6 dozen in case per case, 3.78

No charge for cases.

We guarantee these chimneys to give elegant satisfaction, and they cost you almost \$1.00 per case less than other brands that seem to be of no better quality.

Southern Bell Extra Fancy Flavored Syrup, barrels, per gal., .28
Half barrels per gal., .30

Queen Brand Fancy New Cold Packed Tomatoes, red ripe fruit and solidly packed, No. 3 Cans, 2 dozen per doz., .85
5 or 10-case lots per doz., .82½

These are a bargain in Tomatoes which we would recommend to any of our trade to put away for your Winter and Spring needs.

Fancy California Lima Beans, bags about 80 lbs. . per lb., .05½
5 or 10-bag lots per lb., .05½

We have never seen finer quality Lima Beans than these. They are large, whole, clean and bright, and prices low for spot goods.

Kings County Brand Fresh Coast Packed Seeded Raisins, 36-ls per lb., .07½
5 or 10-box lots per lb., .07½

Armour's Lard Compound, 60-lb. tubs per lb., .08½
5 or 10-tub lots per lb., .08½

Standard Brand Lard Compound, 60-lb. tubs . . per lb., .08½
5 or 10-tub lots per lb., .08½

Hartley's New Imported Orange Marmalade in 1-lb. net glass jars, 4 dozen per doz., 1.67½

These Prices for This Week Only—September 28th to October 3rd, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

candies are sold to children, who thus unconsciously acquire a taste for stimulants. Whenever traces of alcohol are found in candy, the women are to notify the police and the district attorney.

A new corporation which filed its certificate this week is the New York and Cuba Sugar Co., which is to have a capital stock of \$80,000. The incorporators are Fred. Knowlton and C. Q. Dean, both of New York, and M. V. Landeen, of Brooklyn.

The milling trade here is much interested in the announcement from Washington that a hearing will be given next Tuesday on the question as to the bleaching of flour.

FRED. A. MCGILL.

New Brighton (Pa.) Merchants Shut Down on Impositions.

Adopt Store Card Restricting Credits and Loans and Fining Members Who Violate Rules. Committee Appointed to Draft New State Constitution.

Special Correspondence of "Grocery World and General Merchant."

Erie, Pa., Sept. 24, 1908.

President Crow has appointed as a committee to revise the Constitution and By-Laws of the State Association, Wm. Smedley, chairman, of Philadelphia; E. J. Morris, Reading; M. E. Gipe, York. The committee will meet in January in conjunction with the State Executive Committee. Members of the committee were selected with the view to reducing expenses. Two of the committee will be in Philadelphia at that time attending meeting of the directors of the Retailers' Mutual Fire Insurance Company, and the third is less than 100 miles distant.

Miss Kate Taylor has been selected as secretary of the Oil City Business Men's Exchange, in place of W. E. Barrett, resigned.

A. M. Latshaw, secretary of the Business Men's Association, of New Brighton, offers a very practical suggestion. He says, "What do you think of having an official emblem struck for members of the State Association? I think this a very good way of gaining publicity. If we could adopt an emblem of some kind and wear in coat button, any merchant visiting any city would have the confidence of the merchants he came in contact with."

The Business Men's Association, of New Brighton, has adopted the

following store card for display purposes:—

MEMBERS OF BUSINESS MEN'S ASSOCIATION OF NEW BRIGHTON.

To whom it may concern:—

Beginning September 10, 1908, all bills must be paid for as contracted.

No further balances will be allowed.

Credit will not be extended to parties owing other members.

No money loaned.

Any member violating these rules will be fined \$25 and forfeit his membership in this association.

By order of the

BOARD OF DIRECTORS.

August 2, 1908.

Secretary W. C. Armstrong, of Connellsville, effected a temporary organization at Meyersdale on Thursday evening with A. D. Glessner, president, and Carl Miller, secretary. The following committee was appointed to draft by-laws and constitution and submit report for adoption on Monday evening next, the 31 inst.: Carl Miller, George Collins, W. H. Diel, J. F. Reich, James Peerbaugh.

A. M. HOWES,

State Secretary.

AMONG THE TRADE.

Paralysis of the heart, following an acute attack of indigestion, caused the death of Frank Bower, of the firm of John Bower & Co., pork packers, at his home, 802 N. Twenty-fourth street, during the week. Mr. Bower was born in Philadelphia, November 1, 1840. He was graduated from the Central High School. In 1857 he entered his father's pork-packing establishment. In 1865 he formed a partnership with John Bower and William Entenmann, under the name of John Bower & Co. In 1875 John Bower died and Entenmann withdrew from the firm, Mr. Bower taking over the business. Mr. Bower owned some of the fastest horses in this country.

The rice market is softening up considerably and some holders are quite bearish.

The old wholesale produce market at Water and Dock streets is to be changed into a fish market, to take the place of the one recently burned. This will necessitate all of the present tenants, numbering twelve or fifteen, finding new quarters. Some of them have been in the old market nearly fifty years. The change will probably take place around November 1st.

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO



Start the Fall Season Right!

BY MAKING

MOTHER'S OATS YOUR LEADER

\$1.27 to \$1.45 per 36 pkgs. PROFIT

Order now for fall delivery from your jobber.

Cash bonus *DEAL* packed in every case and container—no red tape. MOTHER'S OATS Quality and Policy make MOTHER'S brand *Profits*.

No Profitless 10c. Price Advertised to the Consumer, on the package, bill boards, newspapers or magazines. Our policy does not make MOTHER'S OATS a "cut-rate store leader" like other brands whose manufacturers permit, if not encourage, this practice for "volume." We urge and help you to a "**Living Profit.**"

THE GREAT WESTERN CEREAL CO.
CHICAGO

Grocery World AND General Merchant

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Monday, September 28, 1908.

The organized retail grocers of
Little Rock, Ark., have extended
their enterprise
in a direction in
which reform is
certainly needed.

They have adopted a resolution,
which appears in another column,
in which they pledge themselves
to stand together as a body either
for or against the use of advertis-
ing schemes and various other
canvassing devices for which their
patronage may be solicited. In-
cluded in the list which appears
in the resolution is "promiscuous
donations of all kinds." "Collec-
tion agencies" should be there,
but are not.

The reason why reform is
needed here is that the retail gro-
cers of every country town are
stung a hundred times a year by
schemes of all sorts, which as in-
dividuals they are helpless to re-
sist. Not only schemes worked
by outsiders, but by their
own townspeople, and particu-
larly by their own customers. In
the latter cases they very often
feel that they cannot refuse, and
the people who are doing the so-
liciting know that perfectly well.
As a matter of fact, the luckless
retailer is not seldom coerced into
patronizing such schemes by
references and insinuated threats

which amount practically to
blackmail.

One dealer in a town where
there are forty dealers can never
stop the abuse alone. If he even
tried it he would be the most un-
popular man in the place. To-
gether they can stop it very eas-
ily, because then there is no such
thing as playing one merchant
against another.

Local associations everywhere
ought to take this up.

The advocates of the plan of
dating canned goods with the year
of their pack have
never satisfactor-
ily answered the
objection that if

it knew the public would never
buy year-old or two-year-old
canned goods, in spite of the fact
that their age has made not the
slightest impairment in their qual-
ity. Listen to the experience of
Charles P. Cook, a retail grocer
of Paris, Ky.:—

In 1906 I purchased a quantity of
long-stalk asparagus of a well-
known brand. When my asparagus
came in, one-half of it was packed
in the regular square cans and the
balance packed in long round cans.
The round cans had labels on them
which did not meet around the cans.
In this open space a sticker was at-
tached to each can reading as fol-
lows:—

APOLOGETIVE.

The great disaster of April 18,
1906, in San Francisco included
the destruction of the canmaking
plants, thus rendering it neces-
sary for the packers of asparagus
to resort to the use of round
fruit cans, as machinery for
making the regular square cans
could not be made and installed
in time to take care of the crop;
hence the further necessity of
this patched-up label.

A portion of these goods were
carried over until 1907. The trade
refused to take it on account of it
being "old stock." The square cans,
carried over without this apology on
them, sold right along without any
complaint. We have carried over
more or less asparagus each year
since 1906. We know the trade
could never tell the difference be-
tween the 1906 and the 1908 packs, if
it were not for those awful "apolo-
getive" labels. I don't think the
round can has anything to do with it.

There never was a finer piece of
asparagus put in a can. I have sam-
pled it during demonstrations, and
the trade rave over "how nice it is."
They give me orders for it. We send
it out, and it comes back with the
same old story, "I am afraid of it—
it's old stock;" "that was packed the
year of the earthquake in San Fran-
cisco."

I have guaranteed it. I have cut
the price on it below cost, and still
they say, "old stock."

The "Grocery World and Gen-
eral Merchant" believes that if a
dating law were passed this would
be the experience of every grocer
who in 1909 attempted to sell

To Grocers of Maryland, Virginia, North and South Carolina

In all the above States the "Grocery World and General Merchant"
has many readers and for their benefit particularly it maintains a
Baltimore price list.

To get at the real value of that price list, and to improve it
possible, the "Grocery World and General Merchant" asks the grocer
of the above States to answer the following questions:

No. 1.—Is a Baltimore price list of more value to you than
New York price list? If so, or if not, why?

No. 2.—If the Baltimore price list is of more use to you, is the
"Grocery World and General Merchant's" Baltimore price list as good
as it ought to be? If not, in what respect is it not?

Address replies, please, to Price List Editor.

goods dated 1907 or even 1908.
The only remedy would be a
costly campaign of education—
who would undertake such a
thing?

The absurdity of the whole
campaign becomes apparent the
minute it is stated that five years
have no effect whatever upon
properly packed canned goods,
and that improperly packed
canned goods will go wrong, if
they are going to, within six
months.

There is reason to believe that
the conditions of the grocery
business are im-
proving, and that
the current fall
and winter may
witness a fair degree of prosper-
ous activity.

The course of a business de-
pression is always the same:
First the demand for luxuries de-
clines, and finally the demand for
necessaries. Recovery naturally
takes the same direction. Busi-
ness in necessities looks up a lit-
tle and always lastly the demand
for luxuries.

One of the leading wholesale
grocers of Philadelphia mostly
sells staples and necessities; only
a few fancy specialties. This job-
ber stated to the writer during the
week that his business was now
not only equal to last year's at the
same time, but was about 10 per
cent. better. On the same street
is another jobber who mostly sells
fancy specialties. His business is
behind last year, though not so
much so now as in August and
July. Thus is the progress of the
recovery clearly indicated.

The fact that the staple jobber
is now selling more goods than
last year at this time is happily
significant for another reason—
it shows recovery in the retail trade.
For it seems quite clear that be-
fore the retailer will buy, even
staples, he must manifestly feel
that he can sell.

Egg-O-See Co. Embarrassed, but Will Go Ahead.

Its Affairs Turned Over to Committee
of Creditors, which Reports that the
Trouble Seems to be Too Rapid
Expansion. Company Said to be
Solvent.

The Egg-O-See Cereal Co., or the
Battle Creek Breakfast Food Co.,
with headquarters in Chicago and
factories in Buffalo, N. Y., and
Quincy, Ill., was placed in the
hands of a committee of creditors
during the past week. An
auditing committee now at work
on the company's books is ex-
pected to make a detailed report
within the next few days. In
turning over the liabilities of the
company President J. W. Cas-
sidy shows among the creditors
the Stecher Lithographing Co.,
\$65,000 secured by bonds of the
company; Citizens' Bank of Buf-
falo, \$45,000, secured by \$90,000
in warehouse receipts; Railway
Advertising Co., \$40,000; Ex-
change National Bank of Atchi-
son, Kan., \$20,000, secured by
\$40,000 of the company's bonds,
and the Wood Paper Box Co.,
\$25,750. The company is one of
the best known cereal concerns
in the country. It is believed to
be perfectly solvent, but has re-

ently expanded so rapidly as to have to some extent overreached itself.

Late in the week the committee of creditors issued the following statement:—

The Battle Creek Breakfast Food Company has been extending its business faster than was warranted by its working capital, and is now conferring with a committee, representing its principal creditors, for the purpose of investigating its general situation and determining its future course.

The concern's brands have been extensively advertised and its business is believed to be among the largest in the country. Within the last year it has conducted some extremely expensive advertising schemes, notably the distribution by a corps of girls of a package of Egg-O-See. There is a general expectation that the company will reorganize and go ahead.

Peaches are still coming from Western Pennsylvania and York State. The range is 75 cents to \$1.75 per basket, or \$1.75 to \$2 for cases. Peaches are also coming from Colorado and Utah, ranging from 75 to 90 cents.

Would a Code of Ethics Help Here?

In some of the professions there are codes of ethics, which are supposed to hold the members thereof to a particularly rigid observance of the courteous decencies of life.

This is particularly so in law and medicine.

So far as is known, there are no codes of ethics in mercantile life, and the purpose of this article is to inquire why and to show the need.

One of the ethical principles of the legal profession is that every member of it shall be treated with absolute fairness and scrupulous honesty. Is argument needed to prove that such a principle should govern the relations of buying and selling?

There is a certain large wholesale buyer in Philadelphia who within the past month has done the following things:—

He put a certain broker to the

expense and bother of telegraphing a bid on a block of merchandise. The bid was 5 cents below the asking price, but the manufacturer agreed to accept it. When the broker went to close the deal the buyer said *he* didn't want the goods; he simply wanted to know if he could buy at that price. It was subsequently established that he used the low price thereby obtained to beat down another manufacturer whose goods he did want.

He induced two brokers in a certain article to bid against each other. To A he privately agreed to give the order if A would meet B's price. To B he made the same offer. When each had met the other's alleged cut, the buyer divided the order between them at the reduced price.

The fact was that each broker had made the cut only because he was led to believe that his com-

petitor had done so, and that *he* must in order to get the business.

He falsely told a certain member of a combination pledged to hold the price on a given article, that an agent for one of the other members had violated the compact and broken the price. His object was to buy below the market, but the incidental result of his falsehood was to get the innocent agent into serious difficulties with his principal. The plan to break the market failed.

These things are "slick"—"sharp," if you like, but they are not fair or ethical, and clearly not honest. Many buyers do such things, some for the love of intrigue, others because they say sharp competition compels them to.

I wonder whether a mercantile code of ethics could make people like this man less likely to do such things?
E. J. B.

Canners are still paying 20 to 25 cents for tomatoes, and the regular jobbing price is 20 to 40 cents. The receipts are more liberal than they were and the demand is light.



THREE PIES FROM THIS CARTON

This is without doubt the scientific, profitable, clean and economical way to sell mincemeat.

A small carton, 3x4x2 inches, containing enough mincemeat to make three pies! Not simply a substitute for mincemeat, but a combination of clean, rich materials which simply needs water, sweetening or cider. Think of the saving.

Think of something else—**Veribest Mincemeat** needs no preservative. Most liquid mincemeat does. Know what food laws say about preservatives—and about you, if you handle goods with them in?

ARMOUR AND COMPANY

BUY
"OAKDALE"
Steam
Process
Pretzels

Taste and keep better
than any other kind.

Extra Kiln Dried

Get samples and prices
from

Oakdale Baking Co.

10th & Susquehanna Ave.

PHILADELPHIA, PA.

TUNGSTEN
LAMPS

How can any Grocery Store
which fails to maintain well-
dressed, well-lighted windows
—a brightly lighted exterior
and interior—expect to com-
pete successfully in the strug-
gle for new business?

Would you honestly think
of using any other illuminant
if you knew that Electricity
would cost **less** than that il-
luminant, or **no more**?

Our new Tungsten Lamp
proposition will give you
Electricity at a cost less than
gas—not comparatively, but
actually! Doesn't your store
need help from a lighting
standpoint?

Write or phone to

**THE PHILADELPHIA
ELECTRIC CO.**

Tenth and Chestnut Streets

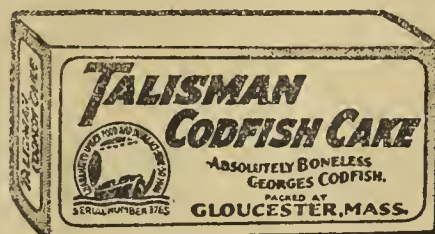


GOFF'S COUGH SYRUP

Our special
plan will in-
troduce Goff's
Cough Syrup
to your trade—it's
merits will bring you
profitable re-orders.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

**FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL**



**Your
Customer's
Breakfast**

Every one of your custom-
ers who eats breakfast will be
interested in this peerless
breakfast dish, **Talisman Cod-
fish Cakes.**

Not coarse, tough imitation
cod, but pure, fine Georges
Cod, medium size and tender,
toothsome and tasty.

One-pound blocks, wrapped
in waxed paper, then sealed in
heavy lithographed wrapper.

As a breakfast specialty,
these will sell for you.

SWIFT & COMPANY

Farwell & Rhines Have Their Say

Say in Letter to "Grocery World and General Merchant" that
for Two Years they have Not Sold a Flour as Gluten Flour
but do Not Deny that they have Filled With "Cresco"
Flour Orders that Specified "Gluten" Flour.

Touching the publication in the
last several issues of matters con-
cerning Messrs. Farwell & Rhines,
manufacturers of health flours,
etc., at Watertown, N. Y., this
journal is in receipt of the follow-
ing from the firm in ques-
tion:—

Watertown, N. Y., Sept. 18, 1908.
Editor "Grocery World and General
Merchant."

Dear Sir:—In August last we re-
ceived a copy of the "Grocery World
and General Merchant" of August
24, 1908, on the eighth page of which
we found a short article with this
heading: "Two Gluten Flour Firms
Pay Food Fines. Health Food Co.,
and Farwell & Rhines admit Gluten
Flour was Adulterated and Settle
Their Cases. General Investigation
Into Purity of Flour Now on in
Pennsylvania." After referring to
the investigation of the Pennsylvania
Dairy and Food Commissioner into
the purity of flour sold throughout
the State, it says that "the investiga-
tion was inspired by the results of
the prosecution against the Health
Food Co., of New York, which sells
an alleged gluten flour." That "on
examination the flour was found to
be adulterated, and the manufac-
turers paid fine and costs of \$60." That
"Farwell & Rhines, who also
make a gluten flour under the name
of "Cresco," were prosecuted on the
same ground and also paid a fine."

We have not made or sold a prod-
uct in any way branded gluten flour
for more than two years past, and
there is nothing on the brand of our
Cresco flour to show that we lay
claim to its being gluten flour, as
you will see by the fac-simile of the
brand on the back of the specialty
letter herewith, which we think will
show you the goods are in no way
misbranded.

You will also notice by the red
printing on the third page of this
specialty letter that we expressly
state that our goods must not be
sold or represented otherwise than
as we brand and represent them.

We have never made adulterated
products or admitted that we have
done so in any way, or been prose-
cuted or paid any fine, and you will
naturally see we were somewhat at
a loss to understand the animus of
what we considered an uncalled for
attack, doing us a great injustice. N.
W. Ayer & Son advise us that they
had an interview with you regarding
the matter and that you are giving
it careful investigation, which we
hope will result in justice to us and
a better understanding between us.

Very truly yours,
FARWELL & RHINES.

The facsimile of the label men-
tioned as appearing on the back
of the specialty letter inclosed
with the above shows that the
flour is simply labeled "Cresco"
flour. There is no mention on the
label that the flour is a gluten
flour. On the third page of the

same document appears the fol-
lowing:—

Our products must not be sold or
represented otherwise than as we
brand and represent them.

On the surface this seems like
a complete defense. In other
words, if any retailer has been
selling "Cresco" flour as a gluten
flour the above facts would seem
to show that he did it without
any authority from Farwell &
Rhines, and, if it was not a gluten
flour, that the blame for calling
such rested entirely on the re-
tailer.

But when the matter is ex-
amined into a little the firm's de-
fense proves to be the merest sub-
terfuge. The "Grocery World
and General Merchant" has estab-
lished beyond doubt that while
retailers in this city, and presum-
ably elsewhere, ordered flour
Farwell & Rhines they specified
"gluten" flour, and that their
orders for "gluten" flour were
filled by Farwell & Rhines with
"Cresco," without the slightest
hint of the explanation which
they now make viz., that they
"have not made or sold a prod-
uct in any way branded gluten
flour for more than two years
past."

The fact that "gluten" flour
specified is probably due to the
fact that up to two years ago
"Cresco" was sold as a gluten
flour, and when Farwell & Rhines
stopped doing that they neglected
to tell the trade so.

It seems reasonably clear that
Farwell & Rhines are scarcely
frank in their statement, for
they have filled orders for
"gluten" flour with "Cresco"
whatever that is, they have
questionably sold "Cresco" as a
gluten flour.

**Canadian Grocery Trust Trial
Begins.**

Last Monday the long-deferred
trial of the Canadian wholesale gro-
cery trust began in Toronto. Several
prominent jobbers of Canada were
the defendants, charged with forming
a combine in restraint of trade.

own as the Grocers' Association of the City of Hamilton. The defendants were: Henry C. Beckett, George E. Bristol, John I. Davidson, T. B. Escott, W. S. Craig, J. Eby, T. Kinnear and the Dominion Wholesale Grocers' Guild. They are charged with having during the years 1898-1905, at the city of Hamilton and in other cities, combined and agreed with the Corvina Sugar Refining Company, the Canada Sugar Refining Company and about 100 wholesale grocers in Canada to limit the facilities in producing, manufacturing and dealing in sugar, tobacco, starch, canned goods, salt, cereals and other articles, to the restraint and injury of trade, enhancing the prices of the goods in question and reducing competition. At the trial minutes of various meetings were read giving an account of the negotiations between the grocers and the Canadian canners, starch makers, sugar refiners and tobacco manufacturers. One circular dealing with a certain commodity it was stated that the Guild had decided not to negotiate with any manufacturer or its agent in this line, but that the manufacturers should be reminded

that agreements as to prices might be arrived at only through the Price Committee of the Guild. Records of the proceedings at various meetings showed that in some cases members would point out that the margin of profit was not sufficient on certain lines and that something would have to be done. In such cases a Price Committee was usually appointed. Negotiations had, these minutes stated, been opened with the Canadian representatives of Messrs. Crosse & Blackwell with a view to obtaining an agreement whereby the company would limit its sales to the firms on an approved list. A committee had been appointed at this same meeting to negotiate with a Toronto soap-making firm with whom an agreement was sought. The resolution concluded that if the committee was unsuccessful, the members of the Guild would find it to their interests not to handle this firm's goods. Another resolution had been brought in in which certain members complained that the profits on shredded wheat biscuits were not sufficient and steps were taken to remedy this. The hearing was adjourned until October 19th.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconception. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, N. J.—I have been recently attracted to the following want advertisement, which appeared in the Sunday Philadelphia papers at a recent date:—

A SUCCESSFUL FOOD COMPANY, with 350 agencies, operating in every State in Union, has just purchased new factory (64,000 feet floor space) in Jersey; in further developing its business has an opening for a high-class business man; to the right party, who will become financially interested, will be given a seat on the board of directors; books open for inspection. A. C., R. 114, 135 William street, New York.

Please advise whether the seat on the Board of Directors of the above company would protect my interests in case I invested in this company.

Answer.—One seat on a Board of Directors consisting of three or five or seven members would be practically no more protection than no seat at all, except that it would afford some information as to the affairs of the company which the outsider might not get. The reason why it would afford no protection is that the holder of one vote would be simply a minority member and could vote until he was black in the face against things he regarded against the interests of the company—his vote alone would have no weight.

The corporate stockholder who has nothing but a seat on the Board of Directors to protect him has substantially nothing.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

ADVERTISING

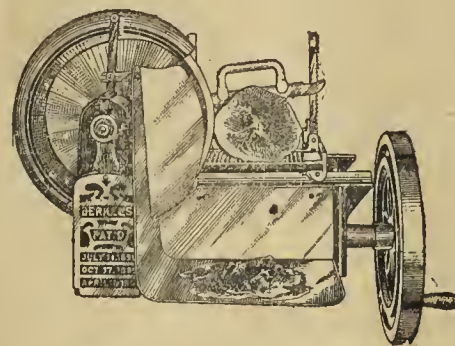
Some grocers advertise to the eye alone.

That is, all their advertising consists of announcements—newspaper or circular—which attract attention, read well and may bring people to the store—once.

After that once, however, there's nothing special to keep them coming, and the ad. has lost most of its force.

The wise grocer advertises **through** the eye to the **taste** and **appetite**. The customer keeps coming because the taste and appetite cannot be satisfied so well at other stores.

That means steady trade.



THE AMERICAN SLICING MACHINE

with its even, uniform, just-right slices, tickles the taste of the customer.

The greater bulk—20 per cent. more slices from a given weight of meat—touches her pocketbook.

The increased profit from old trade and the additional profit from new trade fattens your cash-drawer.

The machine is the best all-round advertisement you could have, and pays you hundreds of times over during its fifteen years of service.

Catalogue and booklet free for the asking.

AMERICAN SLICING MACHINE CO., 54 Fifth Ave., CHICAGO

“MAKING BOTH ENDS MEET”

is a problem for most housewives in these times of pinched purses.

You can help “the woman behind the pocket-book” by telling her about

Shredded Wheat

It contains more real nutriment than beefsteak or eggs, is more easily digested and costs much less. Two Biscuits (heated in the oven) with milk and a little fruit and a cup of coffee will supply all the nourishment needed for a half day's work at a cost of five or six cents.

Try it yourself and then tell your customers about it.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no “deals,” no premiums, no “sugar,” no bribes. The same old policy—A Square Deal for a Square Dealer.

The Shredded Wheat Company, Niagara Falls, N. Y.

Written for the "Grocery World and General Merchant."

A Remarkable Suggestion to Bring Local Jobbers, Retailers and Chain Stores Together

Philadelphia Wholesale Grocery Salesman Prepares Curious Plan which He Says would End the Conflict Between Local Retailers and Jobbers Over Retailers Buying Direct. Jobbers Should Join Retailers' Association, which Should Sell its Stock and Open a Banking Business in Connection with its Warehouse.

[The following article came to the "Grocery World and General Merchant" anonymously. This journal had no inkling as to the identity of the author until it was subsequently disclosed as a salesman for a well-known wholesale grocery house. The suggestions contained in the article are radical and even revolutionary, and with most of them the "Grocery World and General Merchant" disagrees. Publication is given, however, because the paper is a remarkable contribution to the literature of a live topic.]

THE CAUSE.

About fifteen years ago a committee of retail grocers, realizing the condition that would exist if several wholesale grocers who continued to persist in backing a few men that were operating chain stores, called on these jobbers and requested them to discontinue doing so. The wholesale grocers refused to accede to this demand on the grounds that the chain stores were discounting their bills and they could not refuse to accept such business. Discouraged with their visit the committee practically formed the nucleus of what in future years is known as the most powerful organization of its kind in the world. The Retail Grocers' Association was formed as a protective measure, not as a destroying one. The officials at the head were absolutely conscientious men who knew their business, their duty and their ability.

For years their purchasing department was a secondary consideration, but as the chain stores grew this department was made a prime object. As the larger retailers saw the wisdom of connecting with such a body, as an advantage to their buying capacity, so the smaller stores immediately realized the necessity of connecting themselves with it so that they could compete with the chain stores. The incorporation of the Retail Grocers' Association was as a purely mutual affair. Its object was for the distribution of goods to the retail grocers at a profit, which would be required only for the expense

of doing business. From a small beginning the business has now reached a total equal to the entire distribution of several large jobbers combined.

THE EFFECT.

While the Retail Grocers' Association has grown as a body, the individual business of the retail grocer has decreased; owing to the fact that even with the privilege of purchasing merchandise at a very small ratio above cost, the chain stores, with their enormous buying powers and selling on a strictly cash principle, could reach the one store man's trade to the detriment of his individual profits. He was placed on a level with his competitors only on a purchasing basis, but was compelled to carry his trade, which naturally meant a higher cost of doing business. Further, whereas the cut store received its merchandise at the jobber's price, the retail grocer was compelled to pay 2 per cent. above the first cost. So while his profits were seemingly larger they were in reality not as great as the chain store man's owing to the fact of carrying his trade and many times losing bills. He was in the same position toward his trade as the jobbers were to theirs. The jobbers were forced to get a larger profit on their merchandise owing to the fact of carrying their customers and in many cases losing large amounts.

As the chain stores grew in numbers the well-known brands of groceries, even though purchased direct from the manufacturers, were oftentimes relegated to the background and some more

profitable article bearing the individual label of the cutter was substituted. The cutters could naturally dispense with the help of their previous friends, the jobbers, when they reached that point where they were able to purchase direct. Manufacturers immediately saw the great possibility of the chain stores and eagerly sold them their products at prices in the guise of free deals cheaper than the jobbers or Retail Grocers' Association could purchase the same article. Whereas the jobbers and retail grocers were a benefit and help to all legitimate manufacturers, as a distributor of their products, the cutter immediately developed into a manufacturer, jobber and retailer, thus monopolizing all branches of the business.

The effect of such a condition can readily be seen. The majority of jobbers to-day are seeking trade in the country districts.

The cost of doing business is to-day greater than at any time for the past fifteen years. The retail grocers, with few exceptions, are in constant fear that the cutters may force them out of business; and the manufacturer, unless he is constantly spending large sums of money to advertise his products, finds that the cutters are not selling his goods in such quantities as they did when they had fewer stores. Consequently, to-day the retail grocery as well as the wholesale business is in a deplorable condition. Instead of the jobber and retailer being friends, each fears the other. The absolute refusal of arbitration on the ground that neither side has anything to arbitrate is as ridiculous as it is untruthful. The only difference between the optimist and pessimist is the mental glasses one looks through, and the Retail Grocers' Association having grown to that extent where they only realize the present condition has evidently failed in its great purpose. With all the encouragement they receive in the increase of annual business they must be reminded of the fact that more than half of their members are in no financial condition to belong to the organization. If the retail grocers were compelled to pay to the jobbers the overdue amounts they owe, the chain stores of Philadelphia would be

multiplied by five times. Or the jobbers would refuse to sell the retail grocers sugar for four weeks the Retail Grocers' Association could not carry on business. This is not meant as a slight on the Retail Grocers' Association or its members, but merely as an illustration of the necessity of the jobbers and the retail grocers working in harmony. Each is absolutely depending on the other. The constant bickering of the jobbers and the retailers is merely furnishing ammunition for the cutters. While the business of the chain stores increases the jobbers and the retailers find their trade diminishing.

The profits of the entire membership of the Retail Grocers' Association in 1907 did not equal the amount earned by the owners of three large systems of chain stores in that same year. When several of the manufacturers of well-known articles realized that selling to any retail grocers at jobbing prices was a mistake and notified the large chain stores and Retail Grocers' Association that on and after a certain day they would discontinue doing so, the cutters became alarmed and notified the Retail Grocers' Association that they would hold a meeting for the purpose of formulating a plan to discontinue handling the product of this manufacture; and when the head of the largest chain stores made the remark that "he would discontinue handling Toasted Corn Flakes nor would he ever permit a man in his employ to offer the same for sale," the committee representing the Retail Grocers' Association could then see what a great injustice they had done their best friends, (?) the cutters, when they ever assailed them. But though the Shredded Wheat Co. refused to sell direct to the Retail Grocers' Association and continued selling the cutters, these new found friends never suggested they would discontinue the sale of Shredded Wheat. The magnanimous committee of the Retail Grocers' Association refrained from hurting the feeling of their friends by mentioning a subject which would probably embarrass them. So the alliance was made. But like many promises of the cutters, they still continue to sell Toasted Corn Flakes, while many retailers sacrificed

profits for principle and refused to handle these goods.

THE SOLUTION.

Now, the question arises, how can the jobbers as well as the retailers increase their business and make a profit? By organization only can this be done. Destroy the foundation and the house crumbles. The jobbers and the retailers must join forces, but only in an honorable manner. Permit the jobbers to join the Retail Grocers' Association. The Retail Grocers' Association could then sell all their entire stock of merchandise to the jobbers who joined the association and discontinue the jobbing end of their business. The jobbers, on the other hand, could have all their storage done at the Equitable Warehouse, the warehouse owned by the Retail Grocers' Association. The money received by the Retail Grocers' Association for their stock should be returned to the rightful owners. The capital stock of the Equitable Warehouse Co. could be increased to an amount which could be equitably distributed to the entire retail members of the association; so in lieu of the profits of which the retailer would claim they would make in purchasing goods from the association, the increased dividends on their stock in the Equitable Warehouse Co. would overbalance that amount. The Equitable Warehouse Co. could carry on a banking, bonding and trust company, and as the jobbers would do a large amount of business with them in return for their trade as grocers, it could readily be seen that the profits would be very large. Now, in regards to the jobbers selling to the members of the Retail Grocers' Association on a fair basis of profit, the accomplishment of this in a manner which would be both honest and satisfying could be done through a board of appeal. I sincerely believe that the officers of the Retail Grocers' Association are both honest and fair, and to these men where the jobber is trying to make too large a profit the retail merchant can appeal; and after hearing both sides, the claim that the prices of the jobber were too high, an amount can be deducted which would be equitable to the retailer and jobber. Let the manufacturer sell direct to the chain stores at the

retail price only and the profits from the same must be divided by all jobbers who belong to the Retail Grocers' Association, who in return can give half of these profits to the Retail Grocers' Association in the form of dues.

This will positively place all retailers, whether they have one or many stores, on the same basis. If a manufacturer refuses to comply with these demands, let the jobber and the Retail Grocers' Association discontinue handling his products. Make this feature compulsory with the jobber when he joins the association. From this solution a jobber and a retailer can increase their business greatly, as they realize that each is depending on the other. A jobber would be compelled to be honest and fair and a retailer would naturally meet him on the same grounds.

The time for action has now arrived. The cutter is spreading his chains in outlying districts. It is merely a concession on the part of the jobbers as well as the retailers. Each had their trials and tribulation. Now is the time for a meeting in a friendly spirit to uplift not to destroy. Who is the greater of the two and will make the first effort for reconciliation?

O. RIGINAL.

Phila., Pa., Sept. 22, 1908.

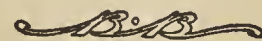
MAGAZINE NOTES.

A Strong Mystery Story of Hawaii.

"Ah, Hawaii, Paradox of the Pacific! Moonlight and leprosy, waving palms and bubonic plague; still art thou justly called Paradise!" So apostrophizes one of the characters in Jessie Kaufman's Hawaiian novel, "A Jewel of the Seas," published complete in October "Lippincott's." In truth, it is surprising that more novelists have not made use of the picturesque scenes and interesting, though somewhat mixed, society of these islands, which came into Uncle Sam's possession but a few short years ago. Perhaps one reason is that in order to do justice to it, one must actually have lived in the place for some time. This Miss Kaufman did, and as a result the peculiar conditions of life, the social functions, and the haps and mishaps of housekeeping in the tropics, are all pictured for us with marvelous fidelity. The tale is told in sprightly fashion, with plenty of humor, and could hardly fail to be interesting to most readers were it told simply as an account of life in the islands and without plot. Plot it has, however, and a good strong one. Miss Kaufman is at yet a comparatively unknown writer, but if we are to judge from this her latest story, she is likely to do big things in days to come. But "A Jewel of the Seas" is only one of many features. The October issue contains some remarkable short stories, one of which, "The School-mother," is a gem; also a number of timely special articles, some first-rate poetry and the ever popular "Walnuts and Wine."



THE HOLIDAY CATALOGUE IS IN PRESS



By the time this number of the "Grocery World and General Merchant" reaches you our October catalogue will be ready to mail.

This is the book which to thousands of merchants is evidence that Holiday buying is on in earnest.

The special feature of the October number is our Annual China Sale.

On the goldenrod pages devoted to this sale are values in imported china such as you have rarely seen.

The yellow pages contain **more and better** bargains than you will find in most entire catalogues.

The pink pages are used for Holiday goods of which we show the most complete line in the trade.

Toys, Dolls, Games, Books, Fancy Goods and gift Novelties in endless variety are here assembled.

The white pages present the most comprehensive line of general merchandise in America.

And the green pages, prepared by our Expert Service Bureau, contain Resultful Plans for increasing trade.

This catalogue (No. D684) is yours for the asking. Write to-day for an early copy.



Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

SAMPLE HOUSES—BALTIMORE, DALLAS,
OMAHA, SAN FRANCISCO



SEND FOR OUR CATALOGUE OF

Horse Blankets

You will find a lot of Money Makers in it



JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia

WHERE DID YOU GET IT? This question is asked in the home as well as in politics. When the answer is "I got that at Blank's Grocery" it means that Blank's is getting some free advertising. Isn't it worth while to carry an article which will make this question frequent? I want to sell you a line of Jams, Marmalades and Preserves which are absolutely pure, full weight, popular priced, and equal to any goods in your store. Money-back if not as advertised. A postal card at the expense of a cent and a moment brings sample and price-list. Don't overlook a business bringer.

H. P. D. KINGSBURY, Redlands, California
(Where the oranges come from)

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

THE GROCERY MARKETS

Tea.

The tea market shows no change for the week. There appears to be no surplus stock, and the market is healthy throughout. Prices are unchanged and steady. Buying is from hand-to-mouth, aggregating a fair business.

Coffee.

The market for Rio and Santos coffee has ruled barely steady during the week, but without material quotable change. Options are very slightly lower. The strike at Santos has greatly cut down the receipts of Santos coffee at primal points, but how long this will continue is in doubt. The hand-to-mouth policy of buying, however, will prevent this fact from having the effect which it otherwise would, as there is plenty of coffee for the present small demands. Milds are strong statistically, but the financial situation is such that these coffees are not moving into consumption to the extent expected. Java and Mocha are steady and rule at unchanged prices.

Sugar.

The sugar market is in a peculiar position. Refined advanced another 10 points early in the week, making granulated 5.10 cents, but no sales have been made at that price and the refiners have been perfectly willing to sell at 5 cents. The demand is good in a consumptive way, so good in fact that some days of the past week the available supply has been scarcely equal to it. No advance seems likely in the near future.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup in fair demand at ruling prices. There is understood to be considerable disaffection among manufacturing confectioners over the Corn Products Co's rebate methods, and there is a rumor that some attempt will soon be made to interfere with it. Sugar syrup is in very light demand except for export. Prices unchanged throughout. Molasses is in usual fall demand at unchanged prices.

Fish.

Prices on new autumn Irish mackerel have been made during the week—350 to 400 count, the price being \$13.50 to \$14, which is several dollars above the price of spring mackerel. No prices

have as yet been named on new Norway mackerel. The demand is better really than the supply. Cod, hake and haddock are in fair demand at unchanged prices. Sardines of all grades are steady unchanged and in fair demand. Salmon shows no change and is in moderate demand.

Canned Goods.

Tomatoes are weaker, and plenty of stock can now be bought at 77½ cents factory. This is a decline of 2½ to 5 cents. The cause seems to be the continuance of favorable packing weather and the fact that this will make the pack larger than was expected some time ago. The price may go even lower. Corn is stronger. Maryland corn shows an advance of 2½ to 5 cents and New York State brands are also firm. The Maine pack has been good and a packers will probably deliver nearly 100 per cent. The demand for corn is light. Peas are unchanged and quiet. Peaches are firm and unchanged. Old apples are obtainable at around \$2 for New York State gallons, new being quoted at \$2.15. California canned goods show no change and a light demand. Small Baltimore canned goods show no change in price, demand light.

Dried Fruits.

Prunes are somewhat weaker and can be bought at about ½ cent off. Lack of demand seems to be the only reason. Peaches are unchanged and dull. Apricots are selling fairly at unchanged prices. New currants are coming in at prices on both spot and future unchanged. Raisins are unchanged and dull, the Armsby corner being still uncertain and undecided. Other dried fruits dull and unchanged.

Eggs.

The egg market is firm at an advance of 1 cent. The receipts of fresh eggs are very light and sell readily at market prices. The market at present is very healthy and no important change is looked for during the coming week.

Butter.

The butter market is firm at the recent advance of 1 cent per pound on all grades. There has been a general increase in the consumptive demand for all grades, and the make has shortened off considerably. A combination of these strengthening elements has made the market

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

any firm on the present basis, and if the coming week brings any change it will probably be in the nature of a slight advance. The quality of the butter arriving at now is very fine.

Cheese.

The cheese market is firm at an advance of ½ cent over a week ago. The drouth in the cheese producing country has created a short supply of milk and the present make is 25 per cent below normal. The consumptive demand is good, as is the speculative. Cheese made in September is always the finest of the season, and the quality is at present running extra fancy. Unless it comes soon prices will probably go still higher.

Beans and Peas.

Domestic pea beans range from \$1.15 to \$2.30, according to the time of shipment. The average price is around \$2.20. Imported pea beans can be bought from \$2.10 to \$2.15. Old domestic pea beans are about exhausted. Marrows range from \$2.35 to \$2.40, and are very scarce. Imported marrows are quoted at \$2.15. Split peas are quoted slightly higher by some holders, while others have practically not changed their quotations at all. Green and Scotch peas are in fair demand for future delivery at unchanged prices.

Produce.

Potatoes, 45 to 50 cents per bushel; 80 to 85 cents per bushel, demand fair; sweet potatoes, firsts, 40 to 45 cents per basket; seconds, 35 to 40 cents per basket, demand fair; beets, 25 to 30 cents per basket, demand fair; Pennsylvania cabbage, \$1.40 to \$1.50 per barrel, demand fair; Jersey, 30 to 40 cents

per basket, demand fair; carrots, 30 to 40 cents per basket, demand fair; cucumbers, Long Island, 65 to 75 cents per basket, demand poor; Jersey onions, 35 cents per basket, demand fair; white pickling, \$1 to \$1.25 per basket; yellow pickling, 50 to 60 cents per basket, demand fair; squash, 20 cents per basket, demand poor; green peppers, 10 to 15 cents per basket; red, 25 to 30 cents per basket; cayenne, 50 to 60 cents per basket, demand poor; string beans, green, 20 to 25 cents per basket; yellow, 25 cents per basket, demand fair; lima beans, improved, 65 to 75 cents per basket; flats, 35 to 40 cents per basket, demand fair; yellow turnips, 25 to 30 cents per basket; white, 20 cents per basket, demand poor.

Provisions.

Smoked meats are firm and unchanged. There is a good consumptive demand and a short supply. Pure lard is ½ cent above a week ago, owing to scarcity and good consumptive demand. Compound lard is also ½ cent higher, owing in part to the higher cost of raw materials. Canned meats are unchanged, as are dried beef and barrel pork.

Green Fruit.

Bananas, large, \$1 to \$1.40 per bunch; 8-hands, 75 to 90 cents per bunch; 7-hands, 60 to 75 cents per bunch; 6-hands, 35 to 50 cents per bunch, demand fair; California oranges, \$3.25 to \$4 per box, demand poor; lemons, \$3 to \$4 per box, demand poor; limes, 80 cents per hundred, demand fair; pineapples, \$3.50 to \$5 per crate, demand fair.

Nuts.

Peanuts, green, choice, 4¾ cents per pound; fancy, 6¾

cents per pound; jumbo, 7¾ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds 17½ cents per pound; Brazils, 10 cents per pound; filberts 11½ cents per pound; pecans, 9¾ cents per pound; walnuts, 12¾ cents per pound; mixed nuts, 10⅞ cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

Anticipation of increased activity this week in the tomato market was fully realized, and the demand spread to markets that were supposed to be well supplied with the canned article. Of course, September is always a very active month in the tomato market, often the heaviest buying of the year being done, when times are normal, within the thirty days. No one pretends that the usual volume of buying is being done this month, otherwise the prices would not be around the present figures, but it is equal to the expectations of the canners, whose store-rooms are now relieved of the pressure for room. The end of the season for canning them is now in sight, and it is a sure thing that the output in Maryland, Delaware, Virginia and New Jersey will fall much below their output of last year. At the close of to-day the market was as firm and strong as at the opening of the week. Tomatoes are worth attention.

String beans are showing strength, and will do to buy at to-day's prices. Sweet potatoes are active, and spinach is a good seller. The other lines of vegetables were in fair demand, though peas are a laggard just now.

Peaches and pears were the active articles this week in the line of fruits, with some demand for new apples. The last of the peaches are being gathered and in two weeks there will be enough coming to supply only the fruit stores. The size of the crop was badly misjudged early in the season by the alleged experts in that line and, therefore, the small pack has been a great disappointment. The canners will carry into the fall and winter season light stocks, comparatively, of all grades. The quality of the new pears is very good and the moderate prices will sell them. New apples are now being packed and the prices for good goods are reasonable. The old, inferior stocks have been sold out. The other articles in the line of fruits were dull. Cove oysters were very quiet all week.

We report the market in detail as follows:—

Tomatoes.—The liberal buying by large distributors was continued from the week previous up to the close to-day, creating a strong feel-

ing in all directions. The crop conditions have not improved, and the first frost of the season in this State caused uneasiness amongst the growers and canners. During the last two weeks the canners have paid as high as \$20 per ton and over for raw tomatoes, against the contract price of \$9 per ton before the canning season opened. These facts do not mean lower prices for the canned article.

Peaches.—The late varieties are arriving a week or two ahead of time, and the end of the canning season is in sight. It will not bother the canners to carry during the winter the light stocks they will have on hand after filling their contracts.

THOS. J. MEEHAN & Co.

Baltimore, Md.

Spices.

The market is exceedingly active. The trading is most satisfactory. Consuming demand seems unusually large. The general tone is firm and great scarcity in number of spices prevails.

Pepper.—The demand is large and spot goods are very scarce indeed. Prices remain steady and practically unchanged.

Cayennes are very active and the tendency is upward.

Cloves are very active; demand is large; crop is reported late and prices are likely to remain firm and probably advance.

Pimento (allspice).—Very active, at unchanged prices. Demand for this article is also very large at present.

Seeds.—Celery and mustard seed in good demand. Caraway is reported higher abroad. Poppy and coriander in fair demand at unchanged prices.

McCORMICK & Co., Inc.

Baltimore, Md.

MARKET NOTES.

New Florida grapefruit ranges from \$4.50 to \$6 per crate and is selling fairly well.

Concord grapes range from 9 to 11 cents per basket, and Delawares and Niagaras 10 to 12 cents. California Tokays range from \$1.50 to \$1.75.

Colorado cantaloupes range from \$1.75 to \$2 per crate and are in fairly liberal receipt. New Ordway cantaloupes are also coming from the West. They are pink in color and come packed one dozen in the case at \$1.

New Cape Cod cranberries average \$7 per barrel, and New Jerseys \$2.50 to \$2.75 per crate. The demand is fair.

Eastern Shore peas are in market. There are usually some ship-

ments late in the season. The average price is \$1.50 and the demand is only fair.

Red sweet potatoes average 35 cents per basket. Ordinary sweets range from 30 to 40 cents, which is a good price for the quantity.

New apples continue about an average price—\$2.25 to \$3 per barrel. The demand is fair.

Will Now Enforce Limited Price on Cream of Wheat.

The Cream of Wheat Co. has sent the following letter to wholesale grocers:—

It is apparent that in the years that have elapsed since Cream of Wheat was first placed upon the market, some of our customers have overlooked the original terms and conditions of sale, with the result that the limited price on Cream of Wheat is not being well maintained in certain districts. In order, therefore, that the situation may be cleared up and prices restored to the normal basis of profit to the jobber, we are sending to-day by registered mail to each of our customers a letter identical with this, restating our terms of sale as follows:—

Cream of Wheat to be sold to the retail trade at not less than \$4.50 per case, f. o. b. jobber's home point; carload purchases to be for resale exclusively to the retail trade of the purchaser and not to be sold to or divided with any other wholesaler. We will be unable to continue sales to dealers who violate these terms.

At the full limit price to the retail trade there is no more than a just margin of profit to the wholesaler. Our attitude regarding the maintenance of this limit price is distinctly in the interest of the wholesale grocery trade, and we feel justified, therefore, in expecting the cordial co-operation of every jobber, and we request that you will kindly write us an assurance of your positive assistance.

ASSOCIATION NEWS.

Little Rock, Ark.

The Little Rock (Ark.) Retail Grocers' Association has adopted the following resolution:—

Resolved, That an Advisory Committee of three be appointed, to whom in the future all new forms of advertising and money-making ventures solicited by irregular canvassers shall be referred. This committee is known only to the president and manager. Every merchant and business man is asked, when approached by a canvasser of any and all kinds, to at once refer him to the association manager, who will immediately investigate and report facts to the Advisory Committee.

This committee will take immediate action and an early reply will be forthcoming in each and every case, and publicity given to all members in ample time to meet any conditions that may arise.

This Advisory Committee shall have power for making all arrangements for contracts for advertisements or purchasing of tickets. We hope, and are confident, that we can show the merchants during the next six months that we can save them several hundred dollars from this action alone.

The association manager shall secure the indorsement and signature of all members, thereby agreeing to extend no patronage to the classified medium below-mentioned, which has been voted as unprofitable by the Retail Grocers' and Merchants' Association.

We further advise that the following is a classified list of mediums which we deem unprofitable:—

Race course. Scoring card. Circus day. Field Day. Baseball. (Fence advertisement excluded.) Football. (Special day celebrations.)

Foreign canvassers soliciting advertising of all kinds.

Hotel registers and bulletins.

Advertising in directories or bills of fare of all kinds.

Special editions of all papers, periodicals, etc.

All religious and professional periodicals' advertisements.

Promiscuous donations of all kinds.

Trading stamps of every description.

Ticket sellers for raffles and lotteries of all kinds.

Fraternal societies, pleasure clubs, benefit entertainments and ticket sellers of all kinds; in fact, canvassers, regardless of sex, class, creed or social organization.

We further recommend that the Advisory Committee shall have power to assess all members proportionately who are paying \$2 dues, or more, to meet these emergencies as they fall due, such additional assessments to be made monthly after the Advisory Board have passed thereon.

A Colossal Market.

On or about September 10, 1908, there will be opened in the city of Chicago an enterprise of great magnitude. Its great object is to supply a thickly settled neighborhood with all manner of goods under one roof.

This company is known as the Grand Central Market, and is located at Harrison and Loomis streets, which is in the midst of the heavily populated part of the West Side.

There are upwards of 400 stalls in this building, which are to be rented to individuals at certain prices, according to location. Light, heat and equipment for the handling of the goods sold will be furnished by the market company. The exterior of this building looks like an ancient fortress. Walls are of heavy brick construction and have towers along the several sides in a design resembling the towers on ancient castles. The roof is practically all glass, so as to give abundant light and ventilation.

Growers of market produce will rent locations and display their own goods and sell them direct to the consumer. The promoters of this institution have gone into every detail with great thoroughness, looking at the proposition from all sides, so as to have every feature as near perfect as possible.

Their greatest aim is to insure to the patrons of this institution a square deal; to prevent, as far as possible, any conditions which would influence a patron to discontinue buying at their market. Taking into consideration the fact that a large proportion of the stalls will be rented to retailers of meats, groceries, delicatessens, fruits, etc., whose produce is sold by weight, they determined to make a thorough study of the various weighing devices on the market.

They did not think it advisable to leave it to the discretion of each indi-

vidual tenant the choosing of the scale to be used, so they determined to supply this equipment themselves and place behind their use their own guarantee, well as the guarantee of the company supplying the scales.

The result of their investigations was the ordering and installing of 100 of the latest improved Dayton Moneyweight Computing Scales—thorough examination having proven that with these scales there was the least possible chance of error in weighing or computing.

The Moneyweight Scale Company is to be congratulated on landing this order, not only for the number of scales of highest standard, but also for the moral backing of the institution in which these scales are to be used.

The makers of these scales are the pioneers of the computing scale business and their determined effort to equip the merchant with the best possible device for handling their goods, places them in the enviable position which they now hold in the confidence of the retailers throughout the country.

The New Home of Wheatena.

At Rahway, N. J., on the line of the P. R. R., the Wheatena Company has erected a four-story reinforced concrete building for the manufacture of Wheatena, the oldest breakfast food on the market. The plant is equipped with all the latest and most improved machinery, everything being run by electricity. The building is absolutely fireproof and what is of equal importance is vermin proof; a thoroughly sanitary building with plenty of light and ventilation making it ideal for the employees. The roasting room is located on the fourth floor because of the great amount of intensity of the heat required in the cooking and to do away with double handling. From the roasting room the grain, after chilling, is sent to storage bins and from here to an automatic weighing machine, where it is weighed in large quantities, and then to a second automatic weigher, which portions out the proper quantity for each package. The packing room occupies the entire second floor and from the filling table the packages run on 6-inch cotton duck belt conveyors and pass in front of girls, who do the sealing, and are carried along to the end of the room where the packages are put into wooden cases for shipment. The plant is a worthy home for a high-class food and it is reasonable to predict that the steady annual increase in the sales of Wheatena will be continued until the full capacity of the plant will be necessary.



A BREAKFAST SWEET

Royal Table Syrup



This is a bright sparkling syrup, delicious flavor, good body, and with the approach of cold weather there is nothing more appetizing as a breakfast sweet; to be used with corn bread or hot cakes.

Barrels, per Gal., 31c.

Half-Barrels, per Gal., 33c.

KIRK, FOSTER & CO.

WHOLESALE
GROCERS

209

**NORTH WATER STREET
PHILADELPHIA - PENNSYLVANIA**

Come See Us

You grocers who sell **Gurnse** butter, or any of our brands, try and get in to see us when in town for Founders' Week.

First, because we want to know you, and second because we want to do our share in giving you a Philadelphia welcome.

Remember this and drop down. Glad to see you.

P. F. Brown & Co. 39 South Front Street
Philadelphia, Pa.



"GET SOME"

A CERTAIN Philadelphia consumer had long bought a brand of baked beans that we consider next best to **Van Camp's**. One day she bought **Van Camp's**, and at once began to buy them always and dropped the other brand. Asked the difference, she said she couldn't

describe it, but "**Van Camp's** somehow tasted better."

The consumer's palate is after all the court by which we wish to be judged. We believe we'll get the verdict eight times out of ten. And we should, for better materials go into **Van Camp's Pork and Beans** than into any other brand packed to-day. "Get some" new trade.

The Van Camp Packing Company
Indianapolis, Indiana

is to be found a supply of dried fruits as well. Some of the canned goods by their appearance show them to be slow of sale, and the reason for this is in the lack of knowledge of their value as a food, and the variety of ways in which they can be used. Many of the dealers know as little as the customer in this respect.

The American Consul states

that a systematic campaign of demonstration, instructing all dealer and customer, coupled with judicious advertising, would result in increasing the sale of the products and building up a trade for American canned goods in England that would be free from danger of loss by home competition.

HOLT

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocery Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

EFFORT.

One day last week a man was going out the door when the floor walker asked whether he had been served. It seems he wanted a picnic ham to weigh 5 pounds, and the clerk who waited upon him said that he had none as light as 5 pounds. The floor man sold him one that weighed 5¾ pounds. This goes to show that not sufficient effort is always displayed. Give your whole mind to the customer you have in hand. Let him or her go out fully impressed with our thoroughness to please. That's what wins. This man wasn't sticking on a half pound or even a pound. Lots of people the same way. Don't let a similar incident be reported.

THE BARGAIN COUNTER

is working admirably. It answers the purpose for which it was installed, and that is to bring in more people. The fact that no information is given nor any orders taken for bargain counter goods over the 'phone makes the scheme still stronger.

SELLING BUTTER.

Elgin firsts at 28 cents for this week should do some butter business. Good idea to ask for crocks and tin pails—tell about the price and quality and say how nicely we can pack it and how much better and cleaner it will keep in this shape.

We ought to break all records the coming week with this quality of butter at such a price, and

we will if you follow up the way the condition demands.

TALK OLIVES.

Now that we have got the selling price of a 14-ounce bottle of Queen or Stuffed olives down to 25 cents, sell them. Talk olive by the quart at 25 and 35 cents. Keep a jar of both on the front counter and let everybody sample them this week. We started this season last year by doing this very thing, and we never sold so many loose goods in spite of the high prices. This applies to

OTHER THINGS.

It sold a lot of peas last week. It increased our cheese business a few weeks since.

In a measure temptation underlies the whole scheme of doing business. It may be an advertisement. It may be a display. It may be a sample. But at the bottom of these three distinct efforts lies the desire to tempt.

The writer was offered a dainty chocolate in the store of a Philadelphia grocer not long since. It tasted good—the taster was tempted and fell.

QUESTION BOX.

No. 2 says, "Many a time I am told by customers that run a boarding house that they get 5 per cent. off their bills. Can we promise that to large buyers?" No! emphatically no! There isn't a "legitimate" grocer living that can give 5 per cent. off and discount his own bills.

No. 10 says, "Some people say we're higher on certain things than other grocers." Well, every successful store hears that. Occasionally it may be true where a sale is being conducted, or where a dealer doesn't follow up the market conditions, or, indeed, as the writer can testify, where a man doesn't know what his goods cost.

No. 6 says, "A customer said our canned baked beans are not baked." They're not. The very nature of the package precludes baking (we are talking of the cheap beans); they're steamed in the cans. Baked beans taste better, yet we are informed that the steaming process is equally desirable from a healthful point.

PARTIAL BUYERS.

We have many people that are only partial buyers. That is, they come here for coffee or for flour or butter, or maybe only fruit. It's your duty to find out why this is so. You can do it in a quiet unobtrusive way. Many a good customer is gained by such solicitation. Surely the argument is all in our favor. If the party is running an account elsewhere, give the name and address to the office, and he will be instructed by mail whether his account is good at this store.

PERSONAL 'PHONE CALLS.

Do not encourage personal 'phone calls, even on business, but say that you will take charge of all orders that so and so may 'phone to the office. We take this stand because many times it is most undesirable to call you from your special work or from waiting on a customer. Assume the full responsibility of filling the order properly just the same.

Brazil Will Try to Get Us to Use Yerba Mate Tea.

About to Inaugurate a Campaign in this Country Similar to the Ceylon Tea Campaign. Tea Largely Sold in Europe, but Very Little in this Country.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

Sept. 24, 1908.

According to reports received here during the week, the Governments of Brazil and Paraguay are about to open a campaign in this country to increase the consumption of its Yerba Maté tea.

The same propaganda has been going on in a number of European countries for some time. Yerba Maté tea is a palatable beverage on the order of ordinary tea, though considerably different.

At present the United States imports almost none of the tea, especially so far as the Brazilian records show, the average for the past four years being less than 700 pounds annually. The immense increase in Brazilian exports of the prepared plant in the past five years, while varying somewhat from year to year in a way to destroy the full benefit of such exports to the trade of the country, has indicated the vast possibilities of the plant in Brazilian trade. The development of this trade in Brazil in connection with the exports of the article from Paraguay demonstrates its importance in South American commerce. While already great, it is growing immensely and is to be reckoned with in all economic calculations affecting especially Brazil, Argentina, Uruguay and Paraguay.

Contrary to the general impression obtaining among business men of the United States, as indicated in correspondence, the vast mass of the product comes not from Paraguay, known as its original home, but from Brazil.

The exports to the United States during the last six years amounted, in 1902, to 110 pounds; in 1903, to 66 pounds; in 1904, to 1,067 pounds; in 1905, to 996 pounds; in 1906, to 330 pounds, and in 1907 to 165 pounds. Of the countries of Europe Italy has commenced to use the most, the consumption or rather the importations having reached about 30 metric tons in 1905. Germany follows, France next, and Portugal next. It is a fact worth noting that the European countries using the plant the most have sent the most emigrants to those portions of South America which use the plant the most. There is practically no limit to the possible production of maté in Brazil.

It is proposed to push propaganda for the use of the plant in the United States and in Latin America. HOLT.

Western New York cucumbers are in market at about \$1.25 per bushel basket. The demand is only fair.

"THE SIGN OF PERFECTION"



H-O

has years of success behind it and any imitation has years of trouble ahead. Which do you want in your store—the steady-selling satisfactory Hornby's Oats or the uncertain, unsatisfactory kind?

Hornby's Oats give satisfaction to your customers and it is easiest to sell what they already want. The grocer who recommends Oatmeal he knows nothing about is working against himself.

The H-O Company



"EXTON" Crackers and Oyster Eaters

Have been friends for 61 years. An oyster cracker has to be mighty good to hold on so long. We made it best and we kept it best and everybody knows it is best.

Purest materials, scientific baking, clean handling—it gets them all.

Everybody knows the "EXTON." Prepare for "everybody" to buy them.

A. Exton & Company

TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.



A Colored Grocery Clerk's Story.

I've always had a whole lot of pity for a colored man, but it never struck in so deep as it did last week, after I'd had a talk with one down in a Baltimore hotel.

You can say what you please, the colored man is pretty near an outcast when it comes to business. Listen to what I mean:—

I struck up an acquaintance with this fellow by asking him how to get to a certain jobbing house. He looked like a fellow that had some brains, and I found he had. As a matter of fact, I guess he had a better education than I had, for he said he had graduated from some place for colored people in the South called I think Hampton Institute. The only thing I went to was a country school.

I told him I was a grocery salesman and he took notice right away. His troubles were pretty heavy on his mind, and middling soon I got 'em. I'll tell it as near as I can.

He said he had a great leaning toward the food business.

"It's a fine business," he said, "and I've wanted to get in it all my life. I don't know—there's something about selling people their food that appeals to me very much. I guess I'll never get in it though, in the way I want to."

"Why not?" I asked.

"On account of my color," he said. "Do you know one grocer in the North who would make a place for a colored man?"

That shut me up, all right.

"How about the South?" I asked.

"I've had positions down here," he replied. "I had a rather good place as a clerk in a store in Atlanta, Ga., and I worked for a while in New Orleans. But I want to get away from the South—the negro is the under dog down here—I want to get a place in the North where things are different."

"Have you tried to get a job in the North?" I said.

"Many, many times," he replied in a melancholy way that made me feel for the poor devil. "I sup-

pose I've tried fifty times in Philadelphia alone. They don't always say it's because of my color, but I know it is. Nobody wants me—they don't even give me the least shadow of encouragement. I've answered advertisements in Philadelphia papers. One man told me openly he couldn't use me because I was a negro. He told me at the same time that he needed two or three good clerks so badly he didn't know what to do. I'm a good clerk, I can say that, but he wouldn't take me. I did have one chance, but that was in a store run by a negro that only sold colored trade. I didn't take it—it wasn't the sort of opening I wanted.

"I tried several times to get with a wholesale house assalesman," he went on. "I believe I could make good. I've had some experience in the selling line, and I have enough confidence in myself to believe I could succeed. But I couldn't get in anywhere. Once I offered to work for nothing and pay my own expenses until I could show my value, but even that wasn't enough to induce the man to try me.

"I think I could have gotten in retail stores once or twice," he said, "if it hadn't been that some of the other clerks told the proprietor that if he employed me they would leave. They wouldn't work with a colored man.

"I've about made up my mind to give it up," he said. "I'll either have to stay South, or if I go North I'll have to be a porter or something else like that. Why do people treat colored men the way they do?" he demanded. "I've got a good education, I believe I have intelligence and I know I'm as clean and neat about myself as any white man can be. Do you feel that way about it? Would you work alongside of a colored man?"

Say, I never had a question that hit me so hard below the belt. What the poor fellow said had roused a lot of compassion for him and had made me see the thing with his eyes. But when he plumped that at me I didn't know what to say. I felt I ought to be able to say yes, and I never felt so much like saying yes to that question in my life, but when it came to the show-down I felt I couldn't say yes and be honest. So I got red and warm and said nothing.

"You see," said the poor devil.

But all the same, while I'm like all the rest, I admit it's an infernal shame. There's no reason in it at all! Why should I kick if I was a clerk in a retail store at having a negro at the same counter with me? Because negroes are menials and working with one would make me seem like a menial? Rot! A job is judged by its own character, not by the sort of people that work at it. And yet that's the only reason I know of and it ain't worth shucks!

A day or two after that conversation I asked a Philadelphia wholesale grocer the flat question:—

"Would you employ a negro as salesman?"

"For colored trade," he asked.

"No, for regular trade."

"I would not," he said.

"Why?"

"I don't think the trade would like it," was his reply.

"But how do you know they wouldn't?" I persisted.

"I suppose I don't absolutely know, but I feel so sure that they wouldn't want to try the experiment. Business comes too hard to try any monkey business."

The same day I asked the same question of a retailer.

No, he wouldn't either. Why? Because his customers wouldn't stand for it. How did he know? Well, he felt sure they wouldn't and it would be too risky to try.

See, it's all blind prejudice. There's no real reason in it—only fear and some selfishness. The poor niggers can do what they like to improve themselves; they'll get no help from us!

THE STROLLER.

Government Getting Ready to Attack Bleached Flours

Hearing Set for September 29 Before Federal Food and Drug Board to Discuss Righteousness and Legality of the Practice. Hearing is Preliminary to Making Ruling.

The Federal Department of Agriculture has decided to go thoroughly into the question of bleached flours, with the intention of making a ruling placing such flours under the ban if they are found to be injurious. Dr. H. W. Wiley, chairman of the Board of Food and Drug Inspection, has sent the "Grocery World and General Merchant" a notice of hearing on the subject, which is scheduled to take place on Tuesday, September 29th. The notice states the scope of the hearing as follows:—

September 19, 1908.

NOTICE OF HEARING ON THE QUESTION OF BLEACHED FLOURS.

Before publishing a regulation respecting bleached flours, the Board of Food and Drug Inspection announces a hearing on this subject, which will be held in the Board Room, main office of the Department of Agriculture, on Tuesday, September 29, 1908, at 10 o'clock A. M. Those who favor the bleaching of flour as well as those who oppose it are requested to appear before the Board on that date and give evidence.

The evidence which is to be presented should be in as compact form as possible, and it is urged that written briefs be filed, although oral argument will be heard. The points to be covered are:—

First.—The nature of the bleaching agent.

Second.—The character of the apparatus used in producing it.

Third.—Method of application.

Fourth.—Kinds of flour subjected to bleaching.

Fifth.—Effect of bleaching on the quantity of high-grade flour sold.

Sixth.—Character of the bleaching agent in regard to its effect upon health.

Seventh.—Effect of the bleaching agent on bread.

Eighth.—Attitude of the bakers in regard to bleached flour.

Ninth.—Rights of the consumer in regard to bleached flour.

In addition to these points others pertinent to the question will be discussed.

Respectfully,

H. W. WILEY,

Chairman Board of Food and Drug Inspection.

There is undoubtedly considerable bleached flour on the market. Some of the Western States have proceeded against it, but this is the first attempt on the part of the Federal Government.

Don't Overlook a Business Bringer

H. P. D. Kingsbury, of Redlands, Cal., put up a line of jams, preserves and marmalades that have the quality of making people ask where they came from, thus giving the grocer a certain amount of advertising as a distinctive store. A postal will bring samples and prices.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

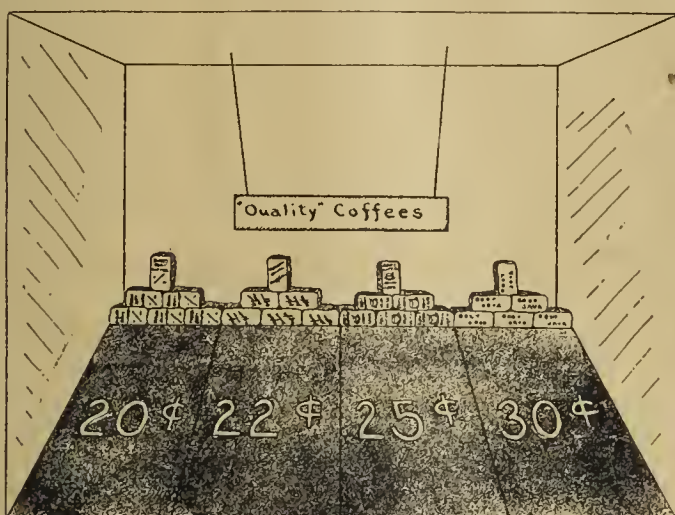
Display of "Quality" Coffees.

This display is made on a slanting platform. The platform should be slightly inclined from the window glass upwards to the background. Do not get too much slant or the coffee will slide. Divide the different grades of coffee with narrow strips of glass. To spread out the coffee evenly

corn, lift up and move over to your end square and repeat.

The centre design is marked out on the paper and then filled in with red corn. Make the letters with a paper funnel filled with yellow corn.

On each side of this design place on end a roll of wrapping paper. Around the base of these



use a yard stick or a stick with a straight edge. The prices are made with loaf sugar.

Package coffee is displayed in the background. Suspend a card in the centre of the window reading: "Quality" Coffees.

An Artistic Autumn Window.

This makes a very pretty and attractive display. While it requires a little more time than the ordinary display, a store is well paid for making an extra display once in a while.

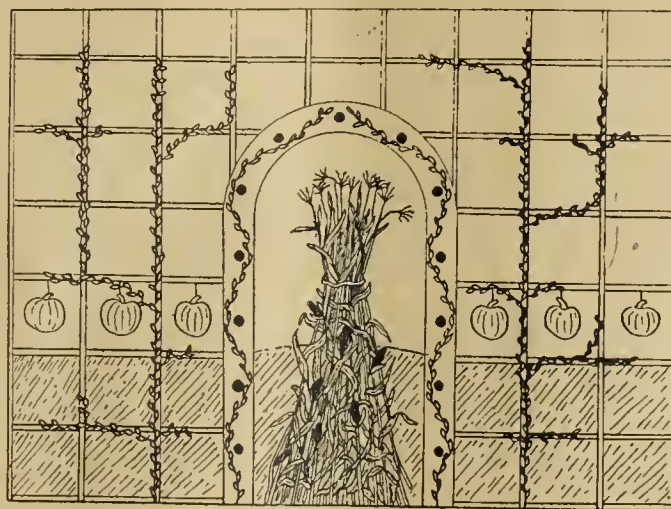
The floor design is made of red and yellow shelled corn. First cover the floor with paper. To make the border take a cardboard



egg filler or a wood filler such as bottled goods are packed in. Cut off one corner, leaving the row of squares running diagonally from the corner to the other. Now place this on the floor and partly fill the inside with red corn and round the outside with yellow

place red corn and cover the balance of the floor with yellow corn. On top of each roll of paper place a dinner plate. On this put a piece of meat such as rib roast or a pig's head. In the centre of the window suspend, with stove-pipe wires, a row of smoked hams.

The background is lattice work made of ordinary plastering lath and whitewashed. In the centre



is an arch and on this are several colored electric lights. Around the arch and over part of the lattice are placed artificial autumn leaves. These leaves come in yard lengths.

Within a few of the squares of the lattice hang small pumpkins.

Within the arch place a small corn shock with the husk pulled back from the ears to show the grain. Back of the lattice and around the corn shock at the bottom tack a strip of wrapping paper. To tack the paper back of the shock, open a barrel hoop and tack each to the arch, then tack paper to this.

E. W. ALEXANDER.

Oxford, Pa.

The first large new cultivated chestnuts are in market and range from \$3.50 to \$5 per bushel. No little chestnuts are in as yet, but will be the coming week. The demand is light.

Food Prices Advancing More Than Wages.

The average wages per hour in the principal manufacturing and mechanical industries of the country were 3.7 per cent. higher in 1907 than in 1906, while retail prices of food were 4.2 per cent. higher, according to the July report of the Bureau of Labor. The purchasing power of an hour's wage, measured by food, was less in 1907 than in 1906, the decrease being one-half of 1 per cent. The report shows that as compared with the average for the 10-year period, 1890 to 1899, the average wage per hour in 1907 were 28.8 per cent. higher, the number of employees 44.4 per cent. greater, with a decrease of 5 per cent. in the average hours of labor per week. The retail price of principal articles of food was 20.6 per cent. higher in 1907 than for the period 1890 to 1899. Compared with the average for

the same 10-year period, the food-purchasing power of an hour's wage in 1907 was 6.8 per cent. greater. Retail prices of food in 1907 were higher than in any other year of the 18-year period above named, being 4.2 per cent. higher than in 1906.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

308 G St., N. W., Washington, D. C.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS
already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY

108 North Front Street, Philadelphia.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS

Sixty-Third and Market Streets
Philadelphia, Pa.

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.



Anker's

Bouillon Capsules

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Answers Wanted.

Mechanicville, N. Y.,
September 22, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—During my fifty years' service in the general merchandise business I have always had a desire to promote the public welfare. To-day, and for many years, I have found the way retail merchants do a credit business has been the greatest annoyance—the most costly and causing greater losses to the business than all other hindrances combined. I want to ask my brother retail merchants a few questions through your highly esteemed journal.

What has been the result of your experience in the retail credit business?

If similar to mine, have you any remedy to suggest, and have you, Mr. Editor?

Do you or they know of any other business firm who give credit so indiscriminately as they?

Is there any moral or business obligation binding on them to do so?

More anon if you desire it in my experience.

Yours truly,
P. J. SCHERMERHORN.

As to a Gold Mining Scheme.

Little Falls, N. J., Sept. 16, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Will you please let me know what you think of inclosed circular and letter, is it worthy of any consideration or not?

Yours truly,
CHAS. J. WACK.

This correspondent has been advised to have nothing to do with the scheme he submits. It is the gold-mining stock scheme of the "First National Co-operative Mines," of Denver, Col., which, to judge from its literature, is a typical stock proposition, using to inflate its own values the large yields from other mines "in the same district."

As a general proposition it can be said that it is folly for a small investor to put his money into any mining scheme so far away as Denver, which totally prevents him from watching it, unless he has a long and favorable acquaintance with the men in control of the enterprise. Even then it is a risk.

Detecting Renovated Butter.

Elmira, N. Y., Sept. 22, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Will you kindly inform me and many other readers of your paper if there is any sure way for us to tell renovated butter from creamery? I am informed that there is lots of renovated butter being sold for Western creamery by the wholesale dealers.

Yours truly,
M.

There are, of course, ways in which renovated butter can be told from creamery butter by chemists, but the "Grocery World and General Merchant" knows of no even half-way reliable way in which a person not a chemist can tell the difference. There are "household tests," but they cannot be depended upon.

To Get Glass Jars.

Mifflinburg, Pa., Sept. 19, 1908
Editor "Grocery World and General Merchant."

Dear Sir:—Can you give me address of a firm handling candy jars, glass candy trays, tin candy trays and scoops? I wish to top up my candy department a little and must buy some things which to display same.

Yours truly,
E. J. GUTELIUS

Whitall, Tatum Co., 410 R street, Philadelphia, are manufacturers of glass trays and jars candy.

The Philadelphia Scoop Co., N. Second street, Philadelphia make scoops and tin candy trays

What is Gluten Flour?

Staunton, Va., Sept. 24, 1908
Editor "Grocery World and General Merchant."

Dear Sir:—Will you be kind enough to tell me through your journal of next Monday, what gluten flour?

Thanking you in advance for information you may give I am

Yours truly,
J. H. MATTHEWS

Gluten flour is a flour especially prepared for diabetics. The percentage of gluten in it is increased.



Increase Your Profit on Bretzels!

By handling "Huebener's Genuine Lititz Bretzels" you'll make a profit worth while, because they embody the highest standard of quality and most fascinating good-to-eat-ness ever found in a pretzel product.

Our method of distribution guarantees you absolutely fresh goods, quick sales and good profit. No jobbers. Agents wanted.

LITITZ BRETZEL COMPANY
Lititz, Penna.

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.



FANCY MUSTARD SARDINES

Our Harbor Brand—most of the sardines caught we wouldn't pack under the Harbor brand at all. The fish that we use are selected with the most fastidious care, and the mustard sauce we put on them is unusually rich and delicious.

Packed in green, red and gold. Retail at 10 cents.

JED FRYE & CO., 25 South St., New York

One Bar of Fels-Naptha

does more work than two bars of common soaps, and it does the work better and quicker.

That is the verdict of women. Their verdict ought to count with you when you are buying goods for stock.

Say "**Fels-Naptha**" to your jobber.



washing flour to remove the arch. The residue is much richer in gluten than it was in the beginning. This is dried and mixed with ordinary flour, thus raising the percentage of gluten in the mass.

Window Dressing Information.

Kane, Pa., Sept., 24, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Can you tell me where I can get instructions on window trimming or cuts? As I am here in a town and I want to be a leader.

Hoping you can favor me, I remain,

Yours truly,

CHAS. YOUNG.

The "Grocery World and General Merchant" maintains what it believes to be a decidedly superior window-dressing department. It is certain that it is the only department written by retail grocers from their own experience.

Directory of Grocers and General Stores.

Chicago, Sept. 20, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Do you publish, and if not, can you give us the address of the concern that does, a directory giving the names of the grocers and general stores which handle groceries in the small cities and towns throughout the United States?

Awaiting the courtesy of your reply, for which we inclose a stamped envelope, we remain,

Yours truly,

CURRIER PUBLISHING CO.

I. A. Leshner,

Manager.

There is no directory of this sort published. The Howe Addressing Co., of Philadelphia, Pa., could furnish a list of grocers and general stores.

Specialty Journals.

Baltimore, Md., Sept. 20, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you be kind enough to send me a copy of your publication?

Can you tell me if there is a trade journal gotten out giving the names of different manufacturers of grocery specialties?

Thanking you in advance for your kindness, I beg to remain,

Yours truly,

H. B. GREENE.

There are no trade papers devoted to grocers' specialties. This correspondent will have to get the names from regular grocery publications.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued June 2, 1908:—

889,232. Machine for baking altar bread. Matilda A. Horan, Boston, Mass.

889,449. Cheese cutter. Richard Fleming, Jr., New Orleans, La.

889,557. Bag holder. E. M. Sutton, Wellsburg, W. Va.

889,572. Cheese mashing machine. Edward Biggs, West New Brighton, N. Y.

889,666. Nutmeg grater. W. H. Davidson, Boston, Mass.

Patents issued June 9, 1908:—

889,899. Ice cream mold. B. W. Brown, Hollidaysburg, Pa.

889,915. Refrigerator shipping box for crabs. Sherman Dryden, Crisfield, Md.

889,962. Kneading trough. Gustav Peschel, Stettin, Germany.

890,079. Machine for making olive oil. P. E. Maggini, Los Angeles, Cal.

890,164. Fruit jar closure. J. C. McKean, Ivanhoe, Okla.

890,169. Butter cutter. W. H. and A. G. Noack, Cleveland, Ohio.

890,390. Baker's tool. G. F. Zinn, Derry, Pa.

890,515. Display device for barrels. L. F. Kaltwasser, Belleville, Ill.

890,524. Starch. W. J. Marshall, New York, N. Y., assignor to himself and I. M. Bird, same place, and F. E. Rowland, Brooklyn, N. Y.

Patents issued June 16, 1908:—

890,604. Egg-beating machine. W. R. Chittenden, Jersey City, N. J., assignor of one-half to G. H. Martin, same place.

890,629. Egg-beater. J. B. Erwin, Milwaukee, Wis.

890,668. Banana crate. Michele Lombardo, Mason City, Iowa.

890,724. Collapsible fruit strainer. Amy M. Stocking, East Orange, N. J.

891,085. Baking pan. M. L. Leahy, Norman, Okla.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For chutney. Manockjee Poonjiajee & Sons, Bombay, India. A representation of a sailing vessel.

For soap. Aktiebolaget Barnangens Tekniska Fabrik, Stockholm, Sweden. The word "Vademecum."

For whole wheat biscuit. Alfred Walton, New York, N. Y. The word "Digesta."

For canned, preserved and pickled meats, poultry, game, fruits, vegetables, fish and shell fish and canned and preserved soups and plum puddings. Richardson & Robbins Co., Dover, Del. The letters "R. & R." with an arrow piercing the same.

For wheat breakfast food. Eberts & Bro., Jeffersonville, Ind. The words "Sweet Hearts" and a representation of a mill.

For beet sugar. American Beet Sugar Co., New York, N. Y. The words "Grocers" and "Pacific Refinery."

For flavoring extracts. The Royal Remedy and Extract Co., Dayton, Ohio. The letter "S."

For milk, evaporated milk, condensed milk, malted milk and areated milk. The John Wildi Evaporated Milk Co., Highland, Ill. The words "Every Day" and a representation of a milk bottle.

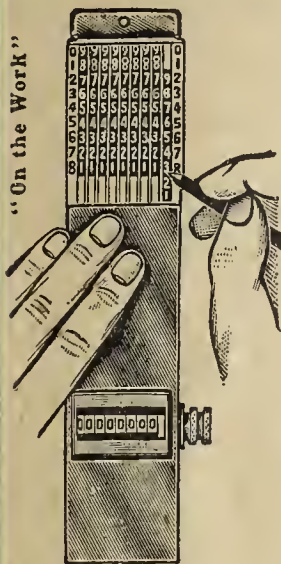
For candies and chocolates. United Drug Co., Boston, Mass. The words "Merry Widow."

For baking powder. H. F. Lappenkors, East Pittsburg, Pa. The word "Elsie."

For coffee. R. C. Williams & Co., New York, N. Y. The word "Premium."

For flour. Saginaw Milling Co., Saginaw, Mich. The words "Unele Sam."

For vinegar. Grimble & Co., Ltd., London, England. A representation of a head of a bull.



TRY IT YOURSELF Five Days Free

This simple, practical, accurate computer **costs only \$25.00—a fraction of the price of key machines**—and does everything they do except print. The

Rapid Computer Adding Machine

does its work perfectly in any position—at any angle. You can rest it on any desk or on book page alongside column of figures you wish to add. It's a wonder as a saver of time and errors. Capacity, 9,999,999.99. Send for one on 5 days' free trial. If it doesn't do all you want it to do, send it back at our expense. Catalogue Free upon request to

RAPID COMPUTER COMPANY

1855 Tribune Building, Chicago



What a Silver Polish Ought to Be

You can find no better silver polish than **Electro-Silicon**, and none that is more widely known or easier to sell.

One reason why it is widely known and easy to sell is that it is the best, though another reason is the tremendous advertising we have done.

You want to sell a silver polish that will do its work quickly, easily and well, that people know about, that doesn't have to be pushed by main strength, and that pays you well for your work.

That's **Electro-Silicon**, packed in the yellow box with a red lady on the lid.

THE ELECTRO-SILICON CO., Props.
NEW YORK, N. Y.

For snuff. S. S. Adams, Plainfield, N. J. The word "Cachoo."

For a compound of coffee and chicory. Importers' Coffee Co., Ltd., New Orleans, La. The words "Jackson Square."

For coffee. Sherman Bros. & Co., Chicago, Ill. The word "Salada."

For corn meal and corn grits. Kemper Mill and Elevator Co., Kansas City, Mo. The word "Eclipse" and a representation of an eclipse.

For ham, bacon and lard. T. L. Boyd, Chicago, Ill. The word "Honeysuckle."

For a substitute for coffee. Alfred Walton, New York, N. Y. The word "Cedron."

For cheese. Scott & Co., Norfolk, Va. The word "Clarabell."

For butter. Scott & Co., Norfolk, Va. The word "Carnation."

For chocolate-flavored food preparations. The Meatox Company, Sea Gate, Coney Island, N. Y. The word "Choc-tox."

For a malt ingredient for bread. The American Diamalt Co., Cincinnati, Ohio. A representation of a boy wearing a cap having the letters "A. D. Co." thereon and carrying boxes, upon which are the words "Diamalt for White Bread" and "Diamalt-R for Rye Bread."

For canned fruits and vegetables, soup, salmon, shrimp, dried fruits, cocoa, tea, chocolate, condensed milk, evaporated milk, mince meat, cereal breakfast foods, corn starch, spices, butter, lard, popcorn, gelatin, tapioca, jelly powder, cocoanut, farina, macaroni, honey, flour, molasses, cane syrup, flavoring extracts, spaghetti, preserves, marmalade, pickles and catsup. Michael O'Keefe, Boston, Mass. The letters "O.K." The word "Shamrock" and a representation of a shamrock.

For canned fruits, vegetables and fish, syrups, jellies, dried fruits, coffee, spices and cereal breakfast food. Groneweg & Schoetgen Co., Council Bluffs, Iowa. The word "Mogul" and a representation

of a bust of a man dressed in Oriental fashion.

For canned salmon. Northwestern Fisheries Co., Seattle, Wash. The word "Jockey" and a representation of a boy riding upon a salmon.

For sardines. Blanchard Mfg. and Canning Co., Eastport, Mo. The word "Rose-Bud."

For canned sardines. H. B. Ritchie, Boston, Mass. The words "Norway Maid."

For gelatin. Crystal Gelatine Co., Boston, Mass. A representation of a maid carrying a plate of gelatin, the face of the maid being visible through the gelatin.

For preserves, jams, jellies, canned, dried, preserved and prepared fruits and vegetables, apple butter, mince meat, pickles, sauer kraut, flavoring extracts and condiments. The Colorado Canning Co., Canon City, Col. The words "Green Hill."

For chewing gum. C. H. Stewart, Rochester, N. Y. The words "Big Stick" and a representation of a stick.

For jams, jellies, preserves, pickles and marmalade. Lisette Trunk, New York, N. Y. A representation of a swastika.

For canned vegetables. Nininger & Frantz, Daleville, Va. The words "Virginia Beauty" and a representation of a large building.

For baking powder. G. F. Upham, New York, N. Y. The words "Lucky Cross" and a representation of a swastika.

For brooms. Gardner Broom Co., Amsterdam, N. Y. The word "Empire." A representation of a railroad train.

For coffee. Reliable Tea Co., Ltd., Grand Rapids, Mich. The words "Parker House."

For baking powder. The Coffeyville Mercantile Co., Coffeyville, Kan. The word "Shamrock" and a representation of a shamrock with the letters "C. M. C." on the leaves.

For olive oil. Macaluso Bros., New Orleans, La. A representation of a large tree, about the base of which are a number of men and women.

For canned fruits and vegetables, pork and beans and catsup. The Wilmore Canning Co., Denver, Col. The word "Wilmore's."

For soap. F. Bagot & Co., Paris, France. The words "Lait de Violette."

For soap. Louisville Soap Co., Louisville, Ky. The words "Big-Deal" and a representation of three triangles, with the letters "L. S. Co." therein.

For soap. J. C. Haas Soap Co., St. Louis, Mo. The words "American Star."

For coffee, tea, chocolate, cocoa, canned beef, canned sausage, lard, sausage, mincemeat, gelatin and smoked meats. John Blaul's Sons Co., Burlington, Iowa. A monogram "B. B. B. B."

For coffee. Vogel Bros. & Co., St. Louis, Mo. A representation of a wreath above which is a representation of water and sailing vessels and below which is a representation of a large building.

For canned vegetables and fruits, maple syrups and molasses. Granger & Co., Buffalo, N. Y. The words "Gold Leaf."

For olive oil. Meyer Bros. Drug Co., St. Louis, Mo. A representation of a Maltese cross with the letters "M. B. D. Co." on the arms thereof.

For canned salmon. Griffith-Durney Co., San Francisco, Cal. The words "Apple Blossom" and a representation of apple blossoms.

For canned, dried and evaporated fruits and vegetables and canned and dried fish. Corby Commission Co., New York, N. Y. The words "Sovereign Brand" and a representation of a medal showing a wreath, a shield, a crown and cross. The words "Blue Jacket Brand" and a representation of a sailor's head within a wreath.

For canned vegetables, sauer kraut and puree of peas. William Larsen, Green

Bay, Wis. The words "Daybreak Brand" and a conventional representation of the sunrise. The words "Green Bay." The words "Harvest Queen" and a representation of a young woman holding a filled tray. The words "North Shore." The words "Larsen's Special" and a representation of calla lilies.

For sausage, meats and lard. U. Horse Radish Co., Saginaw, Mich. The words "As You Like It."

For raisins. Rosenberg Bros. & Co., San Francisco, Cal. The word "Basket" and a representation of a basket filled with fruits and leaves.

For flavoring extracts, chocolates, cocoas, spices, baked beans, fruit butters, coffee essence, molasses, catsup, soup, chicory, clam chowder, prepared coconut, gelatin, condensed milk, macaroni, noodles, olives, preserves, strained honey, lard, canned meats, prepared mustard, jellies, canned, smoked and salted fish, olive oil, cottonseed oil, butter, cheese, eggs, maple syrup, cane syrup, corn pound syrup, mixed mustard, chili sauce, horse radish, pickles, corn starch, flour, sage, thyme, savory, marjoram, mince meat, coffee and tea. Crocker Grocery Co., Wilkes-Barre, Pa. The word "Idle wild."

For coffee, tea, syrup, molasses, vinegar, gelatin, spices, condiments, tab sauces, relishes, pickles, potted fowl, olives, stuffed olives, olive oil, chocolate, cocoa, dried and evaporated fruits, preserves, jams, jellies, marmalades, sauce butters, fish, meats, macaroni, vermicelli, spaghetti, nudeln, cheese, nuts, tapioca, sago, farina, rice, rolled oats, oatmeal and barley. R. C. Williams & Co., New York, N. Y. The words "Robin Hood" and a representation of a kneeling man in the act of shooting an arrow.

For coffees and teas. Sullivan & Burdett, New York, N. Y. A representation of a shield on which are the letters "S. & B."

For butter and cream. H. W. Belder, North Underhill, Westford and Cloverdale, Vt. The word "Cloverdale."

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—To rent at once, good Pennsylvania country store and post office, along main line Pennsylvania Railroad, and prefer without buying stock and fixtures. Will also sell at bargain, if sold at once, good, profitable South Jersey business (general merchandise), with stock and fixtures. Address Box 96, Malaga, N. J. 13

WANTED.—A good second-hand roll top desk. Price must be reasonable. F. D.W., 27 Arch Street, Philadelphia, Pa. 15

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 16

FOR SALE.

FOR SALE.—A Kitson Light for inside store use; 1,500 candle power; complete in every detail. Never been in use. Will sell cheap. Geo. P. Ogden, 203 Sinnickson St., Salem, N. J. 19

FOR SALE.—Steam-power silent-cutter; never been used. No reasonable offer refused. Fred. C. Berrien, 7930 Frankford Ave., Holmesburg, Philadelphia, Pa. 15

FOR SALE.—A good farm and home located near Clayton, N. J. Farm is good soil and well fertilized and contains 34 acres. Within one mile of station. House contains 4 rooms and is in fine condition. Good barns and outhouses. Will sell reasonable. Call and see it. Alex. C. Pentland, Elmer, N. J. 18

FOR SALE.—Seasonable hand-picked apples, "Smoke-House," etc. \$1.75 to \$2 per bbl. (guaranteed three bushels). Choice potatoes, 85 cents per bushel (60 lbs.). O. B. cars here to parties who can give good references. W. B. Zullinger, Mt. Holly Springs, Pa. 16

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents a ten covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. 16

FOR SALE.—Two Toledo computing scales; in use two years; good condition. Also new, 500 account, McCaskey Register and supplies; size 4 inches by 5 inches. Low price to first purchaser. Address "Dependable," "Grocery World and General Merchant," Philadelphia, Pa. 13

FOR SALE.—One of best grocery stores in Easton, Penna. Old established stand. Will stand close investigation. Owner will rent property. For particulars address W. E. S., "Grocery World and General Merchant," Philadelphia, Pa. 13

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. 16

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 401.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about \$4,000 per month, 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18x36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does \$125 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 405.—In West Philadelphia. Groceries, meats and provisions. Size, 18x30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clear 10 per cent. above everything. Stock about \$300. This store was established seven years ago and is thoroughly prosperous and profitable. Will sell fixtures at \$400 and stock at inventory. Will take all told about \$700. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18x25 feet. Does \$250 weekly, two-thirds cash. Stock \$600. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$900.

No. 409.—In South Philadelphia. Groceries, meats and provisions. Store, 16x30 feet, with back room 16x12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18x55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17x40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20x40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 413.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22x45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock

farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16x22 feet. Does \$250 weekly, three quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16x40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18x20, with back room 16x14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

No. 420.—North Philadelphia. Fine residence district. Groceries, meats and provisions. Store 20x50 feet. Does \$400 weekly, half cash, balance weekly and monthly. Stock about \$500. Clear, net profits, 10 per cent. No team delivery. Good dwelling connected. Owner going to Germany and will sell at inventory. Will take about \$900.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23x45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33x49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 429.—In Northwest Philadelphia. Groceries, meats and provisions. Store 18x36 feet. Does \$350 weekly, three-quarters cash. Stock carried, \$250. Good dwelling. Owner wishes to change business and will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20x30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20x40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at

inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about. In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you. Write, call or telephone.

WARNER & CO.,

927 Arch Street, Philadelphia, Pa.

Phones, Bell Filbert 2500,

Keystone, Race 746.

SITUATION WANTED.

WANTED.—Position as salesman, manufacturer's preferred, to sell through jobbers, as I have been accustomed to selling through jobbers; have also sold direct. Twenty years' experience. Can furnish reference. Central Pennsylvania preferred, but am acquainted all over the State. Address P. O. Box 283, Harrisburg, Pa. 17

WANTED.—Position wanted in grocery store as general manager, or to travel for a grocery house. A hustler. Best of reference. Apply "B. C.," Grocery World and General Merchant, Philadelphia, Pa. 13

WANTED.—Young married man (27) wants position. Ten years' experience in grocery and general merchandise business. Clean and sober. Will work for moderate wages. Address P. O. Box 130, Northampton, Pa. 13

WANTED.—I am a thoroughly experienced grocer, having been 16 years in business on my own account. I have a wide acquaintance with the grocery trade in Lebanon County. Would like to represent a live, reliable house in this district, either manufacturer or jobber. Best of reference and bond if required. D. B. B., care "Grocery World and General Merchant," Philadelphia, Pa. 13

WANTED.—Grocery clerk. One with some experience and not afraid of work. Must give references. Chance for advancement. Wages moderate. Fred. C. Berrien, 7930 Frankford Ave., Holmesburg, Phila., Pa. 15

WANTED.—Capable single man, New York State resident, wishes position with retail grocer or tea and coffee store. Can handle all kinds of trade. Able to take charge of store. Not afraid of work. Salary, \$15 to start. Address, Energetic, care "Grocery World and General Merchant," Philadelphia, Pa. 14

WANTED.—Traveling men who call on the retail grocery trade. Write us for our side line. Exclusive territory and liberal commissions. Address F. H. Knipe, Reading, Penna. 18

HELP WANTED.

WANTED.—Grocery clerk. One with some experience and not afraid of work. Must give references. Chance for advancement. Wages moderate. Fred. C. Berrien, 7930 Frankford Ave., Holmesburg, Phila., Pa. 15

WANTED.—Capable single man, New York State resident, wishes position with retail grocer or tea and coffee store. Can handle all kinds of trade. Able to take charge of store. Not afraid of work. Salary, \$15 to start. Address, Energetic, care "Grocery World and General Merchant," Philadelphia, Pa. 14

WANTED.—Traveling men who call on the retail grocery trade. Write us for our side line. Exclusive territory and liberal commissions. Address F. H. Knipe, Reading, Penna. 18

FLI-STIKON
THE FLY RIBBON
The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. September 28, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.40 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 8 hands, packed 3 in crate.....	.85 per bunch
Selected, 7 hands, packed 1 in crate.....	.80 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.15 per bunch
Selected, 8 hands.....	.75 per bunch
Selected, 7 hands .....	.60 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA GRAPES.

Fancy Tokays, per 4-basket crate (about 26 pounds).	\$1.50 to \$2.00
Fancy Italian Prunes, per 4-basket crate (about 26 lbs.)	1.25

APPLES.

Apples, New York State, per barrel.....	\$2.75 to \$3.25
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MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.00
Extra Fancy Messina, 360 size, per box.....	3.25 to 3.50
Choice Messina, 300 size, per box.....	3.25
Choice Messina, 360 size, per box.....	2.75 to 3.00

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.00
Fancy quality, 126 to box	4.00
Fancy quality, 150-176 to box	4.75 to 5.00
Fancy quality, 200-216 to box	5.00
Fancy quality, 250-288 to box.....	5.00
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.75
Extra choice, 150-176 to box	4.50
Extra choice, 200-216 to box	5.00
Extra choice, 250 to box.....	5.00

NEW JERSEY SWEET POTATOES.

We are handling some of the finest sweet potatoes grown in New Jersey.

Orders filled at ruling prices on day of shipment.

VEGETABLES.

We ship the best on the market. As prices fluctuate daily on these goods, orders will be filled at the lowest ruling market prices.

SPECIAL.

Strictly Fancy Ohio Yellow Globe Onions, per sack of 100 lbs. \$1.35. An allowance of 5 cents per sack on 5-sack lots or over.

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCKTON, OHIO

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.

CANNED FISH.

RICE.

SALT.

MATCHES.

LAUNDRY SOAP.

TEA.

CANNED FRUITS.

MOLASSES AND SYRUPS.

SUGAR.

CONDENSED MILK.

EVAPORATED CREAM.

SCOURING SOAP.

	Bars.	Box.
Fairbank's	50	1.88
Sapollo.....	8 doz.	2.25
Wrigley's.....	100	3.50
Wrigley's.....	50	1.80
Scourone.....	100	3.50
Lipp's Scourer.....	60	2.25
Sil San.....	50	2.03
Army and Navy Compound.....	4 doz.	1.80
Finola Star Polish.....	100	3.85
Silver Sand.....	per bbl.	2.50
American Scourer.....	100	3.75
Bon Ami, 10c. size.....	8 doz.	2.50
Brooks' Crystal.....	100	3.90
Hoefner's Crystal, with spoons.....	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz.....		3.25

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, bbls.....	.42 @.45
Choice, bbls.....	.40
Good, bbls.....	.26 @.30
Fancy, qt. jars.....per doz.	1.20
New Orleans Molasses—	
Fancy Open Kettle.....	.41 @.43
Prime.....	.37
Good.....	.35
Ordinary.....	.22
Blended, fancy.....	.36
" choice.....	.33
" good.....	.30
2-lb. tins, 3 doz.....per case	2.90
Quarts, 2 doz.....	2.90
Sugar Syrup—	
Pure, extra fancy.....	.35 @.38
" choice.....	.24
Blended, fancy.....	.32
Choice.....	.29
Vanilla Drops.....	.29 @.30
2 lb tins, 2 doz.....per case	1.95
2½-lb. tins, 2 doz.....	2.30
3-lb. tins, 2 doz.....	2.50
5-lb. tins, 1 doz.....	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@95.....	32.00
Georges, count 110@115.....	25.00
Cape Shore, medium, count 160@175.....	14.50
Medium Irish 2s, thin, count 300@400.....	14.00
Norway, count 400@450.....	21.00
" 300@350.....	24.00
" new, count 240@270.....	18.00
" 300@350.....	16.00
" 350@400.....	15.50
Codfish—	Per lb.
Fancy, strips, 60 lb. boxes.....	.10½
" bricks, 40-lb. boxes.....	.09
" middles, 40 lb. boxes.....	.12
Choice, strips, 40-lb. boxes.....	.08½
" middles, 40 lb. boxes.....	.08½
Hake, bricks, 40 lb. boxes.....	.06
Fancy, whole, quintals.....	.08
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy, chunks, Iceland, 20 lbs.....	
Bloaters, Cromarty, 100s.....	

TEAS.

Gunpowder—	Per lb.
Common to fair.....	.15 @.18
Superior to fine.....	.20 @.25
Extra fine to finest.....	.28 @.35
Choicest.....	.45 @.65
Imperial—	
Common to fair.....	.22 @.25
Superior to fine.....	.30 @.35
Extra fine to finest.....	.40 @.45
Choicest.....	.50 @.55
Young Hyson—	
Common to fair.....	.16 @.18
Superior to fine.....	.22 @.30
Extra fine to finest.....	.35 @.40
Choicest.....	.45 @.60
Hyson—	
Common to fair.....	.14
Superior to fine.....	.18
Extra fine to finest.....	.25
Japan—	
Common to fair.....	.23 @.25
Superior to fine.....	.28 @.30
Extra fine to finest.....	.32 @.38
Choicest.....	.40 @.45
Basket-fired, common to fair.....	.22 @.25
" superior to fine.....	.28 @.30
" extra fine to finest.....	.32 @.38
" choicest.....	.45
Dust.....	.12½
Oolong—	
Common to fair.....	.17
Superior to fine.....	.17 @.22
Extra fine to finest.....	.25 @.35
Choicest.....	.40 @.65
Fouchong—	
Common to fair.....	.17 @.18
Superior to fine.....	.20 @.25
Extra fine to finest.....	.30 @.35
Choicest.....	.40 @.60

ROASTED COFFEES.

Sumatra—	Per lb.
Mandheling, fancy brown.....	.36
Old Government, best.....	.29
" choice.....	.27
" prime.....	.25
" good.....	.23
Mocha—	
Genuine Arabian.....	.28
Maracaibo—	
Cucuta, best.....	.16½
" choice.....	.16
" prime.....	.15
" good.....	.14
Laguayra—	
Caracas, finest.....	.20
" choice.....	.17

—2—

Peaberry—	
Santos, fancy.....	.17½
" choice.....	.17
" fine.....	.16
Rio, fancy.....	.17
" choice.....	.16½
" fine.....	.16
Santos—	
Best.....	.16
Choice.....	.15
Prime.....	.14½
Good.....	.13½
Fair.....	.12½
Rio—	
No 1, golden.....	.15½
No. 2.....	.15
No. 3.....	.14½
No. 4.....	.14
No. 5.....	.13½
No. 6.....	.13
No. 7.....	.12½

SPICES.

Whole, bags or bbls—	Per lb.
Allspice.....	.07
Cassia buds.....	.35
Cinnamon, mats.....	.10
" Twaio.....	.20
" Ceylon.....	.23 @.27
" Batavia.....	.25 @.30
" Saigon.....	.75
Cloves, Zanzibar.....	.17 @.20
" Amboyna.....	.25
" Penang.....	.35 @.38
Ginger, African.....	.08
" Jamaica, bleached.....	.21 @.22
" unbleached.....	.20 @.21
" Calcutta.....	.08
Nutmegs, 75@ 80s.....	.22 @.25
" 105@ 110s.....	.18 @.20
" 130@ 140s.....	.10½ @.12
Black Pepper, Singapore.....	.10½ @.12
" shot.....	.14
White Pepper, Singapore.....	.15 @.17
" fancy.....	.25 @.30
Red Peppers.....	.15
Pure Ground, highest grade, 6@ 10-lb. boxes—	
Allspice.....	.15½
Cinnamon, extra.....	.26½
" Saigon.....	.73½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.39½
Black Pepper.....	.18
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, straight Penang.....	.87½
Mustard.....	.24½
Pure Ground, ¼-lb. tins, case 2 doz.—	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
" Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
" Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Black Pepper.....	.96
Cayenne Pepper.....	.98
White Pepper.....	1.56

CANNED GOODS.

Vegetables.

Asparagus—	Per doz.
Mammoth, white, 2½s, unpeeled, California.....	4.75
Medium, green, 2½s, California.....	3.25
'Tops, green, 1s.....	2.75
" white, California, 1s.....	3.75
Beans, Baked—	
Standard, plain, 1s.....	.55
" plain or sauce, 2s.....	.75 @.80
" 3s.....	1.00 @1.05
Fancy, plain or sauce, 2s.....	.90 @1.35
" 3s.....	1.10 @1.80
Beans, Lima—	
Fancy, 1s.....	1.35
" 2s.....	1.50
Extra standard, 2s.....	1.15 @1.25
Standard.....	1.10 @1.15
Soaked.....	.75 @.85
Beans, Stringless—	
Fancy, 2s.....	2.00 @2.10
" 1s.....	1.10 @1.35
Extra, 2s.....	1.40 @1.75
" standard, 2s.....	1.10 @1.15
Standard, 2s.....	.90
" not stringless, 2s.....	.80
Beans—	
Yellow Wax, fancy, 2s.....	1.20 @1.25
" standard, cut.....	1.00 @1.10
Red Kidney, 2.....	85 @1.00
Corn—	
Fancy Maine, 2s.....	1.20 @1.25
" New York, 2s.....	1.00 @1.10
Standard New York, 2s.....	.90 @1.00
Maryland, 2s, Maine style.....	.75 @.80
Other standard grades, 2s.....	

—3—

Peas—	
Smallest sifted, 2s.....	2.10
Extra sifted, 2s.....	1.60 @1.75
Sifted, 2s.....	1.15 @1.35
Telephone, 2s.....	1.25
Sweet wrinkled, 2s.....	1.40 @1.60
Standard Early June, 2s.....	1.00 @1.10
Soaked, 2s.....	.75 @.80
Succotash—	
Extra fancy Maine, 2s.....	1.40
Fancy Maine, 2s.....	1.10 @1.25
Extra standard, 2s.....	.95 @1.00
Pumpkin—	
Fancy, 3s.....	1.10 @1.20
" gals.....	2.40
Squash—	
Fancy, 3s.....	1.20
Tomatoes—	
5½ in. cans, fancy New Jersey.....	1.60
5½ in. cans, extra standard New Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95 @1.00
2-lb. cans.....	.75 @.80
Standard New Jersey, gals.....	2.75
Extra standard Maryland, gals.....	2.50
Glass jars, qts.....	2.75
Beets—	
Fancy Strawberry, 3s.....	1.40 @1.60
Cut, 3s.....	1.10 @1.15
Sweet Potatoes, 3s.....	1.15
Sauer Kraut, 3s.....	.95 @1.10
Spinach—	
Standard Maryland, 3s.....	1.15 @1.40
Fancy New Jersey, 3s.....	1.40 @1.65
Gals.....	4.75 @5.00

FRUITS.

California.

Apricots—	Per doz.
Extra, 2½s.....	2.25
" standard, 2½s.....	1.75
Standard, 2½s.....	
Gals.....	5.25 @6.25
Cherries—	
Extra, white, 2½s.....	2.75
" standard, white, 2½s.....	2.40
Standard, white, 2½s.....	2.35
Extra standard, gals.....	7.50 @9.25
Bartlett Pears—	
Extra fancy, 2½s.....	3.25
" 2½s.....	2.40
" standard, 2½s.....	2.40
Standard, 2½s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
" standard, 2½s.....	2.00
Standard, 2½s.....	1.75
Gals.....	5.50 @7.00
Peaches—	
L. C., extra fancy, 2½s.....	3.25
" 2½s.....	2.75
Crawford, extra fancy, 2½s.....	2.75
" standard, 2½s.....	1.85

Eastern.

Pears—	
Fancy New York, 2s.....	1.75
" State, 2½s.....	2.90
Standard, 2s.....	1.50
Pineapples—	
Sliced or grated, 2s.....	2.25 @2.40
" 1s.....	1.10 @1.20
Pie, grated, gals.....	3.00
Singapore, 1½s.....	1.15 @1.25
Plums, egg, 3s.....	
" gage, 3s.....	
Apples—	
Gals.....	2.25
Strawberries—	
Fancy, 2s.....	3.00
Extra, 2s.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard, 2s.....	

FISH.

Lobster—	
Flat, 1s.....	5.00
" ½s.....	2.50 @2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink, 1s.....	1.10
Medium Red.....	1.25 @1.30
Choice Red, 1s.....	1.40 @1.50
Columbia River Chinook Salmon—	
Flat, ½s.....	1.25 @1.30
Tall, 1s.....	2.00
Flat, 1s.....	2.20
Oval, 1s, steaks.....	3.00
Sardines—	
Domestic, ¼s, oil, 100 tins.....	3.35 @6.00
" ¾s, mustard, 50 tins.....	2.65 @4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs.....	.14

—4—

Smyrna Sultana, choice, 4 crown, 30 lbs.....	
Cleaned Sultanas—	
Smyrna, fancy, 1-lb. cartons.....	.1
" choice, 1-lb. cartons.....	.1
California, 1 lb. cartons.....	
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	.0
California, 4 crown, 50 lbs.....	.0
" 3 crown, 50 lbs.....	.0
" 2 crown, 50 lbs.....	.0
Figs—	
Baskets, 1 and 2 lbs.....	.15 @.1
Layers, 2½ in., 10 lbs.....	
2½ in., 12 lbs.....	.08
2¼ in., 12 lbs.....	
2-in., 12 lbs.....	.08
Currants—	
Fancy, 1-lb. cartons.....	.08
Cleaned, choice, 1-lb. cartons.....	.08
Bulk, choice, 50 lbs.....	.08
Natural, choice.....	.08
Citron—	
According to quality.....	.14½ @.17
Lemon Peel—	
According to quality.....	.11½ @.13
Orange Peel—	
According to quality.....	.11½ @.13
Fard Dates—	
60 lbs., bulk.....	.10
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.04
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30.....	.12
" 30@40, choice.....	.08
" 40@50, ".....	.08
" 50@60, ".....	.07
" 60@70, ".....	.07
" 70@80, ".....	.06
Choice, 50-lb. box—	
60@70, 80@90.....	.11
70@80, 90@100.....	.10
Fancy, 25-lb. boxes—	
40@50.....	.11
50@60.....	.10
60@70.....	.10
70@80.....	.10
Oregon, 25-lb. boxes—	
30@40.....	.08
40@50.....	.07
Apples—	
Fancy, 50 lbs.....	.12
" 1-lb. cartons.....	.08
Prime, 50 lbs.....	.08
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	.09
" unpeeled, 25 lbs.....	.08
Extra choice, Muir.....	.08
Apricots—	
Royal, extra fancy, 25 lbs.....	.14
" fancy, 25 lbs.....	.11
" choice, 25 lbs.....	.09
Moorpark, fancy, 25 lbs.....	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @.52
Valencia, 28 lbs.....	.33
Flot, shelled.....	
In shells—	
California, paper shell, 80 lbs.....	
French Princess.....	.17
Tarragona, 120 lbs.....	.15
Hard Shell, 100 lbs.....	
Brazils—	
New, large, 180 lbs.....	.10
Filberts—	
Turkish.....	
Sicily, 130 lbs.....	.10
Jumbo, Naples, 110 lbs.....	.13
Long, Naples, 110 lbs.....	
Pecans—	
Polished, 80 lbs.....	.11 @.14
Louisiana, paper shell.....	
Walnuts—	
Chili, 1907 crop.....	.12
Grenoble, 220 lbs.....	.15
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, 25 lb. boxes.....	.16
Extra choice, 25-lb. boxes.....	.13 @.14
Choice, 125-lb. bags.....	.11 @.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case—	Per case.
Reduced, ¼s, boneless.....	7.00 @22.00
" ¼s, with bones.....	
French, ¼s, boneless.....	17.00 @22.00
" ¼s, with bones.....	24.50 @27.00
High, ¼s, boneless.....	15.00 @40.00
½s, boneless.....	
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00 @20.00
Mushrooms—	
¼s, according to quality.....	16.00 @35.00
½s, according to quality.....	15.00 @20.00
String Beans—	
According to quality.....	12.00 @17.00
Lima Beans—	
According to quality.....	18.00 @20.00
Brussels Sprouts.....	12.00 @16.00
French Macaroni, cartons, 25 lbs...lb.	.08 @.09½

CORRECTED WEEKLY.

ADVANCES.

DECLINES.

ADDITIONS.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

	COL.		COL.
erves.....	25	Spices.....	30
visions.....	24	Whole.....	31
line.....	18	Starch.....	31
y.....	26	Stove Polish.....	31
		Soap Powders.....	30
et.....	27	Sugars.....	30
	28	Sulphur.....	26
ed Oats.....	17	Sundries.....	32
Beer.....	29	Syrups.....	33
a.....	26		
		Tacks.....	32
	17	Tapioca.....	17
d Dressing.....	28	Tar.....	27
oda.....	28	Teas.....	1
	28	Tobacco, Chewing.....	36
io.....	30	Smoking.....	36
nes.....	9	Cutters.....	18
e and Condiments.....	28	Twine Holders.....	18
r Kraut.....	25	Twine.....	32
sl.....	18		
ps, Grocers.....	18	Vermicelli.....	18
ing Soap.....	30	Vinegar.....	24
S.....	29		
Dressing.....	4	Washboards.....	34
	6	Wax, Fruit Jar.....	32
ed Fish.....	19	Wrapping Paper.....	22
all kinds.....	29	Woodenware.....	34
Bicarb.....	29		
Drinks.....	29	Yeast & Cakes.....	26
s.....	10		
alties.....	20		

SUGAR.

AMMONIA.

BLACKING—Shoe.

AXLE GREASE.

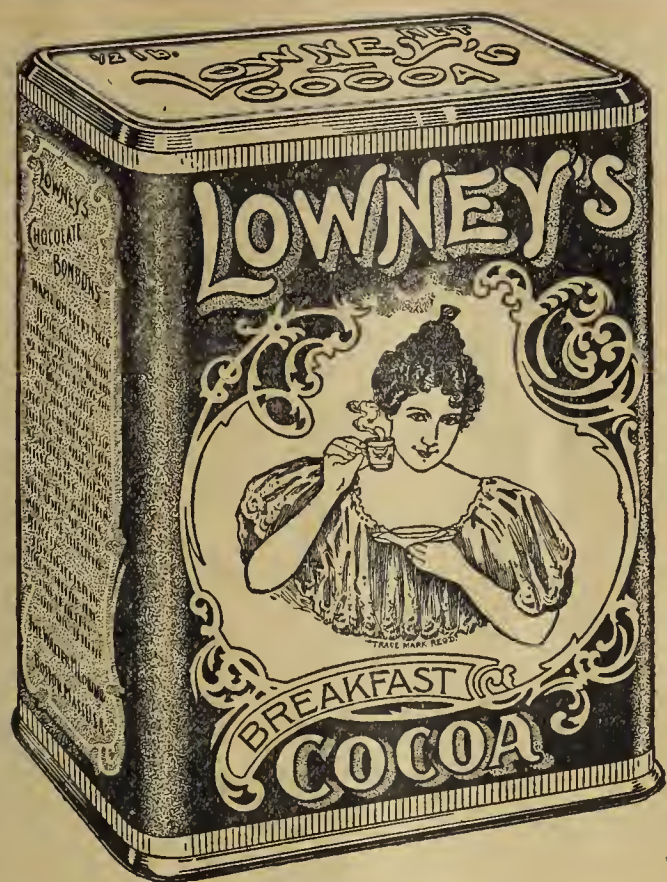
PACKAGE TEAS.

BAKING POWDER.

SHOE DRESSING.

TEA.

Rumford Baking Powder :—		
5c.-tins, 4 doz.....	per doz.	.45
10c.-can, 4 doz. in box.....	per doz.	.90
½-lb. cans, 2 doz in case.....	per doz.	1.25
1-lb. cans, 1 dos. in case.....	per doz.	2.50
Royal, 10c. size, 4 doz.....		.86
" ½ lb., 4 doz.....		1.30
" ½ " 3 ".....		2.40
" 1 " 1 ".....		4.65



YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. LOWNEY'S COCOA is simply ground to the fineness of flour without treatment and has the *natural* delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening.

The same is true of LOWNEY'S PREMIUM CHOCOLATE for cooking.

The Walter M. Lowney Company
BOSTON, MASS.

Let's Get Together and Plan the Store You've Been Thinking About

It's our business to get you the store fixtures you need, to show you how to display goods most attractively, arrange them most conveniently—use space to best advantage and at the same time save money.

**We Don't Sell Fixtures
We Are Architects!**

We plan the store—get bids from manufacturers of fixtures and give the lowest one the work. What you pay us you save on your fixtures and get a store that is different from all others and better for you. Write for our ideas and photos of some of our work.

J. A. FLESCH & SON
ARCHITECTS AND DESIGNERS
OF STORE FIXTURES FOR MODERN GROCERY STORES
1012 OPERA HOUSE BUILDING
112 CLARK STREET
CHICAGO



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

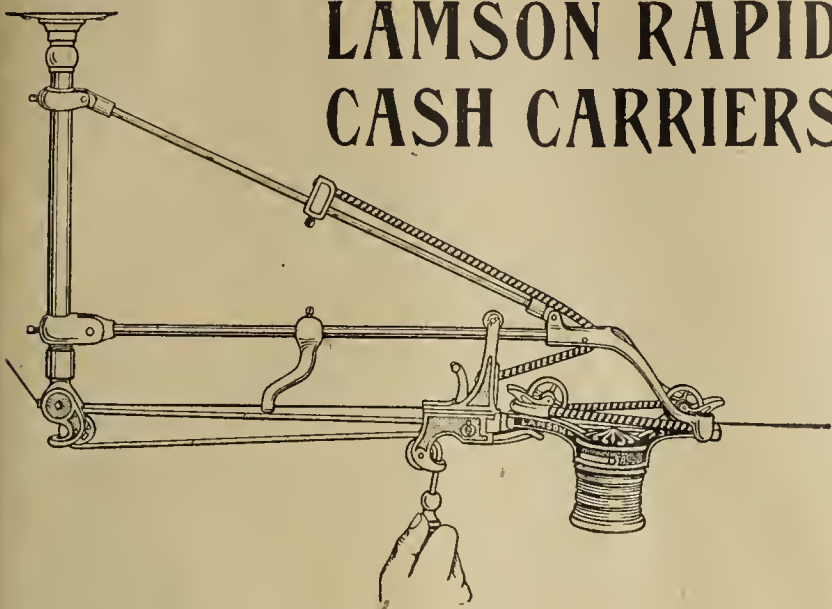
Hotel Astor Coffee is the year-in-and-year-

out brand of some of the most exclusive hotels in New York City. They never think of buying anything else—they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

LAMSON RAPID CASH CARRIERS



These Carriers will

*Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.*

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office	District Offices	Boston Office
500 Penn Mutual Building	in all	161 Devonshire Street
	Principal Cities	

We've Taken You into Partnership on These Goods



Of the many thousands of storekeepers who have made **Private Estate** their leading coffee for years we have yet to **lose one**. Everything that makes it worth while for a dealer to stick to **Private Estate** is packed with it, and **none** of the many reasons which would be sufficient to cause him to change **are**.

We divide our profits with dealers by putting our advertising appropriation into Universal Coupons to enable them to get anything they need in their stores or homes without paying for it.

F. A. CAUCHOIS & CO.

THE FULTON MILLS 33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street

Why They Haven't Done It

¶ "Canned corn is all right, but I don't see why they can't make it taste more like fresh corn," said a customer of a grocer we know, the other day.

¶ It's the uneven cooking. All canned corn cooked with the old-fashioned cooker loses every semblance of fresh taste because at least half of it is cooked to death. The old cooker had to keep on cooking the corn till the center of the corn was done. That meant overdoing the edges.

¶ **Onarga Country Gentleman Corn** is the finest, sweetest Country Gentleman Corn that grows, cooked in the new automatic cooker that cooks the edges and the center exactly alike.

IROQUOIS CANNING COMPANY :: ONARGA, ILL.



"One Ounce of Prevention Is Worth a Pound of Cure"

If you will tell your customers to use the product pictured here, on their floors it will make them look like new and it will preserve them. A floor treated with **Moore's Wax** will last twice as long as one that isn't. Your customers are getting this wax from paint stores. You might as well have this money. Besides the big profit, every case contains Universal Coupons for you and your customers.

E. B. MOORE & CO., 76 Wabash Avenue, CHICAGO, ILL.

-13-

HIRES CONDENSED MILK



Silver.....	4.15
Queen.....	4.00
Premium.....	3.85
Blue Ribbon..	3.85
Gold, tall.....	3.75
Gold, family..	3.15

COCOANUT.

Franklin Baker Co's—

Per case



Brazil, 70 5-cent packages.....	2.50
" 35 10-cent ".....	2.50
" 38 5-cent and 16 10-cent packages.....	2.50
" 18 20 cent packages.....	2.50
Per lb.	
" Shred, in pails, 20 lbs.....	.10
" " in boxes, 25 lbs.....	.09 3/4
" " in barrels, 135 lbs.....	.09
Table Talk, Thread, in pails, 20 lbs.....	.10
" " in boxes, 25 lbs.....	.09 3/4
" " in barrels, 135 lbs.....	.09
Premium, 60 1/2-lb. packages, 15 lbs. to case	.23
" 30 1/2-lb. " 15 " " "	.22
" 30 1/2-lb. and 15 1/2-lb. packages,	
15 lbs. to case.....	.22 1/2
Schepp's Shredded, 1/2-lb. pkgs., 15 lbs. to case	.23 1/2
" 1/2-lb. " " " "	.22 1/2
Dunham's, 5-cent package.....	.20
" 1/2s.....	.26
" 1/4s.....	.28
" 1/2s and 1/4s.....	.26 1/2

COCOANUTS.

Franklin Baker Co's—

Per bag

Porto Rico, Jumbo, 80s.....	4.00
San Blas, 100s.....	3.50

CRACKERS AND CAKES.

A. Exton & Co.—	Bbls.	Bxs.
Butter Crackers.....	.08	.08 1/2
Oyster ".....	.08	.08 1/2
Wine Scroll.....	.10	.10 1/2
Cracker Dust.....	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son—	Bbls.	Bxs.
Assorted Jumbles.....	.07 1/2	.08
Brown Edge Water.....	.10	.10
Butter Thin.....	.12	.12
Clover Mixed.....	.08	.08
Cocoanut Ripple.....	.10	.10
Cookie Mixed.....	.08 1/2	.09
Crystal Bar.....	.09	.09
Fig Bars.....	.10	.10
Frosted Spiced Wafer.....	.09	.09
Fruit Cookies.....	.08 1/2	.09
Fruit Gem.....	.08	.08
Graham Wafer.....	.10	.10
Grandma Cookies.....	.08 1/2	.09
Honey Jumbles, XX.....	.09 1/2	.10
Iced Charter Oak.....	.09	.09
Iced Ginger Tablet.....	.08	.08
Iced Honey Jumbles.....	.09 1/2	.10
Iced Penn Treaty.....	.07	.09 1/2
Iced Vedette Wafer.....	.07 1/2	.08
Lemon Bar.....	.08 1/2	.09
Man-in-the-Moon.....	.08	.08
Milk Lunch.....	.07	.07 1/2
Orange Cookies.....	.07 1/2	.08
Quaker City Mixed.....	.07 1/2	.08
Salted Strips.....	.08 1/2	.09
Saltines.....	.12	.12
Soda Biscuit XX.....	.06	.06 1/2
Soda Biscuit XXX.....	.06 1/2	.07
Spiced Wafers.....	.07 1/2	.08
Sunshine Cookies.....	.07 1/2	.08
Water Crackers Star.....	.06 1/2	.07
Package goods—		
Animals.....	.50	
Butter Thin.....	1.00	
Gingerettes.....	1.00	
Gold Medal Soda (small).....	.50	
" (large).....	.90	
Graham Wafers.....	1.00	
Ivinites.....	.50	
Milk Lunch.....	1.00	
Our Ginger Snaps.....	.50	
Pink Tea.....	1.00	
Sugar Snaps.....	.50	
Saltina Biscuit.....	1.00	
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

-14-

DELIKATESSEN.

Wein Senf, Prepared Mustard.

Stone Pots, small size, 2 doz in case, per doz.	1.15
" " with Horse radish, p.dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
" " with Horse-radish, p.dz.	1.75
Wein Senf, in bbls.....	per gal.
" 1 gallon stone jars.....	per jar .75
" 5 gallon kegs.....	per keg 2.50
Prepared Mustard, in bbls.....	per gal.
" " in 15 gallon kegs.....	" "
" " in 10 " " " "	" "
" " in 5 " " " "	.25-.40
" " in 2 gallon pails.....	per pail .75
" " in 1 " " " "	.40
Prepared Special, with spoon, 2 doz. in case,	per doz.....
" Sifting top, 2 doz. in case.....	per doz. .46
" with Horse-radish, 2 doz. in case,	per doz.....
" " " " " "	.95

Imported and American Fancy Cheese.

Emmentaler Swiss Cheese, Selected tub.....	.25
" " " " " " loaf.....	.26
Sap Sago, 3 to a lb.....cask, per lb., 18, less	.22
Roquefort Cheese, 12 in case, per lb., 32 1/2 "	.34
Parmesan, loaves about 30 lbs.....loaf, .27 cut,	.32
Edam Cheese, 12 in case.....case, 10.50, single,	.80
" " in tin.....	per lb. .26
" 1-lb. tins.....	per case 3.75
Camembert, in wood boxes.....	per doz., 2.75-2.85
Sap Sago, grated, ready for use, 10 oz. bottles,	per doz.....
Parmesan, grated, ready for use, large bottles,	per doz.....
Parmesan, grated, ready for use, small bottles,	per doz.....
Olmutzer Hand Cheese, 100 in box.....	2.25
Edelweiss, Romatour and Bier-Kase.....	per doz. 4.00
American Swiss, No. 1.....loaf, .16 cut,	.19
" " Square loaves, No. 1, about	
25 lbs. each.....	per lb. .16
Limburger Cheese, No. 1.....box, .14;	
1/2 box, 14; less.....	.16
Muenster Cheese.....	per lb. .17
Brick Cheese, No. 1.....	.16
English Dairy Cheese.....	" .17 1/2
Pineapple (Picnic size), 6 in box.....	per box 3.00
" (Gem size), 6 in box.....	" 2.25
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case.....	per doz. 4.50
Lunch size, 2 " " " " " "	2.40
Picnic size, 2 " " " " " "	1.35
Trial size.....	" 1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " No. 1.....	2.40
" " Roquefort " large " " "	2.95
" " " small " " "	1.45
Fromage de Brie, M. C. C., 1 in box.....	per box 1.55
" d'Isigny, " 6 " " " "	1.55
Wm. Tell brand, 12 in box.....	1.40
Neufchatel (Cow brand), 25 in box.....	.95
Star Cream, or Phila., 12 " " " "	1.90
Miniature Cream, or Phila., 12 in box.....	.95
Hand Cheese, 8 doz.....	1.35
" 4 " " " " " "	.70
" 4 " " " " " "	.85
Farmer Hand Cheese, 4 "oz. in box.....	1.45
Schutzen Cheese, 12 in box.....	1.25
American Mountain Cheese (Alpen Kase), 50	
1-lb. packages.....	per lb. .18

Imported and American Meats and Sausages.

Westphalia Ham (marked weight).....	per lb. .48
Wiener Wurstel, 16 in tin.....	per doz. 4.75
" 8 " " " " " "	2.75
Carlsbad Speck (Imported Bacon).....	" .32
Imported Cervelat Sausage (Rolf's).....	per lb. .48
Imported Frankfurters.....	per doz. 3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....	per doz. 3.00
American Holsteiner.....by bbl. 12; less, per lb.	.14
" Landjager, short.....	" .24
" " long.....	" .25
" Mortadella, Dry.....	" .25
" Knackwurst, 25 in box, per box,	
\$4.75.....	per doz. 2.40
" Cervelat (E), 50 and 100-lb. boxes,	
.21 1/2; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-	
lb. boxes, .20; less.....	.21
" Cervelat, Crescent, 50 and 100-lb.	
boxes, .17; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb.	
boxes, .14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb.	
boxes, .23 1/2; less.....	.25
" Salami (E), 50 and 100-lb. boxes,	
.20; less.....	.22
" Salami, Blue Ribbon, 50 and 100-lb.	
boxes, .18 1/2; less.....	.20
" Salami, G. A. P., 50 and 100-lb.	
boxes, .16 1/2; less.....	.18
" Tongue Sausage.....	per lb. .18
" Smoked Braunschweiger Liver Sau-	
sage.....	per lb. .15
" Lachs Ham.....	.28
" Petit Delicatess Frankfurters, plain,	
" " " " " " " "	per doz. 1.00
" " " " " " " "	per doz. 1.00
" Sauer Kraut.....	per doz. 1.00
" Lebanon Beef Bologna.....	per lb. .15
" Paprika Speck.....	.18
Mettwurst, half-round.....	" .16
Liver Sausage (Special), truffle, goose, or sar-	
dellen.....	per lb. .24
Smoked Thüringer Blutwurst.....	" .18
" Pfefferwurst.....	" .18

-15-

Pickled Meats.

Lamb Tongues (Derby Brand), pint glass jars.	4.75
" " quart glass jars.	5.75
" " 10-oz. jars.....	2.50
Calves' Head, in round tins.....	per doz. 1.65
Pickled Meats, in glass.....	" 1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	
Beef Salad, in glass.....	1.00
" " pints.....	" "
" " quarts.....	" "
Lamb Tongues, in glass.....	1.60

Holland and Scotland Herrings.

Holland—	Kegs or Pails.
Mixed, "Y. M., " 1/2 bbl.....	5.50 .60-.75
Milkers, "Y. M., " 1/2 bbl.....	6.50 .75-.85
Mixed, standard, bbl.....	" "
" 1/2 bbl.....	5.50-6.50
Milkers, standard, bbl.....	" "
" 1/2 bbl.....	" "
Scotland—	
Mixed, large, fulls, bbl.....	8.00
" 1/2 bbl.....	8.00
Milkers, " " " " " "	8.00
" 1/2 bbl.....	8.00
Marinirte Herring, imported, about 40 in pail.	1.25
Roll Herring, imported, about 25 in pail.....	1.00
Spiced Herring, imported, about 40 in pail.....	1.00
Norway Stockfish, dry.....	per lb. .15
Matjes Herring.....	per pail

Bismarck Herring.

Round tins, with key, pint.....	Per tin. .20
" " quart.....	.35
" " 2 quart.....	.55
" " 4 quart.....	1.10

Smoked Delicatessen Fish, in Season.

Roll Mops, 4 quart tin.....	1.10
" 2 quart tin.....	.60
" quart tin.....	.50
Brat-Haring, 4 quart tin.....	1.10
" 2 quart tin.....	.60
" quart tin.....	.40
English Sprats, 36 bunches.....	per box
Kruger's Roll- and Brat-Haring, oval tins,	per doz. 2.50

Russian Sardines.

Imported fish, Walkoff brand.....	per keg .75
" 5-lb. pails.....	per pail .55
" 10-lb. pails.....	1.05
Cut Spiced Sardines, 10 lb. pail.....	.75
" 5-gal. keg.....	per keg 2.75
Russian Sardines, in glass jars.....	per doz. 2.25

Norway Anchovies.

Original package.....	per 1/2 bbl. 5.50
Repacked in 5-lb. pails.....	per pail .60
" 10-lb. pails.....	1.10
" 5-gal. kegs.....	per keg 2.75
" 1/2 lb. flat tins.....	per doz. .95
" 1/2-lb. tall tins.....	1.50
" 1-lb. tall tins.....	2.00
Fancy kegs, keg.....	.80
" 1/2 keg.....	.42
" 1/4 keg.....	.32
" 1/8 keg.....	.20

Salt Sardellen.

Original packages, 1902.....	per anker 16.00
Repacked, kegs, about 8 lbs.....	per keg 3.25
" pint jars.....	per doz. 6.00
" large tumblers.....	" 2.25
" small tumblers.....	" 1.25

Russian Caviar.

1-lb. tins.....	Per doz. 19.50
1/2-lb. tins.....	10.50
1/4-lb. tins.....	5.50
1/8-lb. tins.....	2.75

German Dill Pickles—Regular Size.

60-gal. casks, about 2000.....	per cask
50-gal. bbls., about 1200.....	per bbl.
15-gal. keg, about 500.....	per 100
10-gal. keg, about 300.....	1.00
5-gal. keg, about 150.....	" "
10-lb. pail, about 50.....	per pail

Domestic Sourkrout—Long Cut.

60-gal. casks.....	per cask
48-gal. bbls.....	per bbl. 6.50
10-gal. kegs.....	per keg 2.40
5-gal. kegs.....	1.25
10-lb. pails.....	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....	per lb. .18
Spitzkugeln.....	.25

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.....	per bundle .30
Basler Lebkuchen, No. 1, 6 " " " "	.50
" No. 2, 6 " " " "	.75
" No. 3, 6 " " " "	1.00
Amandines, 9-lb. tins.....	per tin 5.25
" small tins.....	" .55

-16-

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg.....	2.50
" " " " " " 10-gal. keg.....	4.50

Sundries.

German Egg Potatoes, original bags, 110 lbs.,	per bag 2.75
Green Kern.....	per lb. .10
Potato Flour.....	" .08
German Dried Pears.....	" .14
Dried Mushrooms.....	" .60-1.00
Juniper Berries.....	" .08
St. John's Bread.....	" .06
Bay Leaves.....	" .06-0.10

COTTOLENE.

30 2-lb. tins.....	per case 6.50
15 4 lb. tins.....	" 6.50
6 10-lb. tins.....	" 6.50
Freight prepaid on two-case lots.	

EGGS.

Nearby, candled and selected, 30-doz. crates..	Per doz. .28
Western.....	.27

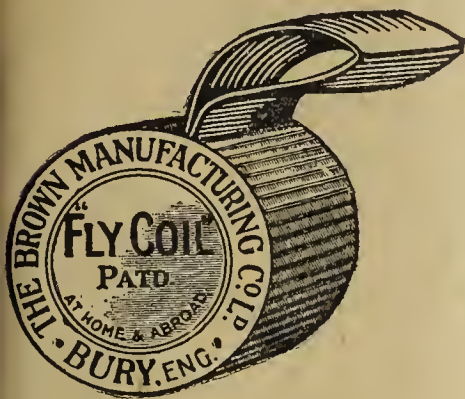
CHEESE.

New York, full cream, new, fancy, 40-lb. bxs.	.14
" " " " " " 1st's, 40-lb. boxes	.13
Picnic, full cream, new, fancy, 20-lb. boxes.....	.14

FANCY GROCERIES.

Almond Staple Paste, 5 lb. cans.....	per lb. .28
Anchovies, in oil, 1/2 bottles.....	4.50
" 1/4 bottles.....	3.25
Anchovy Paste, fancy.....	per doz. 4.75
" plain.....	" 3.75
Bouillon, Burnham, pints, 2 doz.....	3.75
" 1/2 pints, 2 doz.....	2.00
Capers, Nonpareil, 1/2 gal. kegs.....	1.50
" quart, glass.....	per doz. 7.00
" bottled, 2 1/2 size.....	2.35
" " 1/2 size.....	1.90
" " 1/4 size.....	1.15
Canton Ginger, large pots, 6-jar cases.....	per case 4.65
" medium, 12-jar cases.....	5.00
" small, 24 jar cases.....	4.75
Cherries in Maraschino, glass, 1 doz. case.....	7.00
Clam Chowder, Burnham, 1 lb., 4 doz.....	doz. .90
" 3 lb., 2 doz.....	" 2.20
Currie Powder, pints.....	per doz. 3.50
" 4 oz.....	2.25
" 2 oz.....	1.50
French Peas, extra fins.....	per case 16.00
" fins.....	" 14.00
" Moyon's.....	" 12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case.....	12.00
Huntley & Palmer's Petit Beurre Biscuit.....	lb. .19
" Dinner Biscuit.....	.31
" Breakfast Biscuit.....	.34
Packed 7 lbs. and 5 lbs. in a can.	
Red Pepper, ring, pints.....	per doz. 1.25
" 1/2 pints.....	.60
Salt, stone jars, 4 doz.....	1.75
Extract of Beef, Morris, 4 oz.....	per doz. 6.50
" 2 oz.....	3.55
" Anker's, 120 vials.....	4.00
" 4 oz.....	per doz. 4.00
" 8 oz.....	" 7.25
" 16 oz.....	" 13.50
Theodore Marquet Mushrooms—	
First choice.....	24.00
Choice, 100 tins.....	per case 22.00
Extra, 100 tins.....	" 26.00
Hotel, 100 tins.....	" 18.00
Truffles, 1/8.....	per tin .30
" 1/4.....	" .55
" 1/2.....	" 1.15
" 3/4.....	" 2.25

The first man who tried to catch a Fly,
did it without



Brown's Fly Coil

and the Fly got away. That's why we are bothered with millions of them to-day. BROWN'S FLY COIL is the thing to catch these millions with, because the Flies can't leave it alone and can't get away from it. Will catch more Flies to the square inch than any other Fly-catching device extant. It is neat, clean, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your Flies and your trade.

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK

Who Thinks For You?

You do it yourself, don't you? Did you wait for others to select your store and your stock, and tell you how to run your business?

If our advertising sent people to *demand* that you sell our Macaroni, Spaghetti, Noodles and Pastels would you feel pleasant?

But, think this over. You can depend on our goods and know their fine quality will increase your trade.

You can make a good profit on them and every case brings you Universal Coupons which are good as cash in buying almost anything you want.

We work *with* you, not *against* you. Will you push our goods?

The

Freihofen

**Vienna Baking
Company**

Philadelphia, Penna.

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as Croft's Swiss Milk Cocoa.

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. Philadelphia
PENNSYLVANIA

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN
FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents

PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.60
Gold Medal	6.45
Millbourne	6.35
On Top	6.50
Ceresota	6.50
Pillsbury's Best	6.45
Taylor's Fancy	5.25
Semper Idem	4.90
Pride of the West	5.10
Sunbeam	4.90
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.45
Yellow, granulated, 100 lbs.	2.45
" table, 100 lbs.	2.35
Western, yellow, granulated, 100 lbs.	2.10
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 rs.	per case 1.50
Schumacker's, 24 packages	1.20
Beans—	
California Lima, about 80 lbs.	per lb. .05%
Marrows, fancy, N. Y. State, grain bags	2.50
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.50
Pea, fancy, grain bags	2.40
" Michigan, grain bags	2.45
Red Kidneys	2.10
Peas—	
Green	2.40
Scotch	2.60
Split, yellow	2.20
" green	
Lentils—	
ooooo, 110-lb. bags	per lb. .04%
Less quantity	.05%
Shaker Corn—	
Fancy, barrels	.05%
Less quantity	.06%
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacher's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100-lb. bags	
" Grits, 100-lb. bags	
Barley—	
OO	.05%
No. 3, 100 lb. bags	2.75
Noodles—	
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.00
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B	per bbl.
B, 100-lb. kegs	per keg 4.00
Oaten Goods—	
Avena, 18 packages	per case 1.50
Banner Oats, 20 packages	4.00
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62%
" 36 packages	3.85
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg
Standard, 180 lb. bbls.	
" 90-lb. bags	
Sago—	
Fine, bags about 160 lbs.	.03%
50-lb. lots	.04%
Admiral, pearl, 245	.07%
Tapioca—	
Instantaneous, 50 rs.	.08%
Colburn's Hasty, 36 packages	.06%
Minute, 1/4 gross	2.85
Flake, about 125 lbs.	per lb. .04%
" less quantity	.04%
Pearl, 150 lbs.	.03%
" less quantity	.04%

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 25	3.85
" Health Food, 24 25	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 55	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.85
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	
Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	
Wheatena, 36 packages	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.25

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57%
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87%
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87%
Jell-O Ice Cream Powder, 2 doz.	.97%
Jellycon, 1 doz.	.87%
" assorted flavors, 3 1/2 doz.	.87%
Chalmer's, shredded	.95
" granulated	1.00
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Imperial Wine Jelly	.95
Gelatine, McKinley's	per gross 11.00
Wetmore's, double refined, 36 10-c. packages	.85
Pudding, assorted, 2 doz.	per case 2.70
D-Zerta Jelly, assorted, 2 doz.	1.65
	.90

MACARONI.

	Per lb.
Larosia Alphabets, square, 25 pkgs.	.05%
" Elbows, square, 25 pkgs.	.05%
" Macaroni, long, 25 pkgs.	.05%
" " square, 25 pkgs.	.06%
" Spaghetti, long, 25 pkgs.	.05%
" Vermicelli, square, 25 pkgs.	.05%
" Macaroni, bulk, 25 pkgs.	.05%

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1 1/2 to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" " No. 4	" 5.40
" " No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

No.	Length.	No. of Drawers	Each.
6 1/2	3 feet, 8 inches	9	15.00
8 1/2	4 feet, 10 inches	12	20.00
10 1/2	6 feet	15	25.00
12 1/2	7 feet, 3 inches	18	28.00
14 1/2	8 feet, 6 inches	21	31.00
16 1/2	9 feet, 8 inches	24	35.00
18 1/2	10 feet, 10 inches	27	40.00
20 1/2	12 feet	30	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.65
Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10 1/2
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	270-290				
Ex. Norway, No. 3	325-375	22.00	11.60	6.00	1.35
Ex. Norway, No. 4	410-460	20.00	10.60	5.50	1.25
Ex. Bloaters, XXX	90-95	35.00	18.10	9.25	2.00
Ex. Bloaters, XX	100-110	30.00	15.60	8.00	1.75
Ex. Shore, No. 1					
Med. Shore, No. 1	190-210	20.00	10.60	5.50	1.25
Large Shore, No. 1	110-130				
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.50	8.35	4.58	1.03
Small Irish, No. 2	475-525	15.00	8.10	4.25	1.00
New Medium Shore	160-180				
New Large Shore	110-130	16.00	8.60	4.50	1.05
Large, No. 2	210-220	15.00	8.10	4.25	1.00

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round, Large	7.00	4.10			
Shore, Round, Med	6.00	3.60			
Ocean Whitefish	4.00	2.60	1.50	.43	
Shad, No. 1, Mess, new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middles, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 35, wood boxes	.15 1/2
12 25, "	.15 1/2
24 15, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 " "	1.65
Strips, 40 size, boxes	.10
" 20 " "	.10 1/4
Middles, 40 size, boxes	.12
" 20 " "	.12 1/4

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08 1/2

Star Brand Boneless Herring.

Beardsley—	
Tins, keyed, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.50
Screw Top Jars, 2 doz. in case	.90

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04 1/2
In original cases, 450 lbs., 1/4 c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	.27
Cromarty Bloaters, 50s	per box
" 100s	"

Swift & Co.—	
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.06 3/4
" 5 and 10-lb. lots	.06 3/4
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	
Fair N. Y. State, 50-lb. boxes	.07 1/2

-20-

Apricots—	
Extra Choice Royals, 25 lbs., new	.09 3/4
Choice Royals, 25 lbs., new	.08 1/2
Oak Brand, fancy	.12
Cherries—	
California, unpitted, Black, 25 lbs.	
California, pitted, Black, 25 lbs.	.15 1/2
Currents—	
Gold Medal, recleaned, 36 rs	.07 3/4
Gold Medal, loose, 25 lbs.	.07 3/4
Private Growth, extra, cleaned, 36 lbs.	.07 3/4
" cleaned, 30 lbs. bulk	.07 3/4

Peaches—	
Fancy Muirs, 50 lbs.	.10 1/2
Extra Choice Muirs, 50 lbs.	.09 1/2
Choice Muirs, 50 lbs.	.08 1/2
Extra Choice, Yellow, 25 lbs.	.07 3/4
Choice Yellow, 25 lbs.	.07 3/4

Pears—	
Choice California, Bartlett, 25 lbs.	.10
Prunes—	
Boxes.	
Extra Fancy Cal.	
Fancy Cal.	
Stand. Cal.	
Fancy Oregon	

20-30, 25 lbs.	
30-40, 25 "	.09
40-50, 25 "	.08 1/2
40-50, 50 "	.07 1/2
50-60, 25 "	.07 1/4
50-60, 50 "	.07
60-70, 25 "	.06 3/4
60-70, 50 "	.06 1/2
70-80, 25 "	
70-80, 50 "	.05 1/2
80-90, 50 "	
90-100, 25 "	
90-100, 50 "	.04 1/2
100-120, 50 "	

Raisins—	
Muscatsels, 4 crown, 50 lb.	
" 3 " 50 lb.	.05
" 2 " 50 lb.	.05
Cal. Thompson Seedless, 50 lbs.	.06 3/4
Cal. Cleaned Sultanas, 50 lbs.	.06 3/4
Cal. Sultanas, 50 lbs.	.06 1/4
Cal. Seedless Muscatsels, 50 lbs.	.06
Gilbert's, Laver, Valencias, 28 lbs.	.06 1/4
Raisins, Seeded—	
G. & S. fancy, 36 rs.	.08 1/4
Gold Ribbon, fancy, 36 rs.	.08 1/4
Owl, fancy, 36 rs.	.08 3/4
Harvest, choice, 36 rs.	.07 1/2
Citron, fancy, boxes, 10 lbs.	.14 1/4
" fancy, 25 lbs.	.15 1/4
Lemon Peel, fancy, boxes, 10 lbs., net.	.10 3/4
Orange Peel, fancy, boxes, 10 lbs., net.	.12

A Money Maker Already in Your Store is CURRANTS

But perhaps you have forgotten that they pay you 40 to 75 per cent. profit because you've been so busy pushing some other product that only pays you 5 or 10 per cent.

How about it, Mr. Grocer?

Well, it's never too late to mend. Women use **Currants** in about fifty different kinds of cakes, puddings and desserts. You can easily make **Your** customers use more **Currants** and you are increasing **Profitable** sales, when you do!

"Freshen up and push
CURRANTS"

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

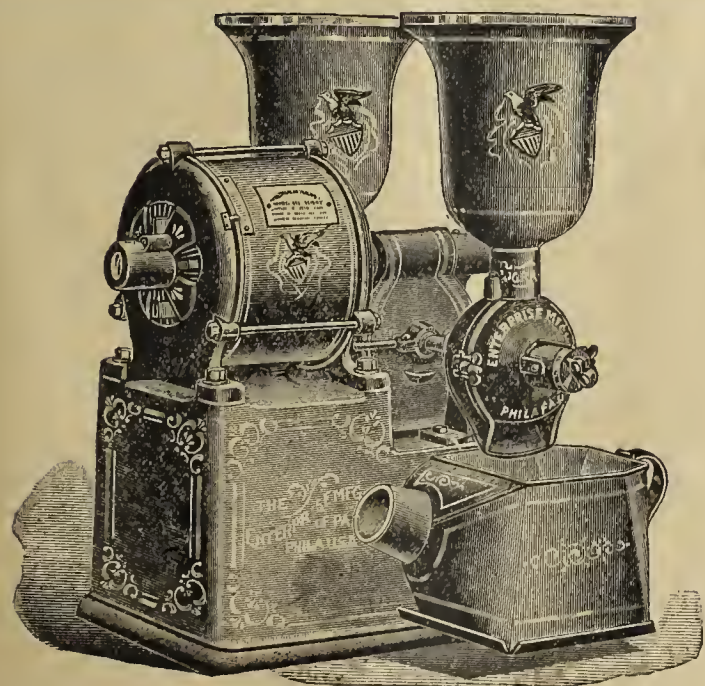
Egg-O-See Cereal Company

QUINCY

CHICAGO

BUFFALO

"Enterprise" Economy



An enterprising grocer, who does things *right*, uses an "Enterprise" Electrically-Driven Coffee Mill.

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill, electrically-driven, at a cost for current of \$3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store.

Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with $\frac{1}{2}$ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while Mill is running.

If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.

Philadelphia, U. S. A.

21 Murray Street, New York

438 Market Street, San Francisco

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Rabbit's Potash, 4 doz.....	3.10
Lewis'.....	3.25
Red Seal 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
King Bird—	
100s, 3 gross.....	2.85
500s, 1 gross.....	4.00
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
100s, 5 gross.....	.90
500s.....	4.20
Vulcan Safety—	
65s, No. 2.....	.50
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazepa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08¼
150- ".....	.08
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.08¾
" 18, 37 and 68-lb. buckets.....	.09
" 6 10-lb. buckets.....	6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....	3.80
" XXX, 18, 37 and 68-lb. buckets,	
per lb.....	.13
" 6 5-lb. glass jars, per case.....	4.40
Fairmount, bbls. and ½ bbls.....	.07¾
" 18, 37 and 68-lb. buckets.....	.08
Wm. J. Troth—	
Famous, bbls. and ½ bbls.....	.08¾
" 18, 37 and 68-lb. buckets.....	.09
" 6 10-lb. buckets.....	6.25
" 6 5-lb. buckets.....	3.65
" 6 5-lb. glass jars.....	3.80
" XXX, 18, 37 and 68-lb. buckets,	
per lb.....	.13
" 6 5-lb. glass jars, per case.....	4.40
Golden, bbls. and ½ bbls.....	.07¾
" 18, 37 and 68-lb. buckets.....	.08
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....	11.00
Condensed, 6½ doz. in case.....	11.00
Keystone—	
Bbls., ½s and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.07½
18 and 37 lb. kanakins.....	.08
10-lb. kanakins, 6 to crate.....	9.80
5-lb. " 6 to crate.....	5.30
5-lb. glass jars, 6 to crate.....	6.25
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., ½ bbls. and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.05¾
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.04¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12½

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" " ½ pints.....	2.20
" Extra, quarts.....	5.40
" " pints.....	4.00
" " ½ pints.....	2.15
Fourrees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per doz.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" " ½ pints, 2 doz.....	4.75
" 8-oz. flasks, 2½ doz.....	7.50
" 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscana, J. L. Neff & Co., Agents—	
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	

	Per doz.
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-g l. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	

	Per doz.
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints 2 doz.....	4.75

	Per doz.
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	2.10
10 ½ gal. tins.....	2.20
20 ¼ gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.

Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	.03
Roll—	
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¾
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	per package
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ¼ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-opening Square.	Union Bear Auto-matic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peer-less Satchel Bot.
¼.....	.43	.41	.35	.31	.29	
½.....	.52	.50	.43	.37	.32	
1.....	.78	.71	.67	.55	.49	
2.....	.88	.85	.71	.61	.53	
3.....	1.09	1.04	.89	.75	.65	
4.....	1.39	1.26	1.19	1.05	.87	
5.....		1.47	1.38	1.21	1.07	.91
6.....	1.95	1.72	1.64	1.41	1.23	1.03
8.....	2.29	2.08	1.99	1.68	1.49	1.19
10.....		2.39	2.16	1.83	1.65	1.37
12.....		2.75	2.56			
14.....	3.97	3.56	3.20			
16.....	4.41	3.81	3.68			
20.....	4.79	4.32	4.17			
25.....		4.80	4.59			

	Price per 1,000 and not less than 500 lots.
Plain flour sacks, 12½-lb.....	per M. 4.00
" 25-lb.....	5.75
" 50-lb.....	11.25

PICKLED MEATS AND FISH.

	Per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....	2.50
Tripe, 10-lb. pails.....	.90
" 5-gal. kegs.....	2.00
Pigs' Feet, 10-lb. pails.....	1.00
" 5-gal. kegs.....	2.25
Pickled Beef Salad, in glass.....	per doz. 1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....	per keg .75
" 5-lb. pails.....	.50
" 10-lb. pails.....	1.00

POTATO CHIPS.

	Per doz.
1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.00
100 10-oz. ".....	3.90
24 20-oz. ".....	2.00
48 20-oz. ".....	3.90
1-X-L, 40 1s, White Rice.....	2.65

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

	Per bbl.
45 gal., 1200s.....	8.75
45 gal., 1000s.....	8.50
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....	per keg 3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	per pail 1.00
Williams Bros.—	
No. 8, Sour Gherkins, 2 doz.....	.85
No. 8, Sweet Gherkins, 2 doz.....	.87½
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—	1 doz.	1 doz.	½ doz.
2 doz. 2 doz. 1 doz. ½ doz.			
½ pts. pts. qts. ½ gal. gal.			
4.00 7.00 6.00 11.00			10.20
Wood, each—			
1-gal. 2-gal. 5-gal. 10 to 45 gals.			
kit kit kit per gal.			
1.70 3.30 8.00 1.50			

VINEGAR.

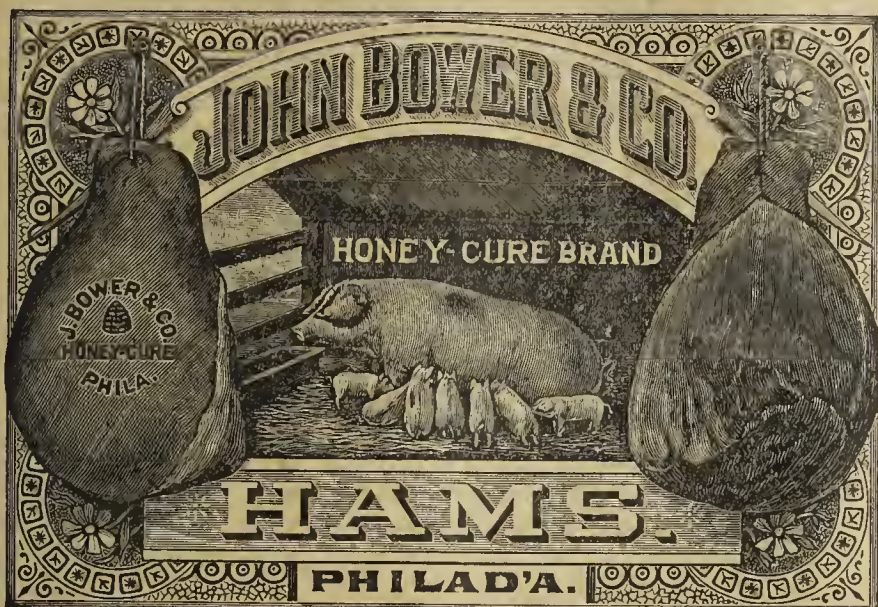
	Per gal.
Duffy's—	
Pure Apple, extra old, bbls.....	.16
" 40 grain, bbls.....	.15
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.16
White Wine, 90 degrees.....	.20
Crown brand, pure cider, quarts.....	per doz. .90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" extra strength.....	.15
Crosse & Blackwell's.....	per doz. 2.00

PROVISIONS.

Hams, skinback, 18-20 lbs.....	12
" 14-16 lbs.....	13
" 10-12 lbs.....	13
Picnics, 6-8 lbs.....	08
N. Y. Shoulders, 10-12 lbs....	10
Dried Beef, sets, city smoked.....	18
" tenders and knucks.....	20
" flats.....	16
" air dried, sets.....	24
" tenders and knucks.....	24
Jersey Pork, butt.....per bbl.	18.00
" family.....	20.00
Breakfast Bacon, rib in.....	13
" boneless.....	14
S. P. Bellies, 14-15 lbs.....	12
Bologna, 25-lb. boxes.....	08
Boiled Boneless Ham.....	22
Beef Tongues, smoked, 5-6 lbs.....per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes.....	10
Covered Hams, 1/4-cent extra; Covered Shoulder	
Picnics and Bacon, 1/2-cent extra.	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	14
" " 12 to 14 lbs.....	14
" " 14 to 16 lbs.....	14
" skinbacks.....	14
Shield Hams, 10 lb. average.....	13
" 12 ".....	13
" 14 ".....	13
" 16 ".....	13
" 18 ".....	13
" skinbacks.....	14
Picnic Hams, 5 to 6 lbs.....	08
" 6 to 8 lbs.....	08
Star Smoked Ox Tongues, long cut.....	14
" short cut.....	17
Beef Bologna.....	08
Shield Parafined Bologna.....	08
Berliner Ham.....	09
New Orleans Luncheon Meat.....	10
Star Cooked Ox Tongue.....	30
John Bower & Co.—	
Honey cure brand Hams, skinback.....	15
" " large.....	15
" " medium.....	15
" " small.....	15
" Breakfast Bacon.....	14
" boneless.....	16
Beef, air-dried, regular sets.....	20
" insides and knuckles.....	22
Ham Bologna.....	10
Beef Bologna.....	10
Boiled Hams.....	24
Beef Tongues.....per doz.	8.00
10.00	
Swift & Co.—	
Premium brand Hams, 8 to 10 lbs.....	14
" " 12 lb.....	14
" " 14 to 16 lbs.....	13
" " 16 lb.....	14
" " 18 lb.....	14
" " skinned, 18-20 lbs....	15
" " boiled, skinned, fat-	
less.....	20
" Bacon.....	22
" Dried Beef, insides.....	20
" Beef Tongues, short cut....	20
Winchester brand Hams, skinned, all aver..	
" Picnics.....	10

JOHN BOWER & CO.GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

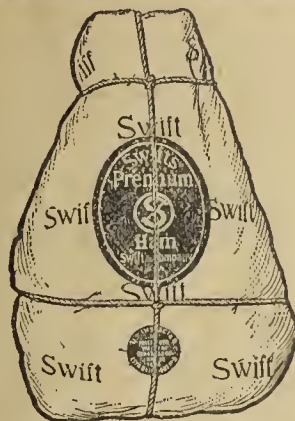
Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. LARD a SpecialtyBOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

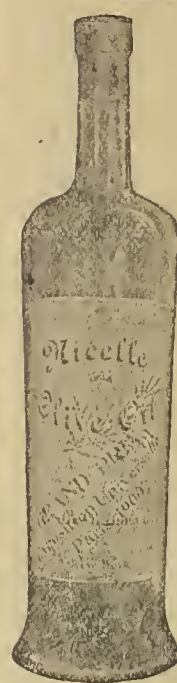
**How to be
Sure of
Good Ham**

Just see that it is **SWIFT'S PREMIUM HAM**. That is all you need to watch. We guarantee every ham that bears **SWIFT'S PREMIUM** brand.

That is mighty important to you, **BECAUSE** if a woman gets a good ham from you one time, and a poor one next time, she thinks you don't know your business, or you don't care whether you please her or not.

We get good hogs, selecting them carefully, cure our hams, so as to make them uniformly satisfactory, and then advertise them to make people's mouths water for them. You can be sure a **PREMIUM HAM** is tender, delicious and appetizing.

Swift & Company, U. S. A.

**They
Must
Keep
Expert**

It is a provable fact that a majority of cooking experts use **Nicelle Olive Oil** in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

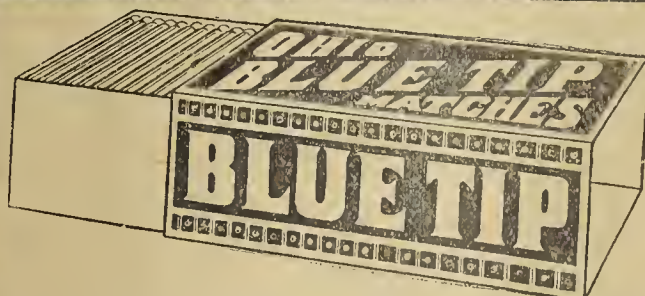
Nicelle Olive Oil Co.

105-109 HUDSON STREET, NEW YORK

OWNER OF THIS STORE
Fined for Selling Impure Foods**WE SELL AT MORE'S
"IT IS PURE"****Which is YOUR
Store? Avoid
Trouble by Selling Only****ATMORE'S
MINCE MEAT****Satisfies ALL
Pure Food Laws****ATMORE & SON Philadelphia****Your Trade Want These**

Try a few **VITA** sardines on trade that's been used to French or domestic and you'll find the people taking them with keen relish.

No fish tastes like fish packed in Norway. First, the fish itself is different—firmer and tenderer and a more pronounced flavor. Second, the packing is different—these fish are hand-packed in pure olive oil. They have a most delicious flavor.

F. H. PHILLIPS & CO., 444-446 Greenwich Street, NEW YORK**Here's
Your
Gain**

What do you lose by handling the **Ohio Blue Tip Safety Matches**? Not only do you lose nothing, but you gain the increased satisfaction of your patrons and 81 per cent. profit for yourself.

This match is surer, safer and more reliable than any other double tip match made. No consumer once acquainted with it ever willingly takes another. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street

-25-

Western Dressed Beef—	
Choice, native cattle	.09 - .10
Common to fair	.06 - .08
City Dressed Veal—	
Prime	.12
Good to choice	.10
Dressed Hogs—	
Pigs	.09 3/4 - .10
Hogs, heavy	.09 3/4 - .10
“ 180 lbs.	.09 3/4 - .10
“ 160 lbs.	.09 3/4 - .10
“ 140 lbs.	.09 3/4 - .10
Dressed Sheep and Lambs—	
Lamb, western, good	.09
“ culls	.08
Sheep, choice	.08
“ medium	.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.70 - .80
Cow Tongues	.50 - .70
Calf Heads, scalded	.50 - .75
Sweetbreads, veal	.60 - .90
“ beef	.60 - .90
Calf Livers	.20 - .25
Beef Kidneys	.10 - .10
Beef Livers	.06 - .06
Ox Tails	.50 - .65
Hearts, beef	.03 - .05
Rolls, beef	.14 - .14
Tenderloin, beef, western	.20 - .20
Fresh Pork, loins, city	.10 - .12
“ western	.10 - .10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.	
Turkeys—	Per lb.
Western, young hens, 8 to 10 lbs.	.24 - .27
“ young toms, 15 to 17 lbs.	.24 - .27
Old hens and toms	.23 - .25
Common to good	.20 - .23
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.20 - .22
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair	.20 - .22
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy	.20 - .22
Western, 4 to 4 1/2 lbs. to pair, fancy	.17 - .18
“ 3 to 3 1/2 lbs. to pair, fancy	.17 - .18
“ fair to good	.15 - .16
Fowls—	
Western, fancy	.14 1/2 - .15
Heavy Roasters, 4 to 5 lbs.	.18 - .20
Fair to good	.16 - .18
Old cocks	.10 - .11
Western capons, fancy	
“ small	
Squabs—	Per doz.
Prime, large, fancy	3.00 - 3.50
Mixed	2.50 - 3.00
Dark	1.25 - 1.50

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.	.14 1/2 - .15 1/2
Large Springers	.14 1/2 - .15 1/2
Fowls	.13 1/2 - .14
Roosters	.10 - .10 1/2
Ducks	.11 - .13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or No. 1, 2 doz.	.85
“ 1 doz.	.85
Large, or No. 2, 1 doz.	1.40
1-lb. cans, 1 doz.	4.00
2-lb. cans, 1/2 doz.	3.75
3-lb. cans, 1/2 doz.	5.40
5-lb. cans, 1/2 doz.	8.70

SAUER KRAUT.

Extra quality, 50-gal. tierces	8.00
“ 15-gal. kegs	2.75
Victory, extra fancy, No. 3, 2 doz.	.82 1/2
Spring Garden, fancy, No. 3, 2 doz.	.80
Compass, No. 3, cans, 2 doz.	.67 1/2
Casks, 50 gals., long cut.	6.75
Bbls., 30 gals., long cut.	5.65

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, 1/2 lb.	.95
Round conical, with key, No. 1, 1 doz.	2.35
“ “ No. 2, 1 doz.	4.20
“ “ No. 3, 1/2 doz.	6.30
“ “ No. 4, 1/2 doz.	8.15
P. P. Sauce, No. 1, 2 doz.	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.	2.00
No. 1, cans, 1 doz.	2.25
No. 2, cans, 1 doz.	4.00
No. 3, cans, 1/2 doz.	3.25
No. 4, cans, 1/2 doz.	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars	.97 1/2
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.83
National, No. 10, tumblers	.72 1/2
“ No. 6, tumblers	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13 1/2
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06 1/4
“ 4 1/2-lb. toy pails, 1/2 doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
Southwark, No. 3, tins	1.00
“ No. 5, toy pails	2.70
“ 30-lb. pails	1.08
“ 20 lb. crocks	.07 3/4
“ Schimmel's, 30-lb. pails	.06
Prune, 30-lb. pails	.07 1/4
Peach, 30 lb. pails	.07
Jams—	
Schimmel's, pure, jars, 2 doz.	1.70
Southwark, assorted, jars, 2 doz.	.93
Orange Marmalade—	
Hartley's, imported	1.80
Schimmel's, pure	1.65
Warrock's Guava Jelly—	
1-lb. tumblers	4.00
1/2-lb. “	2.25
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, jars	4.60
Raspberries, jars	4.60
Apricots, peeled, jars	4.85
Pineapple, jars	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint	.85	1.95	
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.45	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	.45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots.	.45	.85	1.95
Godfrey's Cordial, rd bots.	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	
Laudanum, 15c. size	per doz.	1.20	
“ 25c. size	“	1.90	
5 per cent. discount in gross lots assorted.			
Alum	per lb.	.03	
Beef Capsules, Anker's	per lb.	3.00	
Borax, powdered, bulk	per lb.	.07	
“ lump, bulk	“	.06	
“ 20 Mule-Team, pure, 24 1 lb.	per case	2.40	
“ “ 48 1/2 lb.	“	2.60	
“ “ 96 1/4 lb.	“	2.80	
Butter Color, W. & R.	per doz.	2.00	
Bull's Cough Syrup	per doz.	1.90	
Bluestone, bulk	per lb.	.06	
Copperas	“	.01	
Camphor, gum, 1-oz. blocks	“	.60	
“ flakes, 250-lb. bbls.	“	.02 3/4	
“ less quantity	“	.03 1/4	
“ Tar Balls, 250-lb. bbls.	“	.02 3/4	
“ less quantity	“	.03	
Castoria, Fletcher's	per doz.	2.80	
“ Pitcher's	“	.85	
Carbonate of Ammonia	per lb.	.11	
Epsom Salts	“	.01 1/2	
Glauber Salts	“	.01 1/2	
Glue, ordinary	“	.09 1/2	
“ white	“	.20	
Gum Arabic	“	.50	
Haarlem Oil	per doz.	.35	
Husband's Magnesia	“	2.85	
Jamaica Ginger, Hires', flasks	“	.90	
Licorice, P. & S., 5c. stick, imported	“	.36	
“ M. & R., 5-lb. boxes	per lb.	.23	
“ “ lozenges, 5-lb. boxes	“	.27	
“ 45, 65, 85, 125, 165, 5-lb. boxes	“	.24	
“ root	“	.11	
Putty, 25-lb. cans	per 100 lbs.	1.60	
“ 50-lb. cans	“	1.55	
Petroleum Jelly, screw top, 5c. size	per doz.	.35	
“ 10c. size	“	.75	
Paris Green, 100-125-lb. kegs	per lb.	.24 1/2	
“ 1/4-lb. packages	“	.29	
“ 1/2-lb. packages	“	.28	
“ 1-lb. packages	“	.27	
Rosin	“	.03 1/2	
Roach Powder, Omega, 4-oz. cans	per gross	.80	
Roachault, 10c. size	per doz.	.80	
Saltpetre, crystal, about 350-lb. bbls.	per lb.	.06 3/4	
“ granulated, about 100-lb. kegs	“	.06 3/4	
Sulphur, flour, 175-lb. bbls.	per 100 lbs.	2.55	
“ 100-lb. bags	“	2.35	
“ less quantity	per lb.	.03 1/2	
Venetian Red	“	.01	
Whiting	“	.02	

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size	1.75
Herb Bitters, 25c. size	1.75
Oil Liniment, 25c. size	1.75
Sarsaparilla, 50c. size	3.50
Worm Syrup, 15c. size	1.20
Horse and Cattle Powder, 15c. size	1.20
Dyspepsia Tablets, 10c. size	.75
Iron Glue, McCormick & Co.—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.75
Triangular Quinine	.80
Quinine Capsules	.75
W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
“ Jr., (Mankind)	9.00
Taroleum, small cans	6.00
“ large cans	16.00
Young's Kidney and Nerve Powders	2.00
“ Fattening and Condition Drops	4.00
“ Colic and Indigestion Cure	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	“	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
“ quarts	“	1.00
“ gallons	each	.30
“ 1/2 bbls.	“	3.50
“ bbls.	“	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	“	2.00
McCord's Magic Medicine, 25c. size	“	2.00
“ 50c. size	“	4.00
McCormick's Tasteless Chili Tonic, 25c. size	“	2.00
“ 50c. size	“	4.00
McCormick's Watermelon Syrup, 50c. size	“	4.00
Reliable Brand Headache Powders, 10c. size	“	.75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size.....	.90
25 c. size.....	2.00
35 c. size.....	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pine- apple, Raspberry, Strawberry, Violet,	
10c. size.....	.85
15c. size.....	1.75
25c. size.....	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla.....	.45
No. 2, Vanilla and Rose.....	.90
No. 2, Lemon and assorted.....	.85
No. 4, “.....	2.00
No. 4, Vanilla.....	2.25
Assorted cases, Nos. 1 and 2.....	10.80
“ Nos. 1, 2 and 4.....	11.80
Bulk.....	pts. qts. ½ gals. gals.
XXX Vanilla.....	1.50 3.00 6.00 12.00
XX Vanilla.....	1.25 2.50 5.00 10.00
X Vanilla.....	1.00 2.00 4.00 8.00
Lemon, Ginger, Winter- green, Cinnamon, Peppermint, Cloves, Celery.....	1.00 1.60 3.00 6.00
Peach, Rose, Apricot, Violet.....	1.50 2.75 5.50 10.00
Orange, Banana, Pine- apple, Almond, Rasp- berry, Pistache, Nut- meg, Mace, Cherry, Strawberry, Fruit.....	1.25 2.25 4.00 7.50
Tea.....	“ “ “ 7.00
Kitchen Queen—	Per doz.
Extract Vanilla, No. 25.....	2.00
“ No. 2X.....	.80
“ No. X.....	.45
Extract Lemon, No. 25.....	1.75
“ No. 2X.....	.80
“ No. X.....	.45
Ingersoll's Flavoring Extracts—	
High Grade Vanilla.....	1.75
“ Lemon.....	1.75
Select Vanilla.....	.85
“ Lemon.....	.85
“ assorted.....	.85
“ small size.....	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz.	1.10
“ Rennet Tablets, 3 doz.	“	.75
Shinn & Kirk's Liquid Rennet	“	1.50
Hanson's Junket Tablets, 3 doz.	“	.73
Union Tablets, 3 doz.	“	.45

CIDER.

Corson's—	Per gal.
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50
“ 2 doz. pts.	4.00
Anchor brand Golden Russet, 1 doz. qts.	3.75
“ 2 doz. pts.	4.25
Mott's brand Golden Russet, 1 doz. qts.	3.75
“ 2 doz. pts.	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75
“ boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25
Spearmint, 20 packs, 100 pieces	.55

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	Per lb.	.07 1/2
Fancy Head, 100-lb. bags	“	.06 1/2
Choice, 100-lb. bags	“	.04 3/4
Prime, 100-lb. bags	“	.04 1/4
Japan, fancy, 100-lb. bags	“	.05 1/4
“ choice, 100-lb. bags	“	.05 1/4
Java, fancy, polished, 100-lb. bags	“	.05 3/4
B. Fischer & Co.—		



Fischer's Choicest Head, 1-lb. pockets	.07 3/4
Queen Quality, ex. fancy head, 1-lb. pockets	.07 1/2
“ “ 3-lb. “	.07 1/4
“ “ 5-lb. “	.07
Coronet, choice head, 1 lb. pockets	.06 1/2
“ “ 3-lb. pockets	.06 1/4
Imperial, choice, Dom. Japan, 1-lb. pockets	.06
“ “ 3-lb. “	.05 3/4
“ “ 5-lb. “	.05 1/4
Extra fancy head, XXXX, 100-lb. bags	.07 3/4
Fancy head, 100-lb. bags	.07
Choice head, 100 lb. bags	.06 1/2
Fancy Java head, 100-lb. bags	.05 3/4
Extra fancy, Patna, 100-lb. bags	.07
Siam, Patna style, 100-lb. bags	.06
Broken, 100-lb. bags	.04 1/4
Fancy Japans, 100-lb. bags	.06
Choice Japans, 100-lb. bags	.05 1/4

SALT.

Worcester—	
Bbls., contain 280 lbs.....	2.50
“ 60 5-lb. bags.....	4.00
“ 22 14 lb. bags.....	3.75
“ 30 10-lb. bags.....	3.75
“ 115 2½-lb. bags.....	4.00
Irish Linen, 250-lb. bags.....	2.50
“ 56-lb. bags.....	.65
“ 28-lb. bags.....	.35
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.....per bbl.	3.00
Pretzel, 280-lb. bbls.....	2.40
“ 180-lb. sacks.....	1.55
Cheese, 280-lb. bbls.....	2.40
Packing, 70-lb. cotton bags.....	.40
“ 140-lb. cotton bags.....	.75
Ivory, dime size, 36 wooden boxes to case.....	2.20
New Ivory, 24 large cartons to case.....	1.50
Agricultural, 200-lb. burlaps.....	.60
Silver Springs, quick-freezing ice cream salt, 30 in bbl.....per bbl.	2.60
Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.	

THERE IS SATISFACTION

In handling a product which you know to be high grade. Gail Borden was the Pioneer in the condensing of Milk. The Borden Products have been Manufactured for 50 years with scrupulous care for those who demand the Best, and you are safe in recommending the Borden Brands as the

STANDARDS OF QUALITY.



PEERLESS

BRAND EVAPORATED

MILK

An Unsweetened Condensed Milk.

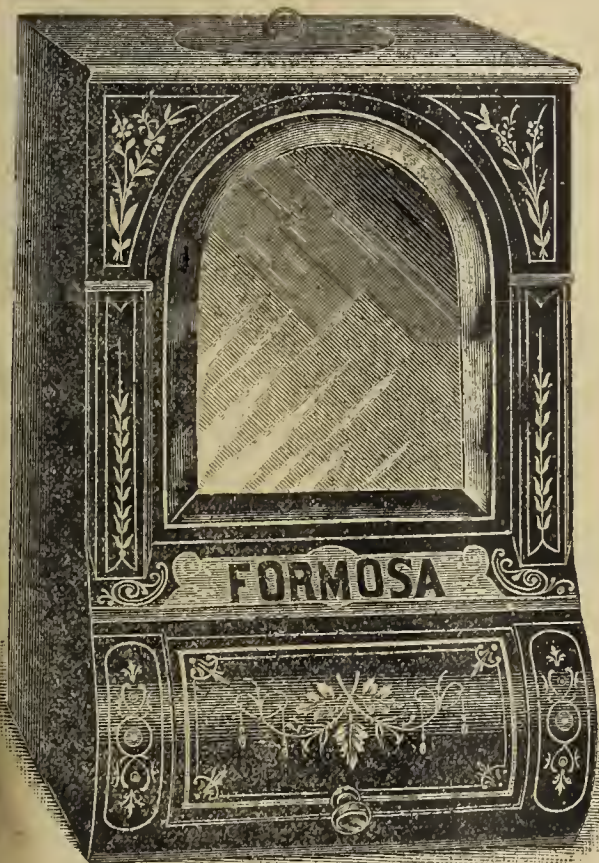
ONE OF THE
BORDEN
STANDARDS.

EST. 1857

BORDEN'S CONDENSED MILK CO.
"LEADERS OF QUALITY."

NEW YORK

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

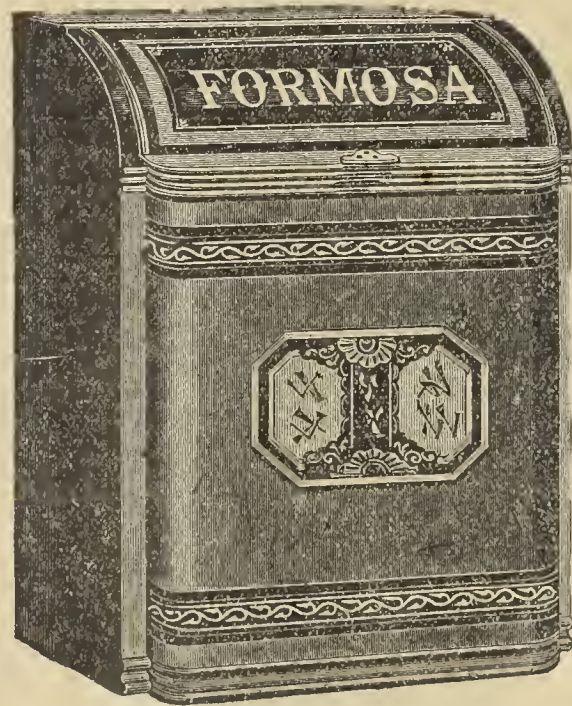


TEA, COFFEE and SPICE

CANISTERS, BINS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. Base Delivery Canisters with revolving doors are the best.

We import Chinese Scenery Paper for Tea-store Decoration



TROEMNER'S SCALES and the
"Star" Coffee Mills, Electric Coffee Mills

WRITE FOR CATALOGUE

MORGAN & CORNELL

211 DUANE ST.
NEW YORK

—29—

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, large	7.50
" " midale.....	4.50
" " small	2.50
Snyder's—	
Chili, No. 1 ^c , 1 doz.	2.35
" No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
" No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz. ....	.37
North of England, No. 8, 2 doz. ....	.82½
Chef, 2 doz. ....	.75

SEEDS.

Canary	Per lb.
" bush, 60-lb.....	.04
Caraway	2.25
Celery .....	.12
Coriander, bleached.....	.09
Flax .....	.05
Heinp .....	.05
" bush 40 lb.....	.04 1/4
Mustard, Brown.....	1.60
Mustard, Yellow.....	.06 1/2
Rape .....	.06
" bush.....	.05 1/2
Poppy, per lb.....	2.50
Sunflower, per lb.....	.10
	.04 1/2

SODA.

Bi-Carb., 112 lbs., kegs.....	keg	1.75
Bi-Carb., bulk, less quantity.....	per lb.	.02½
Babbitt's Soda, ¼ lb. pkgs., 25 lbs.....	"	.05½
Arm & Hammer bd., ¼, 36 lbs.....	"	.05½
" " " lbs., 36 lbs.....	"	.04½
" " " ¼, ½, 36 lbs.....	"	.05½
Saleratus, Babbitt's bd., ¼, 25-tb. bxs.....	"	.05½

SOFT DRINKS.

	Per doz
Root Beer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz.....	.87½
Hires' Ginger Ale, Carbonated, 2 doz.....	.87½
Welch's Grape Juice, case quarts, 1 doz.....	4.50
“ “ “ pints, 2 doz.....	4.75
“ “ “ ½-pints, 3 doz.....	4.25
“ “ “ 3-ounce, 8 doz.....	6.00
“ “ “ ½-gallons, 1 doz.....	8.00
“ “ “ gallons, 6 gal.....	7.50
5 per cent. discount on 5 case lots.	
Clickquot Club Co.—	Per cas
Ginger Ale, extra dry, pints, 2 doz.....	2.10
Sarsaparilla, extra quality, pints, 2 doz.....	2.10
Blood Orange, extra quality, pints, 2 doz.....	2.10
Bitch Beer, extra quality, pints, 2 doz.....	2.10
Lemon Soda, extra quality, 2 doz.....	2.10
Root Beer, extra quality, pints, 2 doz.....	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, $\frac{1}{4}$ gross.....	2.50
Bon Ami, 10-cent size.....	$\frac{1}{4}$ gross 2.50
Electro Silicon, 1 doz.....	per doz. .72
Putz Liquid, large, 3 doz.....	per gross 16.50
“ “ “ 3 doz.....	per doz. 1.45
“ “ small.....	per gross 7.00
“ “ “.....	per doz. .60
Putz Paste, large.....	per doz. .55

SOAP—Laundry.

	Bars.	5 bxs	thn
Acme.....	100	3.50	
Acorn.....	120	2.45	
Ark.....	100	1.75	
American.....	72	2.80	
Bee.....	100	3.90	
Best, Babbitt.....	100	3.45	
Babbitt's New York City.....	60	3.52	
Big Master.....	70	2.90	
Brown.....	60	2.40	
Borax, Dreydoppel.....	40	2.60	
" Pearl, Young & Co.....	40	2.80	
" Day & Frick, Novelty.....	40	2.80	
" Handsome.....	60	2.60	
" Evenson, large.....	40	4.75	
" " small.....	100	3.75	
" Kirkman's.....	100	3.75	
" Red Seal.....	100	3.80	
" Swift's.....	100	4.00	
Circus.....	100	3.50	
Cotton Oil.....	100	5.55	
Coal Oil Johnny.....	100	3.57	
Cyquet.....	100	4.00	
Dobbins' Electric.....	100	4.25	
Dewey.....	100	2.15	
Fairy.....	100	4.00	
Fels-Naptha.....	100	4.00	
Five case lots freight prepaid.....	100	3.95	
Good Morning.....	100	3.85	
Glycerine Tar.....	100	3.75	
Gloss.....	100	3.75	

—30—

Grand Pa's, large.....	50	3.15
“.....	100	3.80
Ivory.....	100	7.00
“ small.....	100	4.00
Lenox.....	100	3.00
Life Buoy.....	50	1.95
“.....	100	3.90
Lautz's Naptha.....	100	3.80
Magic Cleaner.....	100	3.00
Mar-cilles, laundry size.....	100	5.80
“ 5 cent size.....	100	4.00
“ toilet size.....	100	4.00
Mayer's.....	100	3.80
“.....	50	1.90
Miller's Naptha.....	100	3.75
Naptha, Swift's.....	100	3.75
“ P. & G.....	100	3.85
Octagon.....	100	3.90
Old Mill.....	100	3.30
Ozone.....	100	3.75
Oleine, Conway's.....	60	2.35
“ Golden.....	60	2.55
“ Eavenson's.....	60	2.35
“ Kirk's.....	60	2.07 1/2
“ Philadelphia, 60 blocks.....		2.60
“ “ 72 “.....		2.60
“ Pennsylvania.....	60	1.60
“ Procter & Gamble.....	60	3.00
“ Young's Best.....	60	2.80
Pride, Swift's.....	100	3.75
Polo.....	120	2.45
Quaker City, boxes.....	100	2.90
“ tubs.....	150	4.60
Sunlight, oval.....	100	3.85
“ twin bars.....	100	3.95
Santa Claus.....	100	3.10
Saratoga.....	120	2.45
Star.....	100	3.00
Sunny Monday.....	100	4.00
White Cloud.....	100	3.85
Wool Soap, large.....	100	6.75
“ small.....	100	4.00

Toilet Soaps.

Buttermilk Cosmo.....	gross	6.60
“ “ “ “	doz.	.60
“ “ Swift's.....	gross	4.05
Castile, imported, Conti.....	lb.	.13
“ Conti, original boxes	lb.	.11
Cutaneous, Dr. Raub's.....	doz.	.70
Elderflower, large cake.....	gross	4.40
Fleur-de-lis.....	“	4.50
“ “ “ “	doz.	.45
Hearts and Flowers.....	gross	10.25
Maxine Elliott.....	“	8.10
Oatmeal, 3 cakes in box.....	“	3.25
Olive Oil Castile, white, green or mottled, 9 1/4-lb. bars to box.....	lb.	.09
Turkish Bath.....	doz.	.40
Sweetheart, 50 cakes.....	box	1.75
Witch Hazel, 3 cakes, 1/2 gross.....	gross	3.25
“ “ Swift's.....	“	4.05
“ “ Armour's.....	“	3.50

Scouring Soap.

Day & Frick's Flint, 36 bars.....	1.24
Young's, 48 bars.....	1.80
Brooks' Crystal, 100 bars.....	3.20
Philadelphia Standard, 60 bars.....	
Sapolio, 36 bars.....	2.25
" Hand, 36 bars.....	2.25
Wrigley's, 100 bars.....	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars.....	2.35

Soap Powder.

	Per ca
Pearline, 36 packages.....	2.70
“ 72 “.....	2.70
“ 100 “.....	2.65
Soapine, No. 7, 100 packs.....	2.37
“ No. 12, 100 “.....	3.90
“ No. 17, 36 “.....	2.42
Babbitt's 1776 Powder, 100 6-oz.....	2.25
Finola, 100 packages.....	3.25
Gold Dust, Fairbank's, 100 12-oz. packages....	4.00
“ 24 4-lb. “.....	4.50
Naptha Borax, 100 packages, large.....	4.75
“ 100 5-cent packages.....	3.75
Kirkoline, white, 24 large packs.....	3.55
“ 100 12-oz. packages.....	3.35
Young's Pearl Borax, 60 1-lb packages.....	3.55
Snow Boy Washing Powder, 24 4s.....	4.00
“ “ 50 2s.....	4.00
“ “ 100 1s.....	4.00
Nine O'clock Tea, 100 packages.....	3.15
I-V Washing Tablets, 3 doz.....per doz.	.43
Swift's Washing Powder, 100 1s.....	3.85
“ “ 24 4s.....	3.85
Pennywash, 1 gross and 144 1-cent cakes free..	10.25
Powerine, 100 packages.....	3.75
Old Dutch Cleanser, 48 packages.....	3.25

SPECIALTIES.

Anker's Bouillon Capsules.....	3.00
--------------------------------	------

PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.....	per doz. .40
Dime size, 2 and 4 doz.....	“ “ .40
1/4-lb. net, tins, 2 and 4 doz.....	“ “ 1.00
1/2-lb. net, tins, 2 doz.....	“ “ 1.90
1-lb. net, tins, 1 doz.....	“ “ 3.70
6 lb. cans, full weight.....	per lb. .20
10 lb. cans, full weight.....	“ “ .20
Coleman's Mustard, D. S. F.—	
1-lb. tins.....	per doz. 5.40
1/2-lb. “.....	“ “ 2.70
3/4-lb. “.....	“ “ 1.40
1/4-lb. “.....	“ “ .90
18-lb. kegs.....	“ “ .90

—31—

	Bbbs.	Boxes.	Cans.
Pepper—			
Black, High Grade.....	.14	.15	.17
Black, Low Grade.....	.10	.11	.13
White, High Grade.....		.28	.30
White, Low Grade.....		.17	.19
Red, High Grade.....		.21	.23
Red, Low Grade.....		.16	.18
Cinnamon—			
High Grade.....	.22	.23	.25
Low Grade.....	.13	.14	.16
Cloves—			
High Grade.....	.22	.23	.25
Low Grade.....	.17	.18	.20
Allspice—			
High Grade.....	.11½	.12½	.14½
Ginger—			
High Grade.....	.25½	.26½	.28½
Low Grade.....	.12	.13	.15
Mace—			
High Grade.....		.75	.77
Nutmegs—			
High Grade.....		.30	.32
Mustard—			
Yellow, High Grade.....	.19	.20	.22
Yellow, Low Grade.....	.14	.15	.17
Brown, High Grade.....	.14	.15	.17
McCormick & Co.—			Per doz.
Bee Brand—Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice.....		¼-lb.	.40
		½-lb.	.75
Banquet Brand—Mustard, Cinnamon, Pe- pper, Cloves, Ginger, Allspice.....		¼-lb.	.40
		½-lb.	.75

Mustard—Prepared.

	Per doz
Campbell's, jar, 2 doz.....	.87½
Gulden's, No. 6, with spoon, 2 doz.....	.95
" " 20, " ".....	.88
Beer Mug, fancy, large size, 2 doz.....	.65
Lemonade Glass, tall, 2 doz.....	.75
Horseradish and Mustard, No. 8, with spoon, 2 doz.....	.90
Milk Jar, glass top, 2 doz.....	.85
Water Tumblers, glass, No. 10, 4 doz.....	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black.....	.07½
Allspice.....	.06
Cloves.....	.11½
Mace.....	.48
Nutmegs, large.....	.16
medium.....	.12½
Cinnamon Bark, Canton.....	.12
" Java Thin Quills, 5-lb. rolls..	.30
" Saigon.....	.79
Whole Mixed Spices, bulk, 6-lb. boxes.....	.10
Green Ginger Root.....	.05

CORN STARCH.

Davis, 48 5-cent packages.....	per case	1.80
" 36 10-cent ".....	"	2.70
Duray's, 40-lb., 1-lb. packages.....		.07
" 20-lb., ".....		.07
Niagara, 40 lb., ".....		.05
Cream, 48-lb., ".....		3.45
King-ford's, 40 lb., ".....		.06
" 20 lb., ".....		.06

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb boxes.....	.04
" Patent Gloss, crates, 12 6 lb. wd. bxs. ....	.06
" Linen Gloss, 3-lb. cartons.....	.05
Kingsford's, Pure, 3 lb. cartons.....	.06
" Pure Gloss, lb. packages.....	.06
" Silver Gloss, 12 6-lb. wd. bxs.....	.07
Duryea's, Superior, 3-lb. cartons.....	.06
" Satin Gloss, lb. packages.....	.07
" Superior B, bulk.....	.04
" Satin Gloss, crates, 12 6 lb. wd. bxs. ....	.07
Niagara, laundry, 50 lb. bulk.....	.04
" 1-lb. packages, 48 lbs.....	.05
" 3-lb. cartons, 48 lbs.....	.05
" 6-lb. boxes.....	.06
Celluloid, 64 10-cent packages.....	4.30
" 64 5-cent ".....	2.20
Elastic, 64 10-cent packages.....	5.00
" 64 5-cent ".....	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages.....	.08
Starch Polish, 20 cakes.....	.50

STOVE POLISH.

Enameline Paste, small, 1/4-gross.....	4.00
“ “ large, “	7.00
“ Liquid, large, “	6.65
“ “ small, “	4.90

—32—

Electric Paste, $\frac{1}{2}$ -gross boxes.....	4.20
Magic Paste, $\frac{1}{4}$ -gross boxes.....	4.75
Parlor Pride, large size.....	per doz. .87
“ “ “.....	per gross 10.25
“ “ small size.....	per doz. .70
Climax Enamel, $\frac{1}{4}$ -gross.....	per gross 9.40
Black Jack, $\frac{1}{8}$ -gross.....	“ 7.00
Rising Sun.....	“ 5.75
Sun Paste, 5-cent size.....	4.50
“ “ 10-cent size.....	“ 7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of $\frac{1}{4}$ gross.....	1.25
Per box of $\frac{1}{2}$ gross.....	2.50
14 dozen to gross.....	5.00
10-cent size, No. 10, per box of $\frac{1}{4}$ gross.....	2.25
Per box of $\frac{1}{2}$ gross.....	4.50
Per gross.....	9.00
F. F. Dalley Co.—	
2-in-1, smaller size.....	per doz. .75
2 in-1, large size.....	“ 1.75

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round.....	per pkge.	.04
Excelsior, 24 packs.....	"	.05
McAllister, 36 packs.....	"	.05
Rosensteins, 1-lb. pkgs., 2 doz.....	per lb.	.05
Bird Gravel—		
Bird Food Co., Red, pints, 3 doz. ..	per doz.	.35
Red, quarts, 3 doz.....	"	.70
Silver, pints, 3 doz.....	"	.35
" quarts, 3 doz.....	"	.70
Bath Brick, 25 bricks.....	per box	.60
Toothpicks, Eureka, 100 boxes.....	case	1.85
" Perfection, 2 doz.....	per doz.	.42
Royal Glue, 1 doz.....	"	.80
Paist's Glue, 1 doz.....	"	.40
Carpet Tacks, Wooden Keg, ½-gross case, assorted, 6, 8, 10s.....	per case	.90
Carpet Tacks, Silver Steel, 4-oz.....	per doz.	.06
6-oz.....	"	.06
8-oz.....	"	.07
10-oz.....	"	.08
12-oz.....	"	.09
Matting Tacks—		
No. 10, steel.....	per doz.	.10
No. 11, ".....	"	.10
No. 12, ".....	"	.13
G. B. Weiss & Son—		
Sole leather, No. 1.....		.25
" No. 2.....		.23
" No. 3.....		.21
Cut Sole Leather, cut into taps, 6 ins. high.....		1.50
" " " 5½ " ...		1.48
" " " 5 " ...		1.42
" " " 4½ " ...		1.25
" " " 4 " ...		1.18
" " " 3½ " ...		1.05
" " " 3 " ...		.90
Fly Ribbon.....	per gross	4.80
Fly Paper, Tanglefoot.....	per case	2.20
" Sticky, 10 cartons.....		3.00
Sticktite Fly Paper, 100.....	per case	2.35
" " 10 cartons .....		.90
Wax, White and Yellow.....	per lb.	.30

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.....	per lb.	..08
“ Clotheslines, 50-ft. hanks.....	doz.	..73
Cleveland, extra fine cotton twine.....	per lb.	..13
Orange Brand, fine cotton twine.....	“	..10
Texas Medium, cotton twine.....	“	..10
Cotton Candle Wick.....	“	..20
Colored Twine, 8 balls to box., lb. to bx.	“	..23
Fine Hemp Twine, 8 balls to lb. in 5-lb. bunches.....	“	..20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	per lb.	..10
Best Jute Rope, 16 yds. to lb.....	“	..07
Best Jute Plow Line, 8 yds. to lb.....	“	..07
Jute Clotheslines, 90 ft. to hank.....	per doz.	1.60
“ 108 ft. to hank.....	“	1.70

SYRUP AND MOLASSES.

N. O. Molasses.

Extra Fancy, No. 668.....	4
“ No. 707.....	4
Fancy, No. 670.....	3
Strictly Choice, No. 675.....	4
Choice, No. 664.....	3
Good, No. 679.....	2
Cane Juice, No. 683.....	4
Black Strap.....	4
B. H. F., Horse Food Molasses.....	1

Refined N. O. Compound.

Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid.....	3
Gold Mine, in bbis.....	3
Fancy, No. 104.....	3
Fancy, No. 105.....	2
Prime, No. 102.....	2

"As Good as the 'J. M.'"



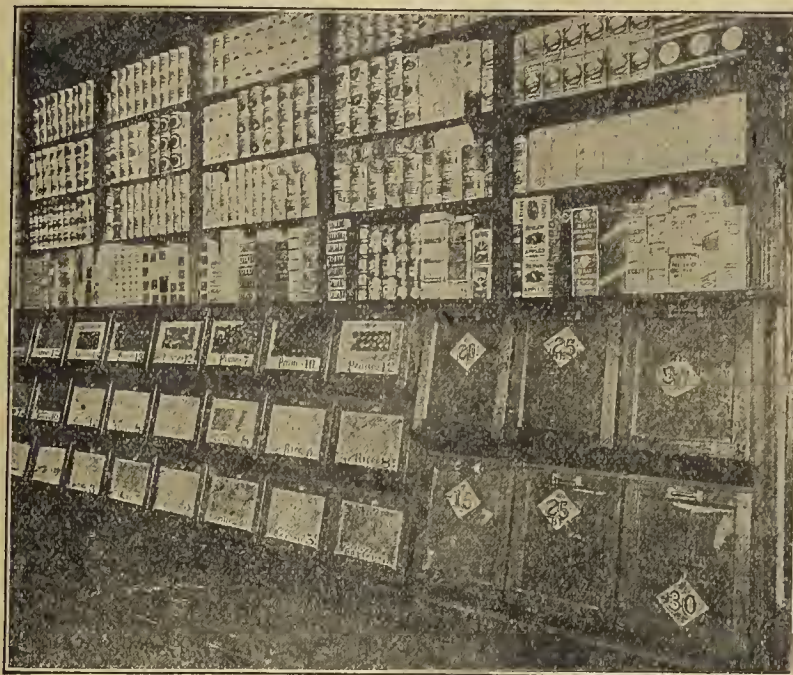
No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

"Show All-Sell All"



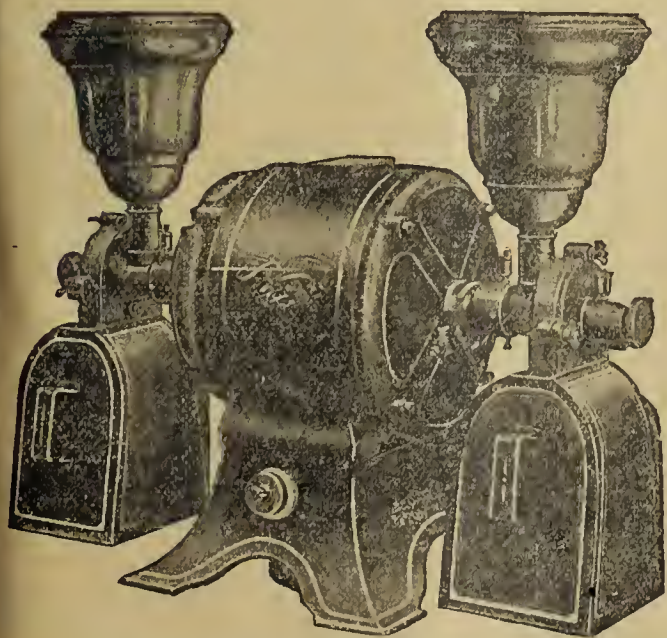
This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

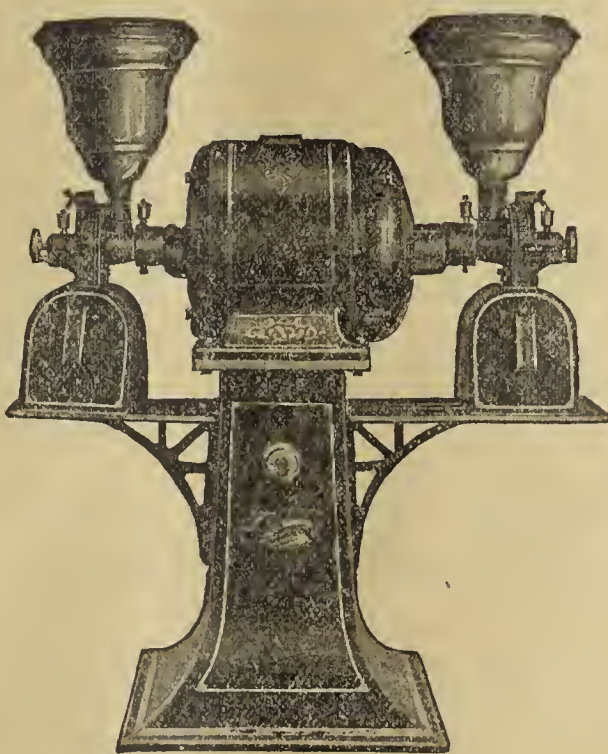
18 to 24 S. Seventh St., Philadelphia, Pa.

HENRY TROEMNER'S Electric Coffee Mills

ARE THE FAVORITE MILLS
SAVING DOLLARS AND LABOR
THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER
PHILADELPHIA, PA., U. S. A.

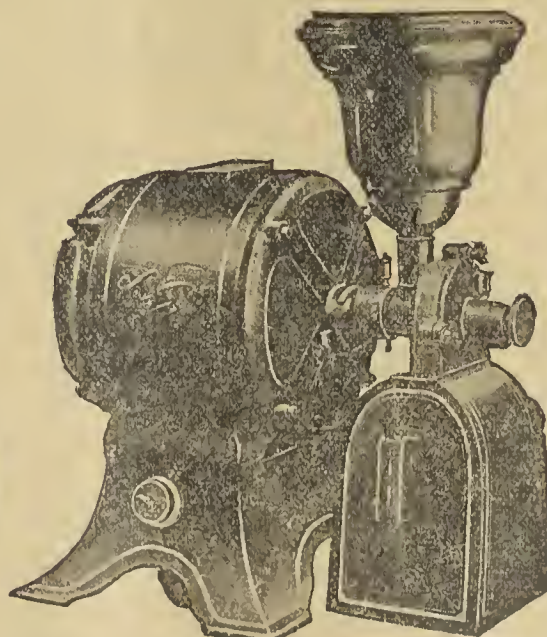
No. 911 ARCH STREET

ESTABLISHED 1840

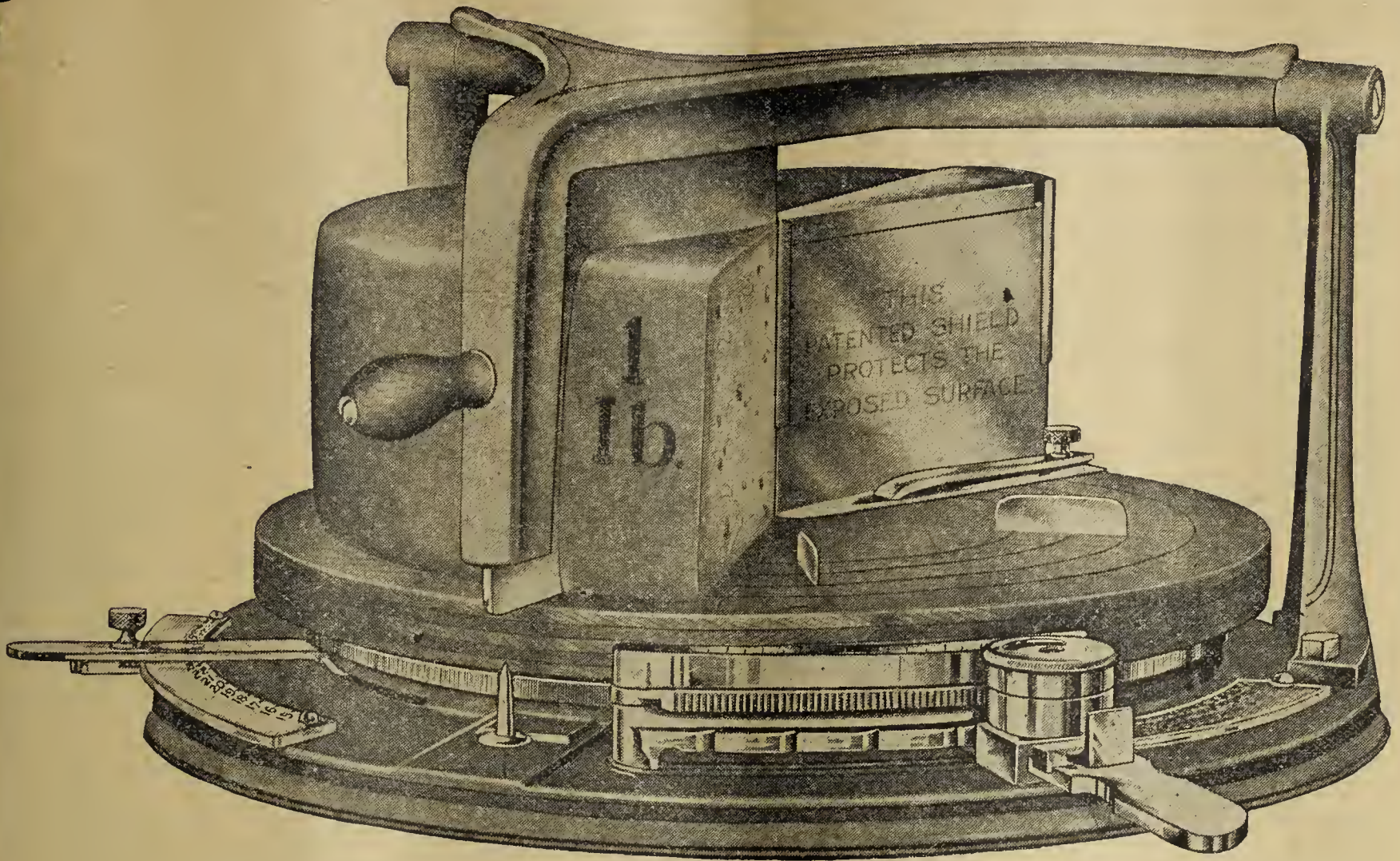
Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL



The Dayton Templeton Cheese Cutter at \$20.00

DO YOU KNOW THE DIFFERENCE BETWEEN STOVE IRON
AND PRESSED STEEL?

Of course you do, and perhaps it's our fault in carelessly withholding from you the fact that our Cheese Cutters are not built like the other fellow's.

Did anyone ever mention the fact to you that Dayton Templeton Cheese Cutters are made of pressed steel—the entire sub-base stamped right out of extra heavy steel plate? We'll venture to say they never did! May be you have one on your counter and know now for the first time just what a meritorious article you invested in. Did anyone ever point out to you that the Dayton Templeton Cheese Cutter will cut to weight in ounces and any fraction of a pound; or in money value by cents' worth, five cents' worth, ten cents' worth, and estimate the total selling value of your cheese?

Did anyone ever point out to you that cheese constantly displayed on a handsome cutter, sells twice as fast as a cheese hidden under a rancid cheese box?

Did anyone ever point out to you the advantages of selling cheese on a machine that cuts exactly what the customer asks for, and prevents errors in weighing and wrong valuations given cuttings by careless and thoughtless clerks?

Did anyone ever show you how we keep off the nibblers? If they haven't done so, maybe it's our fault in keeping this information from you. Now let us say in conclusion, if you are the keen and far-sighted business man we think you are, adopt this little motto—have a sign painter put it over your office desk:

"Get the habit of wanting the Best to be had at the price you pay—it's a part of the policy of every successful man."

Sold under a one-year guarantee.

THE COMPUTING SCALE COMPANY, DAYTON, OHIO

Libby's



Condensed
AND
Evaporated

Milk



Grocers Attention!

Dealers who induce the people to use **Libby's Condensed and Evaporated Milks** actually perform a valuable public service and at the same time add permanent and profitable volume to their regular business.

There are undisputable reasons why these products are a great public benefit, and the day has arrived when people are appreciating the necessity and value of using **absolutely pure milk**.

Located in the heart of the world's best dairy district at Morrison, Illinois, is the Libby Milk Plant, equipped throughout with the most sanitary milk handling utensils known to science. The entire milk supply comes from dairy farmers nearby, whose herds are all under the strictest supervision of our own experts.



The Production of Libby's Milks

Greatest care is taken with the cows, barns, dairies, etc. The Libby inspectors regularly visit each dairy and every farmer is required to constantly maintain the highest standard of cleanliness and healthfulness. Even the feeding is on a scientific basis, and no milk is accepted that does not pass the severest

Libby's Evaporated Milk

Unsweetened—Sterilized

Libby's Evaporated Milk is whole, unskimmed milk. It is nothing but pure, rich milk, sterilized and reduced by evaporation of the water and consequently increased in richness and food value.

These, like all the Libby Food Products, meet ready sale when carried in stock.

test as to quality, butter fat, nutrients and in every other particular. This supply of milk, coming as it does from such a well regulated source and the best dairy animals, is bound to be of **full food value** and of even quality without variation. This milk supply forms the basis of Libby's entire milk products.

Libby's Condensed Milk

Sweetened

Without question **Libby's Condensed Milk** is a product of great merit. It is identical with Libby's Evaporated Milk with the exception that it is sweetened with pure confectioner's sugar.

Libby, McNeill & Libby

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLVI.

PHILADELPHIA AND NEW YORK, OCTOBER 5, 1908.

No. 14.

Contents.

	PAGE
New View of Blended Coffee Under Food Law.....	6
National President Says Western Jobbers Don't Protect Retailers.....	6
Box Displacing Barrel in Foreign Apple Trade.....	6
Selling Meat in 1821.....	7
Legal Status of Peppermint Essence.....	8
Among the Trade.....	9
What New Hampshire Thinks of Farwell & Rhines' Flour.....	9
Editorial.....	10
Practical and Useful.	
Calamity Howling.	
Wiley Amuck.	
To Grocers of Maryland, Virginia, North and South Carolina.....	10
Tomato Market Sharply Declines.....	10
Legal Department.....	11
Two-Minute Sermons for the Retail Grocer.....	13
The New York Letter.....	14
As to Marking Retail Packages.....	15
The Grocery Markets.....	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Market Notes.....	18
Little Items of Pennsylvania Organization News.....	18
Pennsylvania News Items.....	18
The Science of Advertising.....	19
Good Ideas for a Brisk Fall-Winter Business.....	20
The Stroller's Column (Contributed).....	22
Breaking the Lines.	
Window Dressing for Grocers.....	27
Leached Flour Hearing Postponed.....	27
Selling Talks With Grocery Clerks.....	28
Correspondence.....	30
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	27
Anker's Bouillon Capsules.....	21
American Can Co.....	9
American Slicing Machine Co.....	13
Arbuckle Bros.....	Cover 3
Armour & Co.....	11
Atmore & Son.....	45
Babbitt, B. T.....	50
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	9
Barber & Perkins.....	8
Beardsley's Sons, J. W.....	47
Bell & Sons, Samuel.....	41
Bishop, R. W.....	27
Blooker's Cocoa.....	31
Bower & Co., John.....	45
Bradshaw Company.....	50
Brown & Co., P. F.....	20
Brown Manufacturing Co., Ltd., The.....	41
Buckley, Elton J.....	6
Bucknam & Vanderpoel Co.....	41
Burk, Louis.....	15
Cauchois & Co., F. A.....	47
Ceylon Tea.....	43
Computing Scale Co., The.....	3
Croft & Allen Co.....	41
Daetwyler & Co., R.....	32

	PAGE
Eby Co., The Frank C.....	39
Egg-O-See Cereal Co.....	43
Electro-Silicon Co., The.....	37
Enterprise Mfg. Co. of Pa., The.....	14
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	21
Fell Manufacturing Co., E. C.....	Cover 2
Fischer & Co., B.....	37
Fleischmann's Yeast.....	12
Fly Ribbon Mfg. Co., The.....	29
Forbes, J. P.....	32
Franklin Sugar Refining Co.....	Cover 1
Freihofer Vienna Baking Company.....	41
Frye & Co., Jed.....	27
Fulton & Walker Co.....	49
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	9
Grocers' Printing Co.....	27
Heinz Company, H. J.....	13
Hires Condensed Milk Co.....	Cover 4
Indexed Coupon Books.....	32
Iroquois Canning Co.....	47
Kingsbury, H. P. D.....	16
Kirk, Foster & Co.....	22
Knight Cooking Extract Co.....	45
Lamson Consolidated Store Service Co.,	39
Lautz Bros. & Co.....	19
Libby, McNeill & Libby.....	4
Lindsley J. V., & Company.....	Cover 2

	PAGE
Lititz Bretzel Co.....	27
McCahan Sugar Refining Co., The W. J.,	Cover 3
Millbourne Mills.....	21
Moore & Co., E. B.....	43
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	12
Ohio Match Sales Company.....	39
Philadelphia Electric Co., The.....	12
Piqua Bracket Co.....	Cover 2
Postum-Cereal Co., Ltd.....	7
Pressing & Orr Co., The.....	Cover 2
Quaker City Preserve Co.....	27
Ritter Conserve Co., Phillip J.....	16
Royal Specialty Co.....	21
Sauer Co., C. F.....	Cover 4
Shinn & Kirk.....	39
Swift & Co.....	45
Swift & Co., Gloucester, Mass.....	12
Troemner, Henry.....	49
United Store Service and Tube Co.....	50
Van Camp Packing Co.....	Cover 3
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Welles & Davis Mfg. Co., The.....	39
Wheatena Company, The.....	19
Wilde's Sons Co., Samuel.....	20
Williams Bros. Co., The.....	47
Young & Co., Chas. W.....	21
Zipp Manufacturing Co.....	37

New View of Blended Coffee Under Food Law

The Status of Preponderating Ingredients and the Effect they have Upon the Arrangement of the Label. Discussion of a Specific Case.

The matter communicated by the following letter concerns a topic of such general trade interest that it is taken out of the Legal Department, where it belongs, and given this greater prominence:—

Carlisle, Pa., Sept. 25, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Send you by this mail a sample of coffee and wrapper from which it was taken.

Will thank you in advance to advise if we can sell same with safety under the Pure Food Law, and oblige,

Yours truly,
P. W. WENK.

The above correspondent sent an empty pasteboard carton. So much of the label as shows the arrangement of the brand is reproduced below:—

DUTCH JAVA
AND
SANTOS
BLEND
Fancy Roasted
COFFEE

The use of large type for "Dutch Java" and small for "Santos" implies that the preponderating ingredient is Java coffee; in fact the above arrangement would probably be held by any court as a direct representation to that effect. If this representation is true, in other words, if a major part of this coffee is Java, then the label is legal. If on the other hand the major part is Santos or some other coffee other than Java, then the label is not legal, and an action for misbranding would lie against any person who sold it.

The sample of the coffee sent by the correspondent has been submitted to an expert coffee judge, who looked at it carefully. It is extremely difficult, as often explained, to detect varieties of roasted coffee, but this expert's best opinion was that the preponderating ingredient of this blend was not Java. He did not give this as an authoritative state-

ment; neither does the "Grocery World and General Merchant." it is offered merely as an opinion. The expert thought he detected a third coffee which was neither Java nor Santos.

National President Says Western Jobbers Don't Protect Retailers.

Writes that Trade is Disturbed Over the Fact that They Sell Saloons at Price They Charge Retailers. National Secretary Favors Bulk Rather than Package Goods, Because More Profitable.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio,

October 1, 1908.

President C. J. Kramer contributes the following:—

In Mr. Van Hoose's address before the Southern Wholesale Grocers' Association, he says in part: "In the exercise of these rights he (the jobber) should insist upon as well as aid the manufacturer in reaching a decision as to whether he wishes to sell to the wholesaler or the retailer, either one or the other, not to both,"—and in behalf of the retailers the jobbers should make up their minds whether they are going to sell the retailer and consumer or the retailer alone. A jobber who sells circuses, saloons and small restaurants, I do not think has a right to buy goods any cheaper than the large retailer who is entitled to that business, and in our part of the country this is causing more friction than anything else. Some of our wholesalers here who are on the jobbing list will sell a saloon a box of crackers and a cheese at the same price they charge a retailer, and instead of getting closer together it looks to me as if we are getting further apart.

In a recent issue I called the attention of the retail grocers of the United States to the system of credits and the new methods which must be devised along these lines to carry on a profitable business.

In looking over the goods in a store, my attention is particularly called at this time to the amount of package goods sold, the restricted profit on the goods, and the necessary expense of distribution.

Going into a large department store with the object of investigating the method in vogue in the

grocery department, I find that very few, if any, package goods are being urged upon the trade, but bulk goods are displayed liberally with the price plainly marked and every effort made to distribute the goods, which I knew had a larger profit.

In the early days, before package goods became prominent, the retailer considered this one of the profitable parts of the business, but it is a well-known fact that many retailers have entirely eliminated the bulk cracker and has used his influence in behalf of the distribution of package goods.

It is very often thought that bulk goods distributed in these department stores were sold at a very close margin, but as a rule this is not so. As far as I was able to learn from both purchase and observation, they were deriving at least 5 per cent. more than the average package goods would allow, and I am sure that with a little study this condition of things can be changed. That the grocer can again bring back to his business all lines of goods that will make it an object to him to put both time and energy into the sale thereof.

There are some arguments advanced by package goods manufacturers. It is claimed that they are more cleanly and sanitary, which may be true to a certain extent, but bulk goods can be kept in fully as sanitary a condition and displayed to the consumer to advantage.

I have heard many say, and in fact have experienced something along the same line, that some years ago the retailer could buy so many barrels of crackers at a time, while now they buy but a dozen or two dozen packages as the case may be.

There is every reason to believe that this is the result of displacing bulk goods with package goods. The consumers before purchasing like to see and taste and feel that which they buy. This I have demonstrated many times by taking a bulk can of goods, letting the consumer have a sample, and always selling a quantity. Try in turn the same method with a package, only that you cannot give to the consumer a sample, and they may handle the package and look at the paper, but the chances are the purchase is not forthcoming.

Let those who have any doubt about the logic of this letter give it a fair trial, and they will be surprised with the success of the venture, and I sincerely believe that it will be but a short time before they can buy crackers in five or ten-barrel lots, getting not only a good price from the manufacturer, but a liberal discount on quantity.

JOHN A. GREEN,
National Secretary

Box Displacing Barrel in Foreign Apple Trade.

Increasing Popularity of Box Apples as Against Barrels Noticeable in Foreign as Well as Domestic Trade.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

October 1, 1908.

Writing from Plymouth, Conn. Joseph G. Stephens says that English retailers of fruit have recently taken to advertising their products, with the result that the demand and sales have largely increased. This fact is especially true of the Westcountry Blenheim orange pippin, of which from 15,000 to 20,000 packages are sold in the large cities during the winter season at fancy prices. In this connection the French shippers have made a good reputation for their Lady apple, but as yet no effort has been put forth to advertise in the same manner the fruit of the United States. If the packing, distribution and advertising of American apples were conducted on right lines the present market could easily be doubled. The sale of apples from the United States averages from about 8,000 to 10,000 barrels per season in the two counties of Devon and Cornwall alone. It has been suggested by a local writer that apples should be specially packed in attractive packages; in bushel, half-bushel, and quarter-bushel boxes, each made up of uniform sized fruit. The finest fruit should be packed

ELTON J. BUCKLEY

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**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

in uniform sized one-layer boxes. This style would preserve the fruit from injury and at the same time assist in creating a demand at higher figures.

The direct importation of apples from the United States to England is again on the upgrade. In 1906 there were 38,041 packages received, but in 1907 the figure was 47,832 packages, of which no fewer than 18,809 were received in December.

Apple shippers in most importing centres are interested in the growing popularity of the bushel box for the distribution of apples in the British markets. Last year the Canadian exporters dispatched large parcels of fruit in 40-pound boxes. The opposition to the handy box is giving way, for the fruiterers especially have shown a distinct preference for it against the cumbersome 3-bushel barrel. Thousands of boxes of Canadian Greenings and Baldwins are disposed of. Next season the apple box business will be increased five-fold at least. One of the Canadian exporters interested in the new package states that the time is not far dis-

tant when 50 per cent. of the Canadian apples shipped to the United Kingdom will arrive in 40-pound boxes. Hull buyers speak highly of the apple box, and the increasing demand and prices prove that it will be used on a more extensive scale in coming seasons. The Tasmanian, Australian and Canadian apple exporters highly favor the bushel box.
HOLT.

Selling Meat in 1821.

Mr. Louis Burk, Well-known Pork Packer, Resurrects and Reprints Unique Business Announcement of Philadelphia Butcher in Early Part of Nineteenth Century.

A curious illustration of one ancient way of exploiting and selling meats in Philadelphia has been published in pamphlet form by Louis Burk, the well-known Philadelphia pork packer, as commemoration of Founders' Week. It is a reproduction of an announcement made by William White, evidently a well-known "victualler" of 1821, and is reproduced in part below. The date is March 5, 1821:—

William White, victualler, has the satisfaction to announce to the public that, on the 8th day of March next, assisted by his brother victuallers of the city and county of Philadelphia, he will make an exhibition of cattle, sheep and other animals, which for numbers and excellence he presumes has never been surpassed in any country. The following is an enumeration of the various animals to be exhibited on the occasion, viz.:—

24 head of cattle, fed by Louis Clappier, Esq.

4 head of cattle, fed by William White.

4 head of cattle, fed by Peter Wager.

4 head of cattle, fed by George Sheaff.

2 head of cattle, fed by Henry Boraef.

2 head of cattle, fed by Major Pissant.

2 head of cattle, fed by Samuel Painter.

1 head of cattle, fed by Phillip Lowry.

1 Bakewell wether, fed by William Bradley.

8 Bakewell wethers, fed by Aaron Clement.

10 Bakewell wethers, fed by Samuel West.

4 bears, fed by William White.

3 deer, fed by William White.

10 kids, fed by William White.

1 hog, fed by Lewis Williamson.

1 hog, fed by Enoch Moore.

6 hogs, fed by other persons.

This great show of stock, amounting in all to eighty-seven head of superior bred animals, may be viewed at the drove yard of Mr. B. Graves, on Sixth street, above Callowhill street, on the 8th, 9th, 10th and 11th inst.; and on the 13th and 14th, at

William White's Slaughter House, No. 449 North Front street.

On Friday, the 16th inst., this superior lot of meat will be offered for sale at stalls Nos. 10, 12, 14, 16, 18, 20 and 22, for the beef and mutton, and for other things five adjoining stalls are appropriated.

On this occasion, which is deemed highly interesting and honorable to the character of the State of Pennsylvania for the improvement of the breeds of domestic animals, and equally important to its agricultural concerns, it is intended to have a public procession, which will take place on the 15th inst.

ORDER OF THE PROCESSION.

Form on Green street, with the right on Fourth street, proceed down Fourth to Callowhill street, down Callowhill to Second, down Second to Pine, down Pine to Front, down Front to Catherine, up Catherine to Second, up Second to South, up South to Third, up Third to Spruce, up Spruce to Tenth, up Tenth to Walnut, up Walnut to Eleventh, up Eleventh to Chestnut, down Chestnut to Fourth, up Fourth to Arch, up Arch to Eleventh, down Eleventh to Market, down Market to the stalls near Second street.

The whole of this splendid lot of meats will be offered for sale the following day at moderate prices, as it is desirable that it should all be disposed of in one day.

The procession moved in the following order, viz.: the butchers mounted on fine horses, dressed in white frocks and sashes, numbered over 200 men. Then followed the different trades working on carriage platforms, at their peculiar business. Then followed 200 butchers' carts, each carrying a portion of the meats. The carts were driven by boys with

Merit, and Advertising

Post Toasties

Makes 'Em Move Lively

Merchants run no risk in buying POST TOASTIES.

POST TOASTIES represent the acme of perfection of all corn foods and we back it with a guarantee of sale.

"THE TASTE LINGERS."

POSTUM CEREAL CO., Ltd., Battle Creek, Mich., U. S. A.

white frocks, ornamented with artificial flowers and gay ribbons. The harness of the horses was also ornamented with flags and flowers, etc. The procession was accompanied by a number of bands of music and was considered to be one of the most imposing public displays ever witnessed in this city, it was estimated to be over two miles in length on the streets.

The above is the fair and just enumeration of meat killed by William White, victualler, assisted by his brother victuallers, and exhibited in the Philadelphia Market on the 16th day of March, 1821. The sale of this great stock of meat, in the space of fourteen hours, affords a strong proof of the spirit of encouragement which prevails in the citizens of Philadelphia and the adjoining neighborhood, and constitutes a remarkable instance of a praiseworthy enterprise on the part of Mr. White, who takes this opportunity to offer his thanks to the public in general for their liberal patronage on the above occasion, and also to make his acknowledgments to his brother victuallers for their zealous and friendly services rendered him on this occasion.

AMONG THE TRADE.

The "Grocery World and General Merchant" acknowledges a very pleasant call from Mr. R. A. Badger, secretary of Curtice Bros., of Rochester, N. Y. Mr. Badger is far better posted on food law matters than the average attorney.

Legal Status of Peppermint Essence

Grocers Cannot Legally Sell it for Medicinal Purposes Unless it is Ten Per Cent. Strength, which Very Little Peppermint is. Can Keep Clear of the Pharmacy Law by Selling "for Culinary Purposes Only."

Much confusion has arisen throughout Pennsylvania as to the legal status of essence or extract of peppermint under the various food and drug laws that govern it.

In Pennsylvania essence of peppermint is subject to the pure drug law of 1897, which requires that it shall conform with the standard of strength set by the United States Pharmacopoeia. This is 10 per cent. of peppermint oil. As a matter of fact, while this strength would be all right for medicinal purposes, it would be much too strong for culinary uses, and practically none of the peppermint sold for that purpose is anywhere near that strong.

There is also another standard set for peppermint, and that is the 3 per cent. standard set by the United States Secretary of Agri-

culture. This is about the proper culinary strength, although many brands show 5 per cent. strength.

In order to avoid all possible confusion under these two standards the authorities have decided to require only a 3 per cent. strength for peppermint intended for culinary purposes, while the full 10 per cent. strength will be required for peppermint intended for medicine. This means that retailers selling ordinary peppermint essence, showing 3 to 5 per cent. strength—anything less than 10 per cent. in fact—should see either that the label states "For culinary purposes only," or that a statement to that effect is made to the buyer. In some cases samples of peppermint have been bought of Pennsylvania retailers recently by representatives of the State Pharmacy Board, who have

stated when they bought that it was for medicinal purposes. The grocer, suspecting nothing, has replied that his peppermint was suitable for that purpose, and at once he became liable under the pharmacy law. The druggists are always delighted to catch grocers on the sale of things that they think belong to drug stores, and the retailer should therefore be particularly careful on this point.

Key West Cigars Must Come from Key West.

The latest example of a praiseworthy campaign is the war now being waged by the Key West Cigar Manufacturers' Association against the use of the name "Key West" on cigars not made in that Florida city. The forty years of reputation and popularity of Key West cigars have proven too strong a temptation to a host of manufacturers and dealers, with the result that throughout the country the name "Key West" has been used as a talisman to effect the fraudulent sale and substitution of cigars and weeds of all kinds in place of the genuine Key West product until the matter has

FOUNDERS

Anybody who is, or has been a **real founder** of something good, is being honored in *Philadelphia* this week.



We are the **real founders** of the **CASH-No-Traveling Salesman** system of conducting the Wholesale Grocery Business in the United States

WE ARE PLEASED TO BE HONORED WITH YOUR PATRONAGE

CRANBERRIES

Fancy, absolutely sound, dark colored, good size
Cape Cod Cranberries, in full 100-quart bbls., per bbl., \$6.90
These are fine stock and the best bargain you will find anywhere in fancy Cape Cod Cranberries.

National Cream Chocolate Drops, 30-lb. pails per lb., .09
5 or 10-pail lots per lb., .08½

New 000000 Lentils, bags about 110 lbs. per lb., .03½
5 or 10-bag lots per lb., .03¼

NEW CAL. LIMA BEANS

Bags about 80 lbs. per lb., .05¼
5 or 10-bag lots per lb., .05½

NEW BUCKWHEAT FLOUR

Absolutely pure goods, 125-lb. bags per 100 lbs., 3.40

Extra Fancy Very White, Very Fat Irish Mackerel, 420 to 460 fish per bbl., 14.75

This is the same lot of Mackerel we called attention to last week. They are the finest quality Irish Mackerel we have ever seen. They are simply beauties.

Golden Ribbon Syrup, very high quality, very light colored, and very fine flavored syrup, better than any other canned syrups on the market:

No. 2 cans, 2 dozen per doz., \$0.90
No. 2½ cans, 2 dozen per doz., 1.12½
No. 3 cans, 2 dozen per doz., 1.30
No. 5 cans (½ gallons), 1 dozen per doz., 2.22½
No. 10 cans (gallons), ½ dozen per doz., 4.15

Fresh Milled Genuine Western Granulated Yellow Corn Meal, 100-lb. bags per bag, 2.12½
Western Yellow Table Corn Meal, 100-lb. bags per bag, 2.05
Quaker Puffed Wheatberries 36 packs, 1.75

Not over two cases to any one buyer.

New California Peaches:—

Blue Ribbon Brand Fancy Yellow Crawford, large, very bright fruit, 25-lb. boxes per lb., .08½

Green Ribbon, extra choice, very bright Yellow Crawford Peaches, 25-lb. boxes per lb., .08½

White Ribbon Brand Choice Yellow Crawford, good size, bright fruit, 50-lb. boxes per lb., .07½

New Horseradish, cut glass tumblers, 2 dozen per doz., .80

Lord's Prayer Horseradish, 2 dozen per doz., .80

No. 49 Tumbler Horseradish, 2 dozen per doz., .65

Peerless Brand New Pack Shrimps, pickled, 2 doz., per doz., 1.12½

Dry Pack, 2 dozen per doz., 1.12½

Extra Fancy New Carolina Head Rice, 100-lb. blue-lined bags, one of the nicest lots of Rice

you have seen for many a day; very white, clean and flinty, 100-lb. bags per lb., .06½

5 or 10-bag lots per lb., .06¼

Newly Milled Pearl Hominy, 100-lb. bags per bag, 2.15

These Prices for This Week Only—October 5th to October 10th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street **Phila., Pa.**
28 N. Delaware Avenue

ecome a national disgrace. The first suit in this campaign resulted in the recent entry in the United States Circuit Court of a sweeping injunction against a Philadelphia dealer restraining the defendant from in any way using the name "Key West" in connection with the sale or offering for sale of cigars not actually made in Key West, Florida. Since then other suits have been filed, and more are in preparation. The campaign against offenders will be continued until the evil practice has been stamped out, the honest dealer handling genuine Key West cigars protected against this illegal and fraudulent competition and the consumer assured against the substitution of spurious goods. The crusade will be carried on by the association against all who are guilty of the fraud, which includes the counter substituter who palms off a spurious for a genuine Key West cigar though there be no actual misbranding on the box, as well as those manufacturers and dealers who wrongfully use the name on their boxes or labels. It is the intention of the association to prosecute those who are originally responsible for placing the infringements on the market, bearing in mind, however, that the dealer by handling such infringements incurs equal liability.

What New Hampshire Thinks of Farwell & Rhines' Flour.

Apropos of Recent Discussion Over "Cresco" Flour, New Hampshire State Health Board Sends this Journal Some of its Own Statements on "Cresco."

Apropos of the discussion over Farwell & Rhines' "Cresco" flour which has been proceeding in the "Grocery World and General Merchant" for several weeks, the State Board of Health of the State of New Hampshire sends this journal a copy of its "Sanitary Bulletin" of April, 1908, in which appears the following illuminating comment regarding Cresco flour:—

"Cresco" flour is the new name of the product formerly sold by Farwell & Rhines, Watertown, N. Y., under the name of gluten flour. The manufacturers are very careful that the label on the present package shall contain no "false or misleading statement." However, the accompanying "specialty letter" is a marvel of ingenious sophistry. It is apparent that this firm is con-

tinuing to mislead the public in the claims made for the dietetic value of its product. Properly speaking, the latter is not a flour, but a meal, as it is granular in consistency. So far as its starch and protein content is concerned, it does not differ materially from common bread flour, while the cost is approximately double. The manufacturers claim that Cresco flour "is made from a small per cent. of the very best wheat obtainable, selected with special reference to the quality and component parts of the gluten and other elements it contains, carefully and skillfully extracted and combined by our own peculiar methods. It is made in such a way that the process of preparing it for use in bread, biscuits, gems, griddle cakes, etc., so acts upon the carbohydrates and other properties of the wheat kernel contained in it, as to render it a reliable and invaluable article of diet for sufferers from acid dyspepsia, indigestion, debility, obesity, kidney and liver troubles, including mild forms of diabetes. This Cresco flour can be depended upon to accomplish all results which have been claimed for our gluten flour and which has made that product the standard of purity and sanitary value in its particular field, here and abroad, for so many years."

Whatever the above may actually mean, it is certain that the average sufferer, if not the average physician, will infer that this food is designed for use in connection with diabetes or other similar maladies, and that it has been so treated that only "a small per cent." of the original wheat flour remains, whereas there is no evidence that it is anything else but a bran-free wheat product. Furthermore, there is no reason for believing that it will make "much more than ordinary flour" of bread and rolls, as is alleged.

The Farwell & Rhines Co. complain that we have done them a serious injustice in reporting one of their products in the January "Bulletin" as a "gluten" flour. The facts are, however, that this product was purchased under the distinct belief that it was a gluten flour, it being labeled "Special Diabetic Food." The analysis showed but 12.88 per cent. protein. The name has since been changed to "Special Dietetic Food," but the accompanying literature continues to deceive.

Our registered guarantee under National Pure Food Laws is Serial No. 50

Walter Baker & Co.'s Chocolate & Cocoa



Registered
U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
in Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO



Start the
Fall Season
Right!

BY MAKING

MOTHER'S OATS
YOUR LEADER

\$1.27 to \$1.45 per 36 pkgs. PROFIT

Order now for fall delivery from your jobber.

Cash bonus DEAL packed in every case and container—no red tape. MOTHER'S OATS Quality and Policy make MOTHER'S brand Profits.

No Profitless 10c. Price Advertised to the Consumer, on the package, bill boards, newspapers or magazines. Our policy does not make MOTHER'S OATS a "cut-rate store leader" like other brands whose manufacturers permit, if not encourage, this practice for "volume." We urge and help you to a "Living Profit."

THE GREAT WESTERN CEREAL CO.
CHICAGO

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Monday, October 5, 1908.

Professional men are not usually useful advisers regarding business concerns, but a most practical and excellent suggestion

was given to the writer during the week by Dr. Charles H. Lawall, Pennsylvania State Chemist. The subject under discussion was the legal and moral status of first and second grades of flavoring extract. The suggestion was that if every dealer were careful to explain to cheap-buying consumers that it is not economy to save a few cents on a second-grade extract which only goes half as far, the demand for second grades would disappear.

An illustration is at hand in lemon extract. The standard set for this product by the United States Department of Agriculture is 5 per cent. of lemon oil. Many perfectly reputable dealers sell two grades of extract, one containing 5 per cent. and the other 2 or 3 per cent. The 5 per cent. brand they will sell for 20 cents, say, and the 2 or 3 per cent. for 15 cents. The consumer who buys the second grade under the belief that she is economizing is really extravagant, for she is get-

ting relatively less flavoring strength for her 15 cents than the purchaser of the 20-cent grade gets for hers. In other words, she has saved a fourth of her money, but only at the sacrifice of one-half of her results.

Dr. Lawall's contention was that many a second-grade article could be argued out of existence simply by clearly showing the customer where economy lay. The "Grocery World and General Merchant" believes he is unquestionably right.

National Secretary John A. Green sends the "Grocery World and General Merchant" a copy of an article on parcels post legisla-

tion by Charles William Burrows, with whom this journal has not the honor of an acquaintance. Mr. Burrows makes the same mistake in his expressions regarding parcels post that many another has made—he paints a picture of its effect so gloomy and sensational as to be absurd.

For instance, Mr. Burrows declares that the passage of a law carrying parcels at a reduced rate would do the following things:—

Greatly increase the business of the mail-order house.

Give a blow to the country retailer "so crushing as with certainty to force many of them out of existence."

Be enormously expensive to the United States Government.

Cause the jobber to disappear.

Cause the local newspaper to disappear with the local merchant.

Greatly curtail the manufacturer's opportunities, for after the jobber and the retailer have both become extinct, the manufacturer's only customer will be the mail-order house, which will either refuse to buy except on close terms, or make its own goods!

All this is pure calamity howling and greatly weakens the campaign. Unquestionably a parcels post law would help the mail-order house, and to some extent it would curtail the business of the local merchant. For that reason the "Grocery World and General Merchant" is against it. But nobody seriously believes that parcels post would destroy any-

To Grocers of Maryland, Virginia, North and South Carolina

In all the above States the "Grocery World and General Merchant" has many readers and for their benefit particularly it maintains its Baltimore price list.

To get at the real value of that price list, and to improve it, if possible, the "Grocery World and General Merchant" asks the grocers of the above States to answer the following questions:

No. 1.—Is a Baltimore price list of more value to you than a New York price list? If so, or if not, why?

No. 2.—If the Baltimore price list is of more use to you, is the "Grocery World and General Merchant's" Baltimore price list as good as it ought to be? If not, in what respect is it not?

Address replies, please, to Price List Editor.

body, let alone breed such an epidemic of destruction as the extirpation of the jobber, the retailer and the local paper, not to speak of the manufacturer!

Certain information from the inside seems to show that the United States Department of Agriculture is still at sea as to what

Wiley Amuck.

to do with benzoate of soda on January 1st, when the time limit for its use as a preservative expires. It also seems to show that it is not so certain as some people believe it to be that the use of benzoate will be forbidden on and after that date.

There is much reason to assert that Dr. Wiley, the arch enemy of benzoate, has run amuck in a manner which has incurred the strong displeasure of his superiors. Touching the recent appearance of Dr. Wiley's condemnatory report on benzoate of soda, the Secretary of Agriculture has recently stated in writing that this was issued during his absence. He leaves it to be inferred that it was done without his authority and against his judgment. The "Grocery World and General Merchant" is also informed that President Roosevelt recently ordered Secretary Wilson and Dr. Wiley, in the presence of a number of manufacturers, not to issue any more bulletins on benzoate until authorized by him. It is positively stated that Dr. Wiley's recent pamphlet was not authorized by the President and that there will be gnashing of the famous teeth

when he spares enough time from the Taft campaign to find it out.

The "Grocery World and General Merchant" is also possessed of information that a member of the newly appointed Board of Chemical Experts, after exhaustive experiments in a Western factory, has stated in writing that so far he has found nothing to convince him that benzoate should be prohibited.

Information Wanted of the Consolidated Law Association.

Will any subscriber of the "Grocery World and General Merchant" who has had business dealings with the Consolidated Law Association, an alleged collection agency of this city, who carried an advertisement in this journal for a few weeks, write to the "Grocery World and General Merchant" confidentially whether those dealings have been in every way satisfactory?

The Tomato Market Sharply Declines.

Unexpected Favorable Packing Weather and Need of Money Constrains Packers to Sell at 5-7½ Cents Off. Short Sale of Futures Partly Responsible.

During the last few weeks the tomato market has shown again its remarkable power of doing the unexpected thing. As reported in the "Grocery World and General Merchant" at the time, the market advanced to 82½-85 cents and was very firm at that range.

eed of money on the packer's part and unexpectedly favorable weather for packing have brought about the hasty decline.

At the present writing plenty of Maryland 3-pound tomatoes can be obtained at 75 cents per bushel, and the market is soft and weak. The pack has panned out much better than expected. The warm weather has strung along and the pack of the past few weeks has been very large. It is believed now that the aggregate pack will be 10,000,000 cases, which while not as much as last year will still be ample.

The above is one reason for the decline, another and probably the chief reason is the fact that many packers seem to need money. This is accounted for by the fact that last spring's sale of future tomatoes was unusually small. This compelled the packer to carry the stock, which many packers are not easily able to do for any extended time.

The future of the tomato market is uncertain. The pack is still proceeding and it is by no means certain that prices will not get lower before they are higher.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: J. M., N. J.—About three months ago I bought a cash register from the National Cash Register Co. I have paid \$40 on the same, there being \$135 still due. Business is awful slow, so that I find it impossible to continue the payment. I wrote them to that effect and asked them to come and take the machine back. They wrote and told me they won't take it back, but insist on my paying the full amount at the rate of \$15 per month, as per agreement.

As I have every dollar I own tied up in this business, and am unable to pay, what I want to know is, can they compel me to pay?

They have threatened to sue me.

Answer.—Your position under this claim depends on what you signed when you bought the register. The paper usually signed in buying such things on installments is not an agreement of sale or a bill of sale, but an ordinary lease in which you simply lease the fixture at so much per month. After the "rentals" amount to a certain sum, the lease provides that the lessor can make a bill of sale to the lessee, on a nominal payment of \$1. Under such a document as this, the company can take the register away, in case the "rent" wasn't paid. In this event the "lessee" loses the money he has already paid, but is not liable for the balance.

If the installment buyer actually bought it on installments, taking title to it in the beginning in the ordinary way, the register company's remedy would be quite different. In that case they would have no right to take the register away, but could bring suit for the unpaid balance.

Under no agreement that I have ever seen covering such transaction could the seller have both remedies, i. e., take the register

away and also sue for the balance. He must confine himself to one thing or the other.

Question: * * *, Pa.—A married woman died (without leaving a will) owning real estate, store and money in bank, also an insurance policy on the life of her mother, who still survives. This woman had two adult children living.

Can the husband collect the rents? Can her husband sell the store goods and pocket the money? Can the banks transfer the money to him? Can the insurance company pay over the amount of the policy to husband in case of death of the old lady? How should the children proceed to protect their interest in the estate?

Answer.—This woman dying without a will, her estate descends under the intestate laws. Her holdings, as I understand the question, consist of real estate, stock and fixtures of a business, bank account, and an insurance policy on the life of her mother. The heirs are husband and two adult children.

The insurance policy, if made payable to the dead woman as beneficiary, is a part of her estate,



Does Your Trade Get the Best of You?

They will get the *Veribest* if you handle Armour's Condensed Mincemeat in 12 oz. paper cartons. It is profitable to the dealer, because of the "Come Again" quality, which pleases the customer, and a satisfied customer is a good asset.

We use the same amount of ingredients in a 12 oz. package of *Veribest* Condensed as is used in a 1½-lb. package of wet mincemeat. We simply press out the moisture, the housewife adds it (water or cider) as she uses it.

The convenience, too, of neat packages is appreciated by all progressive dealers. They are easier to handle and add to the appearance of your store.

IT SELLS BECAUSE IT EX-CELS

Order now, as the season is commencing.

ARMOUR AND COMPANY

"Oakdale" Pretzels

Will Bring
You Trade

Crisp—Salted—Appetizing

You don't know how
good a pretzel can be
made till you eat the

"Oakdale" Steam
Process Pretzels

Get samples and prices
from

Oakdale Baking Co.
10th & Susquehanna Ave.
Philadelphia, Pa.

The Successful GROCER

Every Grocer knows how much he owes for his success to the liberal use of Electricity for both exterior and interior lighting. He knows that the successful store of to-day must use modern methods of illumination. He knows, further, that a brilliantly-lighted store—electrically-lighted store—is an advertisement than which there is none better.

What are you doing along these lines for your place of business?

**THE PHILADELPHIA
ELECTRIC CO.**
Tenth and Chestnut Streets

GOFF'S COUGH SYRUP

Our special plan will introduce Goff's Cough Syrup to your trade—it's merits will bring you profitable re-orders.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

ANOTHER CODFISH SPECIALTY

¶ Fine threads of pure Georges Codfish—the slicings from Talisman Codfish packed in wood boxes and middles.

¶ Just as good as any of our other codfish products, in fact, the same thing in another form. The threaded form, in fact, is one of the most popular.

¶ Handsomely packed in thick paper cartons for winter use and glass jars for summer.

SWIFT & COMPANY

and will be divided as personal property when the mother dies.

The husband takes one-third of the rents and profits of the real estate, or the use of one-third of it, for his life. The other two-thirds are divided between the two children at once, and the one-third of which the husband is life tenant will be divided between the two children after the husband's death.

The husband and the two children divide among them equally the dead woman's personal property, which includes the business, bank account and any other personal property of which she died possessed.

The proper thing to do is to apply to the court for the appointment of an administrator. Doubtless the husband will be appointed, but he will be held strictly accountable for his disposition of the estate. His appointment as administrator gives him no more rights than those above outlined.

Selling One's Store.

An article which appeared in a Southern exchange recently supplies a text for some suggestions which seem pertinent and timely. The article was as follows:—

The following plain statement appeared in the Catlettsburg (Ky.) "Tribune," August 15th:—

To My Friends and Customers:—Upon last Monday on account of ill health I made a contract with Lis Curnette and Walker Burchette, of Portsmouth, Ohio, for the sale of my grocery store on Louisa street in Catlettsburg. The goods were invoiced and the keys turned over to them and they kept the store and the receipts of sales for two days and when the invoice price was then demanded they then and there threw the keys on the cash register and deliberately fled the town, knowingly and wilfully to and did injure me in my trade and business to a great extent. I write this that the people of Portsmouth and in this city may know the conduct of these two newly made grocerymen.

I now request my old customers and invite new ones to visit my store as before the sale, promising them the same kind treatment as I think they have always heretofore received.

C. E. HENSLEY.

It looks as if Mr. Hensley was out the proceeds of two days' sales. It is a new game for which retailers should be on the lookout.

How to sell one's store safely is the subject which this suggests. There are certain legal conditions surrounding the proper transfer of a business which should be observed in order to prevent situations like the above.

No buyer should be given title to a store unless he has paid the price or furnished good security. Once the holder of the title, he can work all sorts of mischief. Being a good holder himself he can pass good title to another buyer, under which conditions the seller might find it exceedingly difficult and expensive—in some cases impossible—to recover it. The seller, of course, has his action for the price against the original buyer, but such an action is often worthless.

In the proposed sale of a business there should first be an agreement of sale, setting forth its terms so clearly that they are not subject to more than one interpretation. This should be signed by both parties and a deposit paid on it. The agreement should provide a definite date for the taking of possession, and should be particularly definite in stating the terms on which final payment should be made. Naturally the best way of closing the transaction is to pay the purchase money in full at the time of taking possession. That ends the thing and both parties are protected—the seller has his money and the buyer his store. It is where all the purchase money is not paid at the time that most of the trouble arises. A recent instance in my own knowledge will illustrate. A certain grocer sold his store to a buyer who had not sufficient money to pay the full purchase price, which amounted to \$1,500. A thousand dollars were paid in cash and the balance covered in six months' note. The seller gave a bill of sale passing title to the buyer. At the end of three months the latter sold the place. When the note came due he claimed to be unable to pay, and the holder sued him. He obtained judgment, but has never been able to find anything on execution.

In that case the seller should not have given the buyer a bill of sale on the entire store until the note was paid. If he insisted on some kind of a bill of sale, which he probably would do, then give him a bill of sale for \$1,000 worth of the goods. Another bill of sale for the balance could pass when the note was paid. If that had been done the buyer could have legally sold only the part covered by his bill of sale for \$1,000; the

lance, if sold, could easily be covered because the buyer took title since his seller had none. The point can be generally stated thus: Never give the control of your store to a purchaser who has not paid cash for it or even good security. An ordinary promissory note is never good security in such a case, for not only postpones the day when you can ask for payment, but it offers no prospect whatever at the maker of the note will give two cents to rub against each other when the note matures.

Question: A. R. M.—I am a subscriber of your paper and am in the grocery business. I have a small gasoline automobile. Will you kindly advise me if I am permitted to build a small garage in my back yard, lining it with tin or some other material. Must I get a permit, and will it effect the insurance on my property?

Answer.—You will have to get a permit for your little garage. The Pennsylvania act of May 5, 1909, Sec. 5, P. L. 195, requires the builder of any structure to obtain a permit from the Bureau of Building Inspection. As to affecting the insurance on your property, I am not prepared

to speak. That is an insurance regulation, as to which you must see your insurance company. I imagine, however, that it will.

Question: "Manufacturer," Philadelphia, Pa.—Is there any State or Federal law requiring mince meat to contain 10 per cent. of meat?

Answer.—There is not.

Pillsbury-Washburn Co. Solvent.

Marwick, Mitchell & Co., chartered accountants, who have been examining the books in Minneapolis of the Pillsbury-Washburn Flour Mills Co., Ltd., and of the Northern Elevator Co., have submitted their report. The general consolidated liabilities of the two companies are shown to be \$5,203,546.92. The quick assets are given at \$2,358,089.66, and the mill properties of the Pillsbury-Washburn Co. and the properties of the Minneapolis and Northern Co. combined at \$3,991,636.55. This makes the excess of assets over liabilities \$1,145,626.55.

Sweet potatoes average 40 cents per basket for the best, and are selling well.

Two-Minute Sermons for the Retail Grocer

I.—Both Interest and a Profit on Investment.

Your equipment should show a profit on the investment.

A good many men in business today seem to forget that not only interest, but a profit above interest should be made on the investment each year, not only the investment in stock, but also in fixtures and equipment.

Every part of the business equipment deteriorates in value as it grows older, so a certain amount of its value should be cut from the inventory each year, and this loss should also be considered when the earnings of the equipment are figured.

Many men in business never take the trouble to figure whether they are making or losing money on their equipment. They find they have a little more money at the close of the year than at the beginning, and do not bother to find where it comes from. They do not know whether the addi-

tion of a new piece of machinery or other equipment will make or lose them money; if it is a little handier, that is enough.

The right way to figure on the profits on any new equipment contemplated is to make the best possible estimate of its earning capacity, that is, how much it will increase business or cut down expenses, as a labor saving device which will save the hire of help may be a better investment than one which will increase the volume of business. After finding out about how much more it will make for the business, figure up how much it will cost to operate it, then interest on the investment and an allowance for wear and tear, the same as though you borrowed money to buy with, and deduct these figures from the earning capacity, and it is easy to see whether it will pay to add that particular kind of equipment.

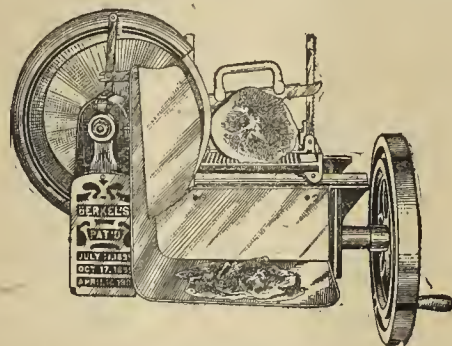
F. A. P.

One of the 10,000

The following letter just received is merely a sample of the thousands of other letters in our files from satisfied users of the American Slicing Machine:

"I cannot say too much in favor of it. If I could not buy another I would not part with it for five times what it cost me. It has increased my sliced meat business nearly three times, and it certainly increases the profit, for there is no waste. People come to our store to buy sliced meats who never have bought anything else of us.

"F. H. ATWATER, Ithaca, N. Y."



When the machine has done all this—not in one case, but in thousands of cases—can you afford to be without it?

Can you afford not to investigate it fully?

A postal card will bring you catalogue and booklet.

American Slicing Machine Co.

54 Fifth Avenue, Chicago

The Government is Against Preservatives

The Bureau of Chemistry has declared them injurious, and the law says they are illegal. When the law is enforced you may suffer loss if your stock contains goods that are not pure.

HEINZ

57 VARIETIES

PURE FOOD PRODUCTS

meet the requirements of all food laws. There are no preservatives in any of them and they're guaranteed to please your trade.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

PITTSBURG

NEW YORK

CHICAGO

LONDON

The New York Letter

Mr. Callanan Stops Short Weight Raisin Fraud. Campaign Against Explosive Stove Polish. Getting After City Employees Who Owe Grocery Bills. Small Items of the Week's News.

Special Correspondence of "Grocery World and General Merchant."

New York, Oct. 2, 1908.

A victory has been won by L. J. Callanan, who took up, single-handed, a fight against the practice of the packers of imported raisins in selling the boxes and packages short of the supposed weight or of the weight stated on the label. He addressed letters to a number of officials and in various other ways called attention to the subject. This week he received a communication from the acting Secretary of the Treasury Department saying that his letter to that department had been referred to the Secretary of Agriculture. A couple of days later came a communication from Secretary Wilson saying that the department would require hereafter that the packages should be sold

simply as packages with no weight stated, or if a weight be given then it must be the true weight.

Mr. Callanan, before writing to Washington, proved by buying from various importers and jobbers that the weights have been from two to four ounces short in a pound. The retail grocers received the packages in this form, lacking the full weight. Mr. Callanan argued that this was a fraud on the retailer and on the consumer.

Explosive stove polish has been sold to a considerable extent of late in Brooklyn, according to the police, who last week arrested one of the supposed manufacturers, Mrs. Fanny Rabinowitz, at 438 Osburn street, in that borough. She and her husband have been

making a polish at their home and selling it. He was not in the house when the police entered and was not arrested.

The police claim that they found in the house the ingredients used in making the polish and they seized a half barrel of naphtha, 15 gallons of benzine, 30 gallons of turpentine, and a large quantity of lamp black.

The police and fire departments joined in the prosecution. The woman was held in \$500 bail for a hearing.

That a grocer stole 95 barrels of flour from a baker was the charge made several days ago in a police court in the Bronx. The defendant was Henry Pachman, who has a retail grocery store at 761 East 156th street, and his nephew, and they were held in \$2,000 bail for examination by Magistrate Butts.

The complainant was Samuel Rosenowitz, who has a bakery at 713 Westchester avenue. He said that his bakery was entered Sunday night, in his absence, and the flour was carted away. Afterward he identified flour found in

the grocery store as part of the missing property. The grocer says that he bought the flour claimed by the baker and had no reason to suppose that it had been stolen.

Milk was sent up one-half cent a quart yesterday by the New York Consolidated Milk Exchange by adding that much to the price paid to the producers who now get $3\frac{3}{4}$ cents. The long drought was said to be responsible for the advance. The price of a 40-quart can within the 26-cent freight zone is now \$1.81 delivered in New York.

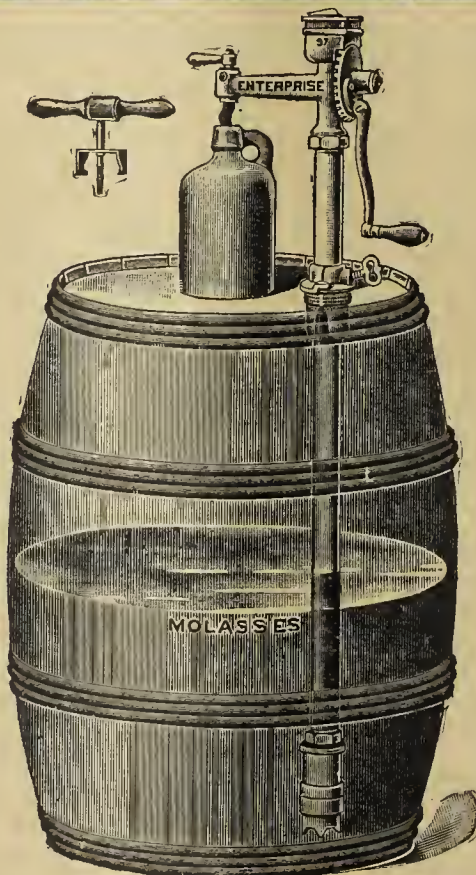
Ignoring the food law, the customs officials this week have been selling considerable quantities of cordials, wines and whiskies seized for various unlawful and neglectful practices on the part of foreign shippers. The labeling of these liquids in many instances did not comply with the food law and no effort was made to analyze the contents as in the case of regularly imported products. The liquids were sold simply at the buyer's risk, the only purpose of

"ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they had no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE" Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a New Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only \$6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50 cts. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U. S. A.

21 Murray St., New York 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT

the Government being to get whatever money is to be had on the auction sales, in accordance with the customs regulations which the shippers had violated. It is said, however, that some of the products, after the sale, entered into competition with products imported in the usual way.

In all, nearly 400 garnishee executions were turned over to the city paymaster last month, he says, and he disbursed about \$3,000 to creditors. He expects that by the end of this month the city will be forcing at least 1,000 employees to pay debts that would have been bad debts were it not for the amendment to the garnishee law and that the monthly payment on the debts, computed at 10 per cent. of the salaries, will be about \$10,000. A number of law firms have been sending out circulars by whole sale to all kinds of merchants inviting them to send in accounts against city employees. The lawyers consider that it is especially easy and certain to collect from the employees of the municipality, although similar proceedings may be followed in the case of debtors who work for private corporations or for individuals.

Butterine, butter and other dairy products are to be manufactured by Ammon & Person, Jersey City, N. J., who were incorporated this week with an authorized capital stock of \$100,000. The incorporators are Charles D. Boyd, Clinton E. Fisk, D. Van Ness Person.

The Bogart Flour Co., of Brooklyn, was incorporated this week and is to manufacture flour and to deal in cereals. The incorporators are William Schubart, Arthur W. Delaney, Charles Rappold, all of Brooklyn; J. Colvin Bogart, Ridgewood, N. J.

The local associations of grocers are taking up the question as to the course of some of the cereal manufacturers in refusing to redeem their products when the cereals become alive and unsalable. It is said that these manufacturers are energetic in getting the retailers to overbuy, and that if there is no other remedy it is in buying from hand-to-mouth or to

meet the present demand. It is felt that if the retailers meet the manufacturers' wishes in buying ahead then the latter should make good any loss of the kind specified by replacing the unsalable with fresh stock.

Another question on which the associations will probably act is in relation to the sale of coils of rope with the wood spool, sometimes weighing as much as five pounds, charged as a part of the rope. The old way was to redeem the spools, and some of the dealers think that it is time to revive the old plan or to adopt some other fair plan.

At a meeting held last week by the officers of the New York Retail Grocers' Association it was decided, because of a lack of available funds, not to start a campaign for a new Sunday-closing law at present, but to see what can be done at once toward obtaining an enforcement of the present law for closing at 10 o'clock on Sunday mornings.

FRED. A. MCGILL.

As to Marking Retail Packages.

Philadelphia Retail Grocers' Association
Advises its Members How to Comply
with the Food Law on this Point.

Regarding the labeling of retail packages, the Philadelphia Retail Grocers' Association has issued the following notice to its members:—

Philadelphia, Sept. 28, 1908.

To the Members:—On each package of rice sold by you it will be necessary to stamp thereon in plain letters:—

THIS RICE IS COATED WITH TALC AND
GLUCOSE. WASH BEFORE USING.

Rubber stamps can be procured at the office at a cost of 25 cents each. These will be mailed upon receipt of price.

Please remember that rice goes to you properly labeled by the wholesaler and failure to comply with the above instructions will be at your risk, as the guarantee of the wholesaler will not protect you in the event of prosecution.

Dried Fruits.—Where dried fruits are sold, treated with sulphur dioxide, this fact must also be plainly stated on each package sold.

Compound syrup, when sold in bulk, should be so marked on each vessel filled by you and our suggestion is to prepare a label reproducing the notice contained on the original package.

Vinegar.—In bottling vinegar, bear in mind that you should use on the label a copy of the label appearing on the barrel and when you place your name thereon you assume all the risk. Your bills should read exactly as the barrels are labeled.

Yours truly,

WM. SMEDLEY,
Secretary.

== THE SEASON FOR == Fresh Sausage Scrapple and Liver Pudding IS NOW HERE

Why not start this year right and
have the best that can be made?

BURK'S

Products are not only absolutely pure, but are made from the best quality of meats, seasoned with the highest grade of spices and herbs that money can buy.

No substitutes, no coloring matter, no preservatives, no adulterants of any kind are permitted to enter into them.

Your customers will be satisfied with no other make once you give them **Burk's**.

Founders' Week

A cordial invitation is extended to all merchants visiting the city during Founders' Week to call and inspect the handsomest and most sanitary slaughtering house in the world—the home of Burk's products.

LOUIS BURK

GIRARD AVENUE & THIRD STREET
PHILADELPHIA

WE extend a cordial invitation to all visiting merchants during Founders' Week to call on the Oldest Hardware Firm in Philadelphia. Our record of over 135 years as an honorable and fair-dealing house, together with our long experience in the business, place us in position to do our customers good.

¶ We are offering special inducements during Founders' Week.

¶ By the way, we furnished supplies to the Continental Army in 1776, as our records prove.



JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia

We have a good stock of about the best Plum Jam you will run across. It is in one-pound glass jars, and in half-gallon stone jars. This is made from the rich California Burbank plums, and is certainly a head-liner when it comes to the right goods. Of course, we make and sell more marmalades than anything else, but we know how to make Plum Jam, and we did ourselves proud on this season's pack. We will send you as a sample a glass jar of this, prepaid, for a postal card with your name and address on it. We want to do business with you. It will help you, and help us.

H. P. D. KINGSBURY, Redlands, California
(Where the oranges come from)

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

THE GROCERY MARKETS

Tea.

The tea market is healthy and steady, but the business reported is from hand-to-mouth and for actual wants only. There is practically no speculative buying at the present time and not likely to be any. If the stock were larger the market would probably be very saggy under present conditions. Prices remain unchanged.

Coffee.

The market for Rio and Santos coffee has remained unchanged during the week, spot coffee being steady to firm, and options about steady. Mild coffees are healthily firm and Java and Mocha steady and unchanged. The general demand for coffee is fair.

Sugar.

The raw sugar market shows some strength for the week. The demand for refined has fallen off, as the fruit season has closed, and lower prices may be looked for in the near future, unless raw sugar remains a good deal stronger than everybody expects. While the price of refined is nominally on a basis of 5.10 cents for granulated, all refiners will sell at 5 cents and have never gotten anything more.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in fair demand for the season, at unchanged prices. Sugar syrup is wanted for export and for mixing, but for straight consumption the demand is light. Molasses is unchanged and quiet.

Fish.

Prices on new Norway mackerel are at last out, being very nearly as high as last year. All sorts of figures have been named, but the average is \$26 for 2s, \$19 to \$20 for 3s and \$18 to \$19 for 4s. The trade consider the prices high and are not falling over themselves to buy. Irish fall caught mackerel are also being quoted at firm prices, as the supply is small. Some Nova Scotia mackerel are being offered in all markets and have helped to piece out the shortage in shore fish. The price is very unsettled, ranging all the way from \$10 to \$20 per barrel. Cod, hake and haddock are in excellent demand at unchanged prices. Salmon is moving very moderately at unchanged prices. Sardines of all

grades, domestic, French and Norwegian, are in fair demand and rule unchanged.

Canned Goods.

Tomatoes are easy at a considerable decline. Plenty can now be gotten at 75 cents country. Lack of money on the packer's part and a larger pack than was expected are the reasons for the weakness. The demand is light. Corn is unchanged in price and exceedingly dull. Peas are quiet and unchanged. Apples are quoted at \$2 for old and \$2.10 to \$2.25 for new; demand light. Peaches show no changes and no much demand. Small Baltimore canned goods are unchanged in price and light demand. Some packers are asking much higher prices for sauer kraut. California canned goods are unchanged and generally in light demand. Peaches are moving, however, on account of the light supply of Eastern fruit.

Dried Fruits.

Prunes are very dull on an unchanged basis. Peaches are steady at the last decline and in fair demand. Apricots are steady at unchanged prices; demand fair. Raisins show no change whatever and a dull trade. The corner still remains undetermined. Currants are in light demand at unchanged prices. Other dried fruits dull and unchanged.

Beans and Peas.

New domestic pea beans range from \$2.20 to \$2.30, which is about unchanged. Imported pea beans are quoted at \$2. Domestic marrows, both old and new, are exceedingly scarce. New York quotes them at \$2.40, but everywhere they are nearly unobtainable. Imported marrows average \$2.05. California limas range from \$5.40 on spot down through various prices, according to date of shipment, to \$5 for late October. The demand is light. Green dried peas have advanced 5 cents, or to \$2, other grades of split and dried peas being unchanged. The demand is light.

Butter.

For both solids and prints, the butter market shows an advance of 2 cents per pound during the week. There has been a steady falling off in the production, amounting to about 25 per cent. Fine butter cannot yet be taken out of storage for less than the prevailing price, and the market

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

very firm on the present basis. There is also some increase in the demand. The market is in very satisfactory condition and is not likely to show any change in the near future.

Eggs.

The egg market is unchanged. Receipts are very light and meet with a ready sale at top prices. Conditions are very satisfactory and trade is very active. No marked change is likely within the next few days.

Cheese.

The cheese market is very firm at $\frac{1}{4}$ cent advance over a week ago. The make of cheese has been curtailed considerably by the drought in the producing sections, and with a good consumptive demand the market is in a strong and satisfactory condition on the present basis. No important change is looked for in the near future.

Provisions.

Everything in smoked meats is very firm and shows a seasonable demand for the full assortment. The firm market is due to the scarcity and the high cost of hogs. Both pure and compound lard are very firm and there will probably be no relief from the high prices until colder weather and lighter consumption. Barrel pork is firm and unchanged, as are canned meats.

Produce.

Potatoes, 50 to 60 cents per bushel, 85 to 90 cents per bushel, demand fair; sweet potatoes, firsts, 15 to 35 cents per basket; seconds, 10 to 25 cents per basket, demand fair; beets, \$1 to \$1.50 per hundred bunches, \$1 to \$1.25 per barrel, demand fair; Pennsylvania

cabbage, \$1.30 to \$1.40 per barrel, demand fair; Jersey, 25 to 30 cents per basket, demand fair; carrots, 40 cents per bunch, demand poor; cucumbers, Long Island, 60 to 70 cents per basket, demand poor; Jersey onions, 35 cents per basket, demand fair; New York, \$1.50 per sack, demand poor; white pickling, \$1 to \$1.25 per basket; yellow pickling, 50 to 60 cents per basket, demand fair; squash, 15 to 20 cents per basket, demand fair; green peppers, 15 cents per basket; red, 15 to 25 cents per basket; cayenne, 40 cents per basket, demand fair; string beans, green, 15 to 25 cents per basket; yellow, 25 to 30 cents per basket, demand fair; lima beans, improved, 60 to 75 cents per basket; flats, 40 to 50 cents per basket, demand poor; yellow turnips, 30 to 35 cents per basket; white, 15 to 20 cents per basket, demand poor.

Green Fruit.

Bananas, large, \$1 to \$1.50 per bunch; 8-hands, 75 to 90 cents per bunch; 7-hands, 50 to 65 cents per bunch; 6-hands, 35 to 50 cents per bunch, demand fair; California oranges, choice, \$3 to \$3.50 per box; fancy, \$4 to \$4.50 per box; extra fancy, \$5 per box, demand fair; lemons, \$3 to \$3.50 per box, demand fair; limes, 80 cents per hundred, demand good; pineapples, \$3.50 to \$4.50 per crate, demand fair.

Nuts.

Peanuts, green, choice, $4\frac{3}{4}$ cents per pound; fancy, $6\frac{3}{4}$ cents per pound; jumbo, $7\frac{3}{4}$ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, paper shell,

$17\frac{1}{2}$ cents per pound; soft shell, $14\frac{1}{2}$ cents per pound; Brazils, $8\frac{1}{2}$ cents per pound; filberts, $11\frac{1}{2}$ cents per pound; pecans, $9\frac{3}{4}$ cents per pound; walnuts, 11 cents per pound; mixed nuts, $10\frac{7}{8}$ cents per pound; demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

Continued warm, seasonable weather of last week helped the tomato canners to add to their output to a larger extent than was anticipated, but the liberal buying has relieved them materially, financially and otherwise. Shipping instructions have been sent in during the past two weeks for a greater number of carloads than were ordered to be shipped during the previous four weeks, and the instructions were to let them come along promptly. Evidently the distribution of the new pack of tomatoes is again under way as in normal times. There seems to be no doubt but that the size of the pack this year will fall far short of last year's output, and it is simply a question of demand as to the course of the market prices during the fall, winter and spring seasons. And canned tomatoes do not go out of fashion.

In the other lines of vegetables, string beans, sweet potatoes, spinach, lima beans and baked beans were more active than in the week previous. Corn and peas were dull. There are no changes in the quotations on any of them.

Peaches and pears were the only articles in the list of fruits that were at all active this week, and the demand for them was less than in the week before. The small pack of peaches makes it reasonably sure that the prices for them will continue firm through the winter. The pack of pears has not been made yet they are coming in now, and it is too soon to say what they will do as to prices later on. Small fruits and pineapples are dull, but firmly held, because of comparatively light stocks here. Cove oysters have been quiet all this month.

The buying this week was encouraging to the canners and the shipping instructions were urgent. The present selling prices are popular, and the general trade conditions warrant stocking up. It is not in sight at this moment, but there may come a demand, on a very short notice, that will cause a quick improvement in prices, and someone will be disappointed. Buy now a part, at least, of your wants for your fall and winter trade.

The last of the late varieties of peaches for canning purposes are now arriving and the packing season of 1908 for that article will soon be over. The season has

been a disappointment. Stocks on hand are small and the canners don't see a fair return for their money.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Sugar.

Raw prices are higher this week. There has been an advance of three points, the quotation to-day being 3.98 cents. A big business has been transacted.

It has been a good market. The refiners have been buyers up to the 3.98 cents basis and have been willing to take all the sugars offered. An improved refined trade, stronger European markets showing that prices were not giving way on the other side because of English importations of Russian crystals, and a general feeling that the decline had extended far enough to discount possible unfavorable developments, brought raw sugars into better demand. With the country taking granulated more freely and the raw situation gaining in steadiness, the refiners have deemed it expedient to increase their holdings at present time rather than wait until further along in the season. The indications are that raw values will continue upon a steady basis almost until the actual weight of new crop arrivals becomes an influence. We can get no new sugars now and the old stocks are being reduced every day. Our refiners can get enough sugar to carry them through, but the New York market has been lower than the rest of the world's markets and at the price we offer the volume of supplies we may choose from is limited; therefore the sugars that are destined to come upon this market will probably not be in excess of the quantity we will need to meet melting requirements and keep a fair reserve, and the even balance of the supply and demand should insure the maintenance of good prices for some little time to come. The market very likely won't show much fluctuation one way or the other.

News from Cuba reports a satisfactory progress of the growing crop. Louisiana expects to have a record crop. European advices state that a little more sunshine and warmer weather would help the beets. Our own beet factories will soon be in full operation, and this year's output should be about the same as 1907.

Refined Sugar.—Arbuckle Bros. alone quote list prices f. o. b. net basis of granulated 5 cents, less 1 per cent. cash 7 days, and at this price, although holding their lists at 10 points higher, all New York refiners will sell. The Federal and Warner will contract privilege of 28 days' delay, the Federal requiring assortment at the end of 14 days. The

American Sugar Refining Co., Howell, and Arbuckle, will allow a delay of only one week and require that assortment be mailed on day of purchase. All refiners guarantee their own prices on day of arrival. Withdrawals have been heavy the last few days against contracts of September 18th, and we advise not to wait before ordering until sugar is actually needed, but to anticipate wants, as refiners report a delay in shipping.

Domestic Beet Granulated.—Strictly standard quality domestic beet granulated can be bought to-day at 4.90 cents, less 1 per cent. cash, plus New York or New Orleans refiners' prepaid freight rate, shipment during October. Guaranteed on day of arrival 10 points less than American Sugar Refining Co's prices.

M. G. WANZOR & Co.
New York, N. Y.

Spices.

The market continues active; demand is large and the visible supply of spices for fall needs is quickly diminishing. It naturally makes a much firmer market.

Pepper.—Present values are exceedingly safe. Crop news at this time is of little value for next season. It is reported, however, that Lampong crop is likely to be smaller. The consumption is large and will no doubt increase.

Cayennes are very active at present; somewhat firmer in price and very scarce.

Cloves.—There has been a sharp advance during the week. The demand is exceedingly large and we do not look for any declines in the near future.

Pimento (Allspice) is very active at present on account of present low values. This spice is certainly a safe buy at to-day's market value.

Mace is in active demand and the market has a firm tone.

Nutmegs.—Prices are unchanged and not likely to advance at present. The demand is quite satisfactory.

Cassias.—All grades of bark in good demand and present prices are steady and firm. Incoming supplies for the next two months are small.

Gingers.—The market continues exceedingly firm. Stocks are fast disappearing. The demand is very good.

Seeds.—Celery as well as Caraway in demand. Caraway is much firmer and the tendency is upward. Poppy and Mustard steady, but unchanged.

McCORMICK & Co., Inc.
Baltimore, Md.

Imported Fish Products.

The first new Norway mackerel have now arrived and show very

fine quality. The assortment is about the same as last season, no bloaters, very few 1s and few 2s, mostly 3s, 4s and some 5s. Prices are lower than last season and we believe that they have now reached bottom. The demand is quite good, although buyers' and sellers' ideas are still somewhat apart. Quite a few of those Norway mackerel have been sold at opening prices.

Irish mackerel are held firmly for good stock and are eagerly bought by American buyers in Ireland.

Both Holland and Scotch herring are in better demand and prices are very firm. Stocks here are very small and there are no milker kegs to be had this week; all sold out.

Imported Oil Sardines.—There is quite a scarcity now. Of good Portuguese fish no small fish to be had. There is no packing, as there is no fishing. A few small parcels are coming from France, which are taken readily by the trade at full asking prices.

The first shipment of new Cornish Pilchards have arrived. Price is very much higher than last season and there is no likelihood of any reduction as the catch is a total failure.

The first new Finnish Stromming have arrived and have all been disposed of ex dock.

New Round and Split Stockfish.—First shipments are now coming in. Prices are nominal. The trade for split fish has not opened up yet.

Round fish is in quite good demand and prices are firmer and tending higher.

Anchovies.—The first new goods will arrive next week. Prices are very firm, as catch has been very poor.

Norway Smoked Sardines.—The catch has been very poor and packers have been unable to fill all their orders. They still hope for an improvement in the catch so as to enable them to fill all the tins that they had prepared for this season.

STROHMEYER & ARPE Co.
New York, N. Y.

MARKET NOTES.

Peaches are about done and most of those on the market now are from cold storage. The average is \$2 per crate and the demand is fair.

Small baskets of Concord grapes wholesale at 11 cents and Niagaras at 12. The demand is good. Tokays range from \$1.20 to \$1.25.

Cranberries range from \$2.75 to \$3.25 per crate for full sized

crates and are gradually getting to be in good demand.

Tomatoes are still coming freely and range from 25 to 50 cents per basket. The quality is good for the season and the demand excellent.

Corn still comes and will continue to until frost. The average price is \$1 per 100 for fine Pennsylvania corn and 40 to 50 cents per basket of 50 ears.

Little Items of Pennsylvania Organization News.

Still Discussing Emblem of the State Association. New Organizations Projected.

Special Correspondence of "Grocery World and General Merchant."

Erie, Pa., Oct. 1, 1908.

New Castle merchants report that trading stamps have made their appearance. Members of the Business Men's Exchange and Retail Grocers' Association of New Castle will not participate.

A. M. Latshaw, secretary of New Brighton, suggests the adoption of an emblem to be worn in the coat lapel of a member showing his connection with an affiliated association. Secretary William Smedley, of Philadelphia, supplements this by suggesting the adoption by the State

Association of another emblem to be displayed in the store of each member.

W. A. Andorfer, of Andorfer & Lyle, is making an effort to organize the merchants of Smethport, Pa.

The election of directors for the Frankford Retail Grocers' Association resulted in the selection of R. T. Holme, president; O. Stout, first vice-president; Carl Reichert, second vice-president; J. A. Edgar, secretary and manager; A. H. Gilmore, treasurer.

A preliminary meeting of the merchants of Jersey Shore, Pa., was held on September 23, 1908, when a committee was appointed with H. C. Young as chairman to prepare a constitution and by-laws for a business men's association to be established.

The Wilkes-Barre Merchants' Association is deep in the Sunday-closing movement. They have had thirty-five prosecutions for the last three Sundays.

A. M. Howes,
State Secretary.

Pennsylvania News Items.

New Castle (Pa.) grocers clerks have circulated a petition among customers requesting that storekeepers continue Thursday half holidays throughout the fall and winter.

The Home of the Dayton Templeton Cheese Cutter.

Many of us form mental pictures of locations and characters. We thought it might be of some interest to our readers to see a picture of the home of the Dayton Templeton Cheese Cutter. Dayton,

terprise into the remotest corners of the world. The globe trotter invariably returns with the report that he has seen the products of Dayton in China, Japan, India, South Africa, and wherever Christianity has blazed a trail. The computing scale, that marvel of mechanical genius



Ohio, at the present writing, is occupying the centre of the commercial stage and the spot light of publicity. Perhaps no other city in the world, of the size of Dayton, has done more in a commercial way to carry the banner of successful en-

and mathematical precision; the cash register, and the world's first successful heavier than air flying machine, came from Dayton. Have you ever stopped to consider how important a little city Dayton really is?

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, on request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science Advertising. They will be filed in their order and taken up according to strict rotation.

Atlantic City, N. J., Sept. 28, 1908.

Editor "Science of Advertising."

Dear Sir:—Inclosed please find one of our weekly circulars which were sent out recently, and I would like to have your criticism on it so that I may know how to make it better the next time. All the suggestions in your valuable paper are appreciated by me.

Yours truly,

JACOB T. SHILS.

The circular inclosed measured 1/2 x 12 inches and was printed on a black on rather poor white paper. Improve the quality of our paper is my first suggestion.

Here is the circular reproduced:

whole space in heading and introduction. I should have used a large headline like this:—

Cut Prices on Things You Need.

Following this could have come just a few lines of introduction, like the following:—

Everything quoted below is guaranteed as to quality—goods all right or money back.

This with a date line showing when the sale began and ended would really have been all that was necessary. You would then have had the headline announcing a sale at cut prices, a guarantee that the goods sold under the cut prices were all right, and finally the goods themselves. Anything more is a superfluity.

I notice quite a few typographical errors in this circular which looks like a careless printer.

William C. Titcomb, who has asked that a receiver be appointed for his concern. Mr. McIlhenny

declared the charge that his firm is insolvent is untrue, and added that Titcomb is indebted to the company instead of having \$23,000 due him, as his bill alleges. He also added that Mr. Titcomb had been dismissed from his employ on account of the poor showing of the Chicago office. "Mr. Titcomb was discharged from the employ of the company because we found he had collected between \$9,000 and \$10,000 in direct disobedience of orders," said Mr. McIlhenny. "We thought he was not looking after our interests as well as he might. Our trade had fallen off. These are the reasons on which his discharge was based. His declaration that the company is in financial trouble is untrue. We are as prosperous as we have been at any time in our career of forty years. The McIlhenny Co. is a closed concern. The stock is held almost entirely by members of the family. Our business is in good condition. Our trade is large. We never were a competitor of the Booth Co. Their failure affected us in no way. We have nothing to conceal and we are concealing nothing. When the case comes up for trial our books will show where we stand. Our assets are eight times as large as our liabilities. Titcomb's contract was for five years at \$1,000 a month. We hold that he violated the terms of it and that therefore we had a right to cancel it. His charges against the company are baseless and will be disproven."

Visit the Oldest Hardware House in Philadelphia.

James M. Vance & Co., who have a record of more than 135 years in the hardware business in Philadelphia, desire to have you come and see them while in the city during Founders' Week. They have some special inducements to offer you that will make your visit profitable. Their reputation gained through all these years of fair business dealing is behind all the goods that go out and all are assured of a pleasant reception. They are located at 211-213 Market street.



What Bread Is to Angel Cake

Wheatena is to most other breakfast foods what bread is to angel cake—it is the substantial roasted kernel of hard winter wheat, prepared after our own method, sterilized and packed in sealed packages.

It is not a novelty, but a real food, and as such it has been bought and used year after year by hundreds of families. A grocer whose stock is composed of such things as *Wheatena* can almost set back and let his business run itself.

THE WHEATENA COMPANY
Rahway, N. J.



PUSHCART the Only Cheaper Thing

The only method of delivering goods which is cheaper than a **Lindsley Delivery Car** is a push cart. When it comes to even a single horse delivery we can save any grocer money, and a double team is so very far ahead in expense that there is no comparison.

What we have said many times we say again—the **Lindsley Car** will carry 1500 pounds 30 miles on one gallon of gasoline.

J.V. Lindsley & Co.
Suite 1112 Monadnock Bldg.
— CHICAGO —

High Grade Groceries Meats, Dry Goods, Medicines, &c AT CUT PRICES

Specials for Friday and Monday, September 25 and 28th.

A penny saved is a penny earned. In dealing with this store you save many pennies and buy the **Best Goods for Less Money**. A circular like this will be published weekly, which will be the best guide for every housewife to learn and practise Economy and Quality of goods by buying it in this store.

Honesty, Quality, and Promptness combined with Special Cut Prices and Stamps lead in this store. **READ IT CAREFULLY!**

DOUBLE STAMPS EVERY MONDAY UNTIL 1 P. M.

Gold Medal Flour	44¢	Fine Fresh Shoulder Pork, lb.	12¢
Hecker's Flour	44¢	Fine Fresh Shoulder Lamb, lb.	10¢
White Lily Flour	34¢	Rump Steak, lb.	18¢
Tub Butter, guarant. to be pure	30¢	Round Steak	18¢
Fine Eggs, guaranteed, doz.	26¢	Hamburg Steak	10¢
Fels Naptha Soap, cake	4¢	Chuck Roast	10¢
P & G Naptha Soap, cake	4¢	Leg Mutton	14¢
Wagner's Baked Beans, can	10¢	Fine Pic Nic Hams	10¢
Fancy Crushed Corn	7¢	Skin Back Hams	15¢
Baked Whole Corn	8¢	Boneless Bacon, Felin's	20¢
Fancy Sifted Peas	9, 10 and 13¢	Small lean Pork Chops	18¢
New Shredded Codfish, box	5¢	Fine Lard	10 and 12¢
Sardines, oil or mustard, box	4¢	SOUR KRAUT, Qt.	6¢
Imported Sardines in oil	10¢	Jelly Glasses, doz.	24¢
New Seedless Raisins, pkg.	9¢	New Prunes	10¢
New Seedless Currants	10¢	Fancy Cream Chocolates, lb.	12¢
New Apricots	11¢	Old Fashion Cream Mint Candy	15¢

10 Extra Green Checks or Stamps with each of the following articles:

1 pound Coffee	20¢	1/4 pound Pepper	8¢	1 box Cascarets	10¢
1 pound "	25¢	4 boxes Mat. Tacks	10¢	1 bot. Bromo Seltzer	10¢
1 pound "	30¢	2 papers Needles	10¢	Singer Machine Oil	10¢
1/4 pound Tea,	10¢	2 papers Stick Pins	10¢	Phenol Sodique	10¢

JACOB T. SHILS

GENERAL MERCHANDISE STORE

2618-20 Arctic Avenue, BETWEEN Texas and California Avenues
COAST PHONE 862 BELL PHONE 1002-D

Ferschke Printing Co., 2126 Pacific Ave.

McIlhenny Defends Against Charge of Insolvency.

Edward A. McIlhenny, president of the E. McIlhenny Canning and Manufacturing Co., has made counter charges against

This is essentially a cut-price circular. The heading shows that as well as the text. There is, therefore, no need in my judgment to have spent a third of the

Come See Us

You grocers who sell **Gurnse** butter, or any of our brands, try and get in to see us when in town for Founders' Week.

First, because we want to know you, and second because we want to do our share in giving you a Philadelphia welcome.

Remember this and drop down. Glad to see you.

P. F. Brown & Co. 39 South Front Street
Philadelphia, Pa.

Everyone Knows Wilde's Coffees!

Samuel Wilde's Sons Co.

Importers

**Coffee, Tea and
Spices**

11 Dutch Street
NEW YORK

Wilde's Coffees are Coffees with a reputation of ninety years. No matter how strong the competition, the sales constantly increase because once a drinker of **Wilde's** Coffees always a drinker—on this account your labor of selling is made easy, and there is no trouble in holding trade where once introduced.

By allowing us to quote prices you will save money.

Good Ideas for a Brisk Fall-Winter Business

A Large Variety of Tested and Proven Plans for Keeping One's Store in the Public Eye and Increasing Business at this Season

[Below the "Grocery World and General Merchant" presents another batch of the clever booming plans collected by Butler Brothers. Hardly a merchant, whatever his line or his circumstances, but can find something profitably adaptable in the ideas that follow.]

A Pennsylvania firm offered 25-cent brooms for 5 cents to the first one hundred persons who called for them on a certain day. No other purchase was required, but the purchaser of the brooms to secure one had to bring with him a coupon clipped from the advertisement.

An Ohio merchant secured the services of a young lady to learn of engagements likely to terminate in marriage, and induced her to ascertain when the event would occur, getting in touch with one or both of the parties. In this way a number of orders for the new home have been secured.

Here is a coupon plan which was recently worked with great success by a New York merchant. He gave a great number of his customers coupon books containing four coupons. When the customer had bought one dollar's worth of goods and had given one of these coupons to each of four friends, and after each of these friends had bought a dollar's worth and had each given their four coupons to their friends (16 in all)—thus completing a series of twenty-one coupons—then the first recipient of the first book of four coupons was given a premium amounting to one dollar's worth of goods as soon as all the friends had purchased one dollar's worth of goods. In that way this merchant sold \$22 worth of goods before giving a premium.

A Missouri merchant thoroughly interested every mother in his county by offering to give a solid gold ring absolutely free to every baby born in that county during the year. The mothers were requested to bring in their babies about two weeks before Christmas to be fitted for the rings, which were to be ready for them the day before Christmas, when the mothers could call for

them. The advertising results were so good that this merchant who likes to do things differently will repeat the plan this year. Last year he started the plan early in October.

A Minnesota merchant last year got rid of a lot of left over holiday goods early in the fall. Following is the plan described in his own words: "I picked out all the odds and ends of glassware, such as tumblers, sauce dishes, fancy dishes, all of last year's holiday goods, in fact anything that did not sell for retail prices, some articles being as high as \$1.25 (nothing cheaper than 90 cents). I also included two dozen 9 x 12 matted pictures and two dozen 16 x 20 pictures costing 40 cents and 85 cents per dozen respectively. I wrote the name of each article on a slip of thin cardboard. These slips, up to 350 of them, I put in a box and shook them up. Then everyone with a cash purchase of \$1 was allowed to draw out a ticket and was entitled to whatever the ticket called for. I advertised this plan late in October and it brought trade for me all through November and December. Thus I made a great many sales besides getting rid of odds and ends."

It is pleasing to note that merchants who have traded from great many localities are planning for co-operative sales. A combination carnival in a small Michigan town is now proving very successful. The merchants of the town are offering 2 and 3 cents more than the market price for eggs and butter during the special carnival week. Various other plans are being used to get farmers to their town rather than letting them go to a nearby competing town. The far-reaching effect of such co-operation is the development of not only the entire town, but including all ind

individual merchants. Such a plan is the direct antithesis of price-lashing home competition. The effect of one is as good in building up trade as the other is destructive.

A New Jersey retailer has this novel plan of congratulating his customers on their birthdays. Customers buying birthday cards are asked if they will give the name of the recipient and the date of the birthday, as the firm would like to give a card. The date is always given. Then a card bearing a picture of the store and "Birthday Greetings" at the top and the firm's name and the date at the bottom is sent. The words are written by means of glue, a glass tube and some felt. The recipient frequently comes in to thank the dealer for his remembrance and to express surprise at his knowing the date.

Recently the merchants of an Indiana town organized to have a dollar day in their town. Every merchant featured exceptional values at \$1 on one day. The newspaper of their town printed a large general advertisement of the sale, offering two big prizes. The first was \$5 to the merchant who, in the opinion of the readers of that paper, offered the most attractive bargains at \$1 on that day. The second prize was to the reader who had the best judgment in selecting what seemed to be the biggest bargains. The votes were sent to the office of this paper on postal cards. This advertisement aroused increased interest in the sale and backed up the advertisements of the stores by stating, "To-morrow a dollar will go farther in buying merchandise than it has ever done before in this town. Nearly every one of leading merchants have united in this special dollar offer, giving you an opportunity of getting special bargains which will not soon occur again," etc. The opening ad. was reprinted in the Sunday edition.

Are you making as good use of the telephones in your district as a certain Indiana merchant who each morning calls up a number of his good customers to find out if they want anything that day? When this merchant first started the plan he was not disappointed

if his customers did not want anything for several days in succession. He always ended up with a cordial mention of news or greeting. After persistently following out this plan for several weeks, he gradually began to see that his customers were getting used to it and were getting into the habit of waiting for him to call up so that they might give him an order. This merchant delivers the goods and in many other ways endeavors to make things as convenient as possible for his customers. His spirit of willing service predominates his entire store, and we believe has a great deal to do with his great success.

A busy Michigan merchant who last year turned his stock about 7½ times uses three conspicuous bargain tables just for the selling of his stickers. These tables are in the centre of his store and not far apart.

The first table is large, while the other two are smaller. The prices of the goods on the first have been cut in two. Then the price on all goods left over on that table are cut in two and placed on the second table. The few leftovers on this are again cut in two and placed on the third table, which is only about half as big as the first table.

Then, any goods left on this last table after they have been on sale for a couple of days are placed in what this merchant calls his "penny baskets" and are sold for 1 cent each, regardless of their cost price.

Frequently these penny baskets create a big lot of excitement and this merchant, be sure, never has old goods left in his store. He turns his entire stock almost eight times and his net profits are equal to the average.

No More Tea Raising in Texas.

Replying to an inquiry as to whether the Department of Agriculture would continue its experiments in cultivating tea in Texas, the chief of the Bureau of Plant Industry writes: "After a number of years' experimentation at Pierce, Texas, it became apparent that the tea work could not be expected to prosper, owing to a number of adverse circumstances. It has, therefore, been deemed advisable to suspend our experimental work at this point."

Anker's Bouillon Capsules



It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS

Sixty-Third and Market Streets
Philadelphia, Pa.

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.



"EXTON" Crackers and Oyster Eaters

Have been friends for 61 years. An oyster cracker has to be mighty good to hold on so long. We made it best and we kept it best and everybody knows it is best.

Purest materials, scientific baking, clean handling—it gets them all.

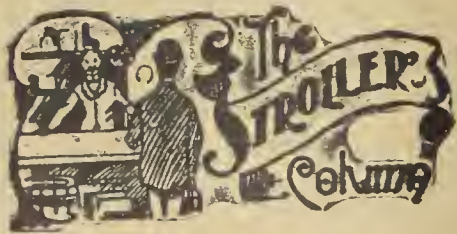
Everybody knows the "EXTON." Prepare for "everybody" to buy them.

A. Exton & Company
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co., Distributing Agents, 116 South Delaware Avenue, Philadelphia.



Breaking the Lines.

Here's a little help wanted advertisement that struck my eye in one of the Philadelphia Sunday papers last week:—

SALESMAN TO CALL ON GROCERY TRADE with line of established family medicines. \$1,200.

It fit in so well with a talk I had with a druggist only a couple of weeks before.

He used to be on the road for a wholesale drug house. That's where I knew him. A chance came to buy this little drug store in an up-State town and he took it over and settled down.

I ran across him on one of my trips and was asking him how he was getting on. He was a little down in the mouth, and in the course of conversation it came out that one of the things in his craw was the fact that one of the grocers in the place was selling a lot of things that my friend said belonged in a drug store. They were all the things that paid fat profits, too—that's what cut deepest.

Well, we talked along that line for a while, and later on in the course of business I had to go into the grocery store he was sore on. It wasn't a general store in the ordinary sense, but called itself a grocery store. Good store, too.

Yet by snooping around asking questions and keeping my eye peeled I found out that it was selling the following things:—

Seventeen patent medicines.
Toilet soap (several kinds).
Witch hazel.
Borax.
Camphor.
Cake soda.
Washing soda.
Jamaica ginger.
Perfumery.
Bay rum.

What would you call these—groceries? They sure look like drugs to me. At any rate, it looks as if the druggist had some kick coming, don't it?

I talked with the proprietor of this store a little bit about it.

"You've got quite a drug department," I said.

"Well, yes, we keep a few things," he said.

"Don't you find that the druggists kick?" I asked him.

"Never heard of 'em kicking," he replied. "Wouldn't make any odds if they did; everything I sell I've got a right to sell. No law compelling a druggist to sell such things exclusively, is there?"

The man was right. So far as any law is concerned he had a perfect right to sell anything in the drug line he wanted except things like poisons or brandy. Nobody could stop him for one minute. And if he didn't feel that it was up to him not to do it because custom said grocers shouldn't sell such things, why there wasn't any

reason at all why he shouldn't do it.

I wouldn't come within ten miles of telling him he oughtn't to do it—it's none of my business. Those things are as a man feels.

A salesman who gets around a good bit told me not long ago that the grocers were hogging it. We had a warm little mix-up over it, but between you and me, since I think it over, ain't it so?

What about selling meats that used to belong to butchers?

What about selling patent medicines and other drug store things?

What about selling candy that used to belong to candy stores? A tremendous lot of grocers sell candy now; almost every jobber carries it in stock.

What about selling oil cans and other hardware stuff?

What about selling cigars and tobacco?

I honestly believe that you can hardly find one grocery store in a hundred that sells groceries and nothing else.

Of course there's been a change in darned near every line. The drug store sells stationery, candy, cigars and a whole lot of other truck that would make the old-time professional druggist turn in his grave. The candy store sells the drug store's soda water, and so it goes.

The lines are getting very much broken, and they're going to be more broken. Competition pushes us so hard that it's a case of grab-

bing up whatever we can fit in to make a dollar on.

I'm bound to admit, though, that the grocer's gone farther away from his own field than anybody else.

Didn't he have a right to? Sure! But the other fellows don't think so.

THE STROLLER.

Peppers are all nearby and range from 10 to 15 cents per basket. The demand is poor.

Mince Meat.

They tell you that mince meat isn't what it used to be. Well, don't you believe it. They are still making mince meat in the good old fashioned way, and the very thought of it makes my mouth water. The kind you used to get was made along about this time of the year and you remember they used plenty of good boiled cider—yum-m-m! Think of it—boiled cider! Thick and spicy, and snappy as an apple that has hung out in the frost until its cheeks are red and puckered and its heart is as effervescently full of twang as though it were preserved in ginger. Yes, and they used mighty good apples too, and some beef, and a lot of citron—you used to help chop the citron up, didn't you? And cinnamon bark and cloves, and great big raisins—why those raisins were as big as prunes. And they used to put the mince meat down in the cellar and on a Sunday afternoon you would slip down there with a spoon, and the whole cellar would be full of the sweetest aroma ever known. And you would actually dip into that mince meat and eat it just so. And then on baking day—why, my goodness! You could smell those mince pies for two miles. And you would come in, rosy and hungry, and how you would go for that pie. Yum-m-m! It gives you an appetite to think about it.

Well, Armour is making the same good old mince meat which our grandmothers made so long ago. So when Jack Frost gets around, and there is snow in the air, and a good fire in the kitchen stove, just you buy some of Armour's Veribest Condensed Mince Meat and we will have some good old mince pies. I wish it were snowing now.



FOUNDERS'



WEEK



The entire week, beginning Sunday, October 4, and terminating at the close of Saturday, October 10th, has been set aside for the commemorative celebration. It will be comprised of Military, Civil, Industrial, Naval, Historic and Fraternal Parades, and Entertainments of every description. On Thursday, October 8th, a Naval Display will be held on the Delaware River; United States Navy and Foreign War Vessels will be anchored in the harbor; there will be a River Pageant, and it is estimated over 500 vessels, some handsomely decorated, will participate, passing in review around the warships.

We extend an invitation to our customers to make our store their headquarters while in Philadelphia, and from our roof you can obtain a full view of the river and this Great Naval Display.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Window Guessing Contest.

Here is the plan of a guessing contest which we held some months ago and attracted a great deal of attention.

We secured the photographs of four of the town's prominent men. These photos were a back view of the head and shoulders. To make it harder to guess we got the men to trade hats.

We had these photos enlarged to about 14 x 18 inches. This was just rough work and not finished, so was not expensive. We placed these in our window with a card reading:—

Four Oxford Gentlemen.

Guess Who?—It's Free.

To the First Three Persons guessing correctly the names of these Four Men we will give the following prizes:

FIRST PRIZE:

5 lb. Prime Rib Roast Beef.

SECOND PRIZE:

3 lb. Sirloin Steak.

THIRD PRIZE:

1 lb. Blue-ribbon Butter.

Contest Closes this Saturday noon.

We furnished the people with slips of paper on which to write the names and their own name, and we had the slips numbered so we could tell which guess was first. This slip was passed through a slit into a sealed box.

This proved so attractive that we repeated it the following week with the photos of three girls. These photos were of the forehead and eyes with a fan hiding the lower portion of the face.

E. W. ALEXANDER.

Oxford, Pa.

Here is an advertising and window scheme that we used last fall which proved very attractive and more than paid for itself, as we had several barrels of corn when the contest was over.

The above ad. was made on a large card and hung in the window and also placed in two newspapers.

The judges were two editors and a prominent farmer.

As the corn came in we tied it in bundles, put a tag on it with a number, then we wrote down in a book the man's name and number. We kept these secret so that the judges would not know the corn.

To start the thing going we placed a few bundles of ordinary corn in the window, then as each farmer looked he thought his was better and in a couple of days the corn came rolling in.

THE WINDOW.

Cover the floor with wrapping paper and cover this over with shelled corn. Place the bundles of corn in most any old shape.

For the background place a rail across the back of the window low enough that you can reach or step over. Also nail a strip across the floor. Tack a strip of paper to these strips.

Next take short stocks of corn and tack to the strip and rail. Tack these close together all the way across the window except about 18 inches. Tack the corn on a separate strip of this length (18 inches) so that it can be re-

moved to get in and out of the window.

E. W. ALEXANDER.

Oxford, Pa.

Bleached Flour Hearing Postponed.

Millers Who Use the Practice to Improve the Appearance of Flour Making Elaborate Plans for Defense and Are Granted More Time to Present it.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

October 2, 1908.

The hearing on bleaching flours, which was set for last Tuesday, September 29th, was postponed until November 18th.

Practically all of those chiefly interested in the bleaching of flours had been notified to be present and state their views, but only about eight or ten of the representatives of some of the principal parties to the controversy were in the room. It developed almost at once that the interests affected regarded the subject so seriously that they had initiated experiments designed to support their view of the case, and these not being completed, had resolved to ask for a postponement of the preliminary hearing. This was granted, and the date will be set by request at about the middle of November, when all parties will be expected to be ready.

HOLT.

Do You Like Plum Jam?

Send your name and address on a postal card requesting a sample, and H. P. D. Kingsbury, of Redlands, Cal., will send you a glass jar of what they consider the finest plum jam they ever made. It is a reasonable assurance that if you try them yourself you will order them for your customers. Why not spend the penny?

A Prize Window Display.

Who Has the Best Corn?

We will give Three Prizes Free to the farmers bringing to us the

Best Five Ears of Corn.

FIRST PRIZE:

12 lb. Star Ham.

SECOND PRIZE:

5 lb. Pall of Lard.

THIRD PRIZE:

5 lb. Scrapple.

This Corn will be on exhibition for one week. The Corn will be judged by the SIZE, WEIGHT and QUALITY. Contest Closes Saturday, Nov. 2d.

Judges: { J. T. R. —
H. L. B. —
C. E. M. —



MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World Columbus, Ohio

Sample free, or four months' trial for 10 cents

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.



Increase Your Profit on Bretzels!

By handling "Huebener's Genuine Lititz Bretzels" you'll make a profit worth while, because they embody the highest standard of quality and most fascinating good-to-eat-ness ever found in a pretzel product.

Our method of distribution guarantees you absolutely fresh goods, quick sales and good profit. No jobbers. Agents wanted.

LITITZ BRETZEL COMPANY
Lititz, Penna.



BEAUTIFUL OUTSIDE AND IN

A beautiful green, red and gold carton of delicate, tender, selected Sardines, sauced with a delectable mustard dressing—that is our Harbor Brand of Mustard Sardines.

Your customers will eagerly buy these for 10 cents a carton, which leaves you a thoroughly satisfactory profit.

JED FRYE & CO., 25 South St., New York

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

SELLING FLOUR.

That ad. of ours that appeared in yesterday's "Times" about home bread making and about the characteristics of our flour is worth two readings. Get the facts down. Memorize the very words. It's one of the most convincing flour ads. that has ever appeared in our space.

LOOSE OLIVES.

As you know it has been an awful summer for loose olives. We got caught with a good big stock, but we cleaned them up, and in doing it lots of people were dissatisfied with the miserable quality. Now we have opened up some new ones, 110-120s, at 45 cents per quart, and 200-250s, Manzanillas, at 30 cents per quart. The Queens are A 1 goods. Firm and of good flavor. Let us go ahead with these and redeem ourselves.

FARMERS' BULLETIN.

On the south wall of the building we are going to have printed a "Farmers' Bulletin." You know this street and especially this corner is a favorite hitching place for the country folk. On this bulletin we will print prices on flour, salt pork, kit mackerel, bushel sacks salt, molasses, sugar, oatmeal, coffee, etc. Occasionally say to Mr. Farmer, "Did you notice that piece of news on the wall?"

DREAMERS.

A dreamer is an idealist. A business idealist is a fellow that "sees things." He sees an automobile of his own and money galore. He has a rosy future, but it's all in the air. It's a good thing to hope, to have faith, to aspire, but let the hustle go with it. "Faith without works" is as fruitless to-day as the day the Apostle James talked to the twelve tribes. Don't be a dreamer; not one of you, unless

you put brain and brawn into your dreams.

QUESTION BOX.

No. 14 asks, "Why are we handling so many Belgium imported French peas now?" Because we can buy them for considerably less than the French goods and the quality and sieve are equal to the French.

No. 12 asks, "Is American rice better than imported?" The finest rice in the world comes from Patna, East India, but it is too expensive for common consumption. Fancy Carolina head is superior to Japan or Chinese rice. In fact you can't sell a Chinaman in this country any other kind.

No. 6 asks, "Is the vinegar we sell by the gallon pure?" Yes.

No. 2 asks, "What kind of an answer can I give to this question?" "How good is this witch hazel of yours in quart bottles at 35 cents?" Well, you can say this: This witch hazel comes from a distillery in Connecticut. It is 15 per cent. alcohol; will keep indefinitely. There is nothing better sold. It is far stronger; far better than the watery stuff you buy at the dry goods bargain counter. The alcohol percentage is guaranteed by the maker and by our firm.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued June 23, 1908:—

891,225. Fruit grader. W. C. Anderson, San Jose, Cal.
891,336. Modified dry milk. J. R. Hatmaker, Paris, France.
891,441. Coffee pot. Peter Renner, Cincinnati, Ohio.
891,464. Fruit jar holder. C. M. Corsey, Woodbury, N. J.
891,507. Dough divider. Frank Sterich, Chicago, Ill., assignor to Champion Machinery Co., Joliet, Ill.
891,577. Ice cream cooler and soda fountain. W. H. Wallace, Indianapolis, Ind.

Patents issued June 30, 1908:—

891,816. Oven feeding device. A. W. Copland, Detroit, Mich.

891,817. Dough and cracker handling machine. A. W. Copland, Detroit, Mich.
891,823. Apparatus for mixing materials in canning factories. R. J. Dickinson, Eureka, Ill.
891,925. Paring knife. E. B. Gibford, Adrian, Mich.
892,104. Egg washing machine. G. J. Whelan, Minneapolis, Minn.
892,159. Package for ice cream. G. J. L. James and J. J. Lanzit, Chicago, Ill.
892,174. Cord holder. Moritz Mayer, New York, N. Y.
892,237. Cake turner. H. L. Fairall, H. K. Fairall and T. A. Ewing, Highland, Cal.

Patents issued July 7, 1908:—

892,393 and 892,394. Fruit paring machines. W. H. Boutell, Rochester, N. Y., assignor to Boutell Manufacturing Co., same place.
892,415. Process of preserving fruit-juice. J. A. Froberg, Chicago, Ill.
892,428. Wafer cutting machine. H. H. Hungerford, Chicago, Ill., assignor to F. M. Peters, same place.
892,552. Cake cutting guide and gage. Fredrick Rexer, Philadelphia, Pa.
892,559. Loaf molding machine. H. E. Smith and W. M. Campbell, Kansas City, Mo., assignors of two-thirds to said Smith and B. H. Smith, same place.
892,633. Ice cream dipper. Edwin Walker, Erie, Pa.
892,676. Fruit and vegetable pitter. D. H. Mosteller, Chicago, Ill., assignor to The Mosteller Manufacturing Co., same place.

892,705. Egg tester. J. W. Billings, Beatrice, Neb., assignor to G. M. Billings, Indianapolis, Ind., and A. J. Billings, Beatrice, Neb.
892,725. Oyster pail. William Heyser, Baltimore, Md.
892,830. Bin. W. C. Hobbs and F. W. Hobbs, White Lake, S. D.
892,846. Coffee percolator. Rasmus Jorgensen, Seattle, Wash.

892,856. Egg beater. E. W. Ladd, Washington, D. C.

Patents issued July 14, 1908:—

893,005. Machine for sheeting dough. J. H. Mitchell, Philadelphia, Pa.
893,073 and 893,074. Coffee preparation and process of making same. J. M. Herron, East Orange, N. J., assignor to Ceylon Cocoa and Coffee Co., of New York.
893,405. Jar opening wrench. J. A. Weisbeck and Edward Johnson, Alden, N. Y.

893,591. Butter cutter. L. B. Larsen, Portland, Ore.

Patents issued July 21, 1908:—

893,700. Coffee urn. J. H. Beckman, Chicago, Ill.
893,898. Illuminating device for bake ovens. C. N. Bergmann, Pittsburg, Pa., assignor to Ward-Mackey Co., same place.

893,973. Oyster carrier. R. C. Bender, Smuggler, Col.

Patents issued July 28, 1908:—

894,224. Meat grinding machine. Stephen Olof, Washington, D. C.
894,260. Egg crate shipping crate. C. H. Cronk, Curtis, Neb.

894,263. Package for confections. J. K. Farley, Jr., Chicago, Ill., assignor to National Candy Co., Jersey City, N. J.
894,527. Computing cheese cutter. J. H. Osborne, Anderson, Ind.

894,559. Candy package. H. O. Whyman, Philadelphia, Pa., assignor to A. P. Richardson, same place.

894,626. Fruit jar opener. R. J. Givens, Enterprise, Idaho.

894,696. Double acting corn popper. F. B. Rennick, Ashtabula, Ohio.

894,746. Coffee percolator. H. W. Reynolds, New York, N. Y., assignor of one-fourth to S. C. Ross, same place.

Patents issued August 4, 1908:—

894,823. Combined spice cabinet and pastry board. Warren Flanders, Lisbon, Me.

894,868. Coffee urn. A. E. White, Chicago, Ill., assignor to The James Heekin Co., Cincinnati, Ohio.

894,872. Meat tenderer. Sherman Armstrong, Shelton, Conn.

894,967. Baker's oven. Joseph M. dleby, Watertown, Mass.

895,016. Portable pie crate. C. Herrmann, Brooklyn, N. Y.

895,262. Method of desiccating sauerkraut. J. R. Hare, Baltimore, Md.

895,315. Cake mixer. Ada Tomlinson, Cambridge, Iowa.

Patents issued August 11, 1908:—

895,856. Cake coating machine. P. Harton, Philadelphia, Pa.

895,969. Noodle cutter. A. P. Coniata, Pa.

896,018. Egg tester. F. E. Hetrick, Dubois, Pa., and E. A. Hetrick, Akron, Ohio.

896,032. Machine for separating coffee. W. L. Maas, St. Paul, Minn.

896,044. Nut cracker. P. H. Quackenbush, Herkimer, N. Y.

896,056. Pie machine. Oliver C. borne, Chicago, Ill.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For canned fruits and vegetables. Baer Grocery Co., Wheeling, W. Va. The words "Royal Blue" and a representation of a bear holding a shield, upon which are the words "Royal Blue."

For flour. The Durst Milling Co., Dayton, Ohio. The words "Blue Bell."

For dried fruits, canned fruits and vegetables, seeded raisins, cocoanut, tamarind, ioca, horse radish, mustard, pickles, chow-chow, onions, celery sauce, olive sauces, catsup, vinegar, syrup, flavoring extracts, spices, nuts, canned soups, sugar, preserves and jellies, salad dressing, bird seed, buckwheat, flour, roll oats, corn starch, crackers, cakes, bear rice, macaroni and yeast. John Blau Sons Co., Burlington, Iowa. A monogram "B. B. B. B."

For canned salmon. Griffith-Durn Co., San Francisco, Cal. The words "Quaker" and a representation of the head and body of a man in Quaker costume.

For preserves and jellies. Pacific Coast Syrup Co., San Francisco, Cal. The words "Tea Garden" upon a representation of a Japanese lantern.

For syrups. Pacific Coast Syrup Co., San Francisco, Cal. The words "Tea Garden" and Toboggan.

For molasses. Pacific Coast Syrup Co., San Francisco, Cal. The words "Pelican."

For sugar cream and pancake syrup. Rigney & Co., New York, N. Y. The words "Aunt Jemima's" and a representation of the head of a negress.

For dried and evaporated fruits, tea, coffee, dried or preserved meats and fish, rice, lobsters, crabs, crab-meat, candied spices, seasoning and flavoring herbs, flavoring extracts and essences, soup broths, sugar, syrup, molasses, honey, rolled and flaked oats, oatmeal, hominy, condiments, sago, puddings, relishes, sauces, macaroni, vermicelli, spaghetti, nudeln, flour, canned or potted food, olives, stuffed olives, olive oil, tapioca, farina, corn starch, barley chocolate, cocoa, cocoanut, tomato catsup, celery salt, curry powder, sauer kraut, pork and beans, cakes, crackers, biscuits, lard and conserves. R. C. Williams & Co., New York, N. Y. The word "Royal Scarlet" and a representation of crossed ribbons held by a buckle showing a coat-of-arms.

For soap. Goodhair Remedy Co., New York, Ohio. The word "Goodhair" and a representation of a man rubbing his fingers in his hair.

For pickles. E. G. Kidd, Richmond, Va. The words "Pin Money."

For baking powder. Sterling Supply Co., Chicago, Ill. A monogram "S. S. Co." within a circle.

For cooked potato chips. C. A. Hunter, Philadelphia, Pa. The word "Taffies."

For chocolates and candies. Sarah D. Gilman, Boston, Mass. The word "Baily's."

For baking powder. Royal Baking Powder Co., New York, N. Y. A representation of a can within a circle.

For canned fruits and vegetables, coffee, flavoring extracts, flour, spices, condensed syrups, teas and vinegar. The Coffeyville Mercantile Co., Coffeyville, Mo. The word "Shamrock" and a representation of a shamrock having the letters "M. C. C." on the leaves.

For icing for cakes. Leo Benjamin, New York, N. Y. The word "Cremo-

For starch. American Maize-Products Co., Portland, Me., and New York, N. Y. The words "Amazo" and "Linen

For hermetically-sealed fruits and vegetables. Griffin & Skelley Co., San Francisco, Cal. The word "Thistle."

For edible fats and oils. The N. K. Banks Co., Chicago, Ill. The words "Snow White," "Victoria" and "Rosa

For canned fruits and vegetables and edibles. The words "Boar's Head."

For canned blackberries. Elkin Canning Co., Elkin, N. C. The word "Elkie."

For cheese. Warfield Pratt Howell Co., Des Moines, Sioux City and Cedar Rapids, Iowa. The word "Dandelion" and a representation of dandelions.

For bread. Boston Baking Co., Washington, D. C. The word "Grandma's."

For a compound of sorghum molasses and corn syrup. Schnull & Co., Indianapolis, Ind. The word "Hoosier."

For canned fruits, vegetables, soups, meats, condiments, breakfast foods, etc. For canned fish, evaporated and dried fruits, preserves, jams, jellies, mince-meat, mustard, puddings, spices, sugars, sages, hams, bacon strips, catsup, condensed milk, capers, cocoanut, cheese, raschino cherries, bottled fruits, added gelatin, honey, fruit butter, macaroni, spaghetti, vermicelli, sauces, and dressings, oyster cocktail dressings, cups, molasses, corn starch, tea, cof-

fee and vinegar. Acker, Merrill & Condit Co., New York, N. Y. The word "Amcehat."

For bread. G. E. Rentz, Williamsport, Pa. A rectangular border enclosing a representation of a white seal having a blue central circular field upon which are the words "Beech Nut," and blue crosses near the edge of the white seal.

For caviar, anchovies, sardines and sardines. C. F. Stubb & Co., Hamburg, Germany. A representation of a fish passing through a barrel on which are the letters "C. F. St. & Co."

For a powdered preparation for making mayonnaise dressing. G. W. Swain, Brooklyn, N. Y. The words "Chef's Secret" and a representation of a chef in the act of stirring the contents of a bowl.

For cereal coffee. Sterling Supply Co., Chicago, Ill. The monogram "S. S. Co."

For soaps. M. B. Binkley, Dayton, Ohio. The word "Va-Zo-Na."

For soap. Joseph Biechele, Canton, Ohio. The word "Magic."

For baking powder. Jessie M. Wright, Louisville, Ky. A representation of a shield having thereon a monogram "W. B. P."

For smoked sardines in oil. Stavanger Preserving Co., Stavanger, Norway. A representation of two crossed fishes.

For flavoring extracts, spices, mustard, dried fruit, gelatin, seeds, catsup, table syrup and vinegar. S. Hamill Co., Keokuk, Iowa. The words "Olive Branch" and a representation of olive branches.

For washboards. S. Hamill Co., Keokuk, Iowa. The words "Olive Branch" and a representation of an olive branch.

For canned fish. Getz Bros. & Co., San Francisco, Cal. The word "Daisy" and a representation of a bunch of daisies.

For chocolate. F. A. Martin, New York, N. Y. The word "U-No" and the numbers "7-11."

For flour. The C. Hoffman & Son Milling Co., Enterprise, Kans. The words "Fanchon, the Flour of Quality."

For a hand cleaning paste. F. W. Gardner, New York, N. Y. The word "Champion."

For canned vegetables. Waterloo Can. & Pickling Association, Waterloo, Wis. The words "Bon Ami" and a representation of the bust of a young girl. The words "Honey Sweets" and a representation of a bunch of flowers.

For chocolates, candies and bonbons. W. F. Schrafft & Sons, Boston, Mass. The word "Schrafft's."

For canned fruits. Armsby Preserving Co., San Francisco, Cal. The words "Ambassador," "Consul" and "Diplomat."

For flour. Listman Mill Co., La Crosse, Wis. The words "Health Flour" and a representation of a landscape showing a high hill in the foreground and water in the background.

For canned fruits and vegetables. J. F. Pyle & Son, San Jose, Cal. The word "Berryessa."

For flour. Barber Milling Co., Minneapolis, Minn. The words "Gold Vale."

For chewing gum. M. B. Bum, Baltimore, Md., assignor to The Wilson Chewing Gum Co., Baltimore, Md. The word "Chewit."

For fresh and salted beef, canned meats, beef extracts, fresh and salted pork, sausage, lard, tallow, lard compound, hams, bacon, butter and oleomargarine. Armour Packing Co., Kansas City, Kan.; Jersey City, N. J., and Kansas City, Mo. A representation of a hog printed in blue.

For peanuts. Amedeo Obici, Wilkes-Barre, Pa. The words "The Burgomaster" and a representation of a man wearing a cloak and slippers and a high pointed hat.

For soap. The M. Werk Co., Cincinnati, Ohio. The word "Tag."

For canned salmon. Kelly-Clarke Co., Seattle, Wash. A map of the Pa-

cific Ocean with the word "Alaska" thereon, and a representation of a fantastic animal resembling an eagle inclosing the map.

For wafers, biscuits, crackers, cakes and bread. Perfection Biscuit Co., Fort Wayne, Ind. The word "Perfection" and a representation of a hand holding a cracker, on which are the letters "P. W."

For coffee, tea, spices, molasses and corn syrup. The Sherman-Cosner Mercantile Co., Trinidad, Col. The word "Anco."

For soap. The Procter & Gamble Co., Ivorydale, Ohio; Kansas City, Kan.; Staten Island, N. Y., and Cincinnati, Ohio. The word "Banjo" and a representation of a banjo. The word "Velvet," on a highly ornamented panel. The word "Clover," upon an ornamental panel. The word "Casco." The word "Amber." The words "Town Talk," "Concord" and "Golden Bar." The word "Handy" and a representation of a hand holding a cake of soap. The words "Half Moon" and a representation of stars and a man's face in a semblance of the moon.

For dried, preserved and canned fruits and vegetables and canned lobster and salmon. Corby Commission Co., New York, N. Y. The words "Clover Leaf" and a representation of a clover leaf.

For popcorn, cereal breakfast foods, hominy, horse radish, mustard, catsup, mince meat, peanut butter, meat sauces, vinegar, flavoring extracts, syrups, sea foods, tea, coffee, cocoa, chocolate, cheese, candies, preserved fruits, canned



FLI-STIKON
THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

vegetables, soups and salad dressings. U. S. Horse Radish Co., Saginaw, Mich. The words "As You Like It."

For molasses. Oelerich & Laux, Chicago, Ill. The words "Red Hen" and a representation of a hen printed in red.

For starch and washing compounds. C. W. Van Zile, West Hoboken, N. J. The word "Van's" upon a representation of a shield.

For tea and coffee. American Coffee Co., of New Orleans, New Orleans, La. The word "Acco."

For olive oil. Ernest Russo, New York, N. Y. A representation of a young woman holding an olive branch.

For bread. The Gordon & Page Bread Co., Detroit, Mich. The words "Merry Widow."

For oysters. J. & J. W. Elsworth Co., Bayonne, N. J. The words "Red Cross Brand" and a representation of a Maltese cross, all in red.

For crackers. Frank Fuller, New York, N. Y. The words "Health Food."

For syrup. National Mfg. Co., St. Joseph, Mo. The words "Breakfast Bell" and a representation of a maid carrying a plate and ringing a bell.

For soap. The J. P. Davies Co., Dayton, Ohio. The word "Whiz."

For edible oils and fats. The N. K. Fairbank Co., Chicago, Ill. The word "Oleolino."

For cracked nuts, nut meats, salted nuts, peanut butter, peanut bars, fudge, fruit squares, peanut squares, nut caramels, nut confections, nut kisses, peanut brittle, peanut wafer, walnut wafer, nut blossoms and peanut taffy. The Squirrel Brand Co., Cambridge, Mass. The words "Squirrel Brand."

For bread. Central Butter and Egg Co., Duluth, Minn. A representation of an eagle and the words "Eagle Brand, Viking Make Flat Bread, Central Butter and E. Co."

For soaps. E. Wertheimer & Cie, Paris, France. The words "Manon Lescaut." A bust representation of a woman in an irregular fanciful border. A panel containing the signature "A. Bourjois & Cie," and having a circular band at its centre, upon which are the words, "A. Bourjois & Cie, Paris, France," a monogram, "A B C," being inclosed within said band.

For cakes and biscuits. Reinh. van Hauen, Copenhagen, Denmark. A design comprising several series of waved parallel lines and flowery ornaments, with the words "Reinh. van Hauen" and "Kiks De Seigle" prominently displayed on and between the lines.

For butter. David Cole Creamery Co., Omaha, Neb. The word "Idlewild."

For flour. The Waterloo and Cedar Falls Union Mill Co., Waterloo, Iowa. The words "Clear Quill."

For candies, chocolates and candied popcorn. Bunte Bros., Chicago, Ill. A black square within a heavy black circle.

For a compound for jellies, desserts, pastries and ice cream. The Genesee Pure Food Co., Le Roy, N. Y. The word "Jell-O."

For corn meal. American Hominy Co., Indianapolis, Ind. The word "Goldfinch" and a representation of a finch. The words "Golden Eagle" and a representation of an eagle.

For baking pans. Joseph Mathy, Washington, D. C. The word "Savory."

For canned fruits and vegetables. Burton & Davis Co., New York, N. Y. The word "Supreme" within an elliptical panel which is surrounded by a field on which are crosses formed by the word "Supreme."

For maple syrup. Foley Bros. & Kelly, St. Paul, Minn. The words "Canada Sap."

For evaporated soups. J. W. Spence, New York, N. Y. The letters "S. S. S."

For soap. The Procter & Gamble Co., Cincinnati and Ivorydale, Ohio; Kansas City, Kan., and Staten Island, N. Y. The word "Velvet" on a panel, which appears on a checkered background. The word "Clover" and representations of clover blossoms and leaves. The word "Casco" on a panel imposed upon a

checkered background, on which is a representation of flowers and leaves. The words "Town Talk." The word "Amber" on a dark panel, having an ornamental border and a representation of the moon and stars in one corner, the whole on a background having a surface of conventionalized leaves, with a central stripe containing a conventional design. The words "Good Luck" upon a panel, having a representation of a horseshoe in one corner and appearing on a background of horseshoes. The word "Handy" and a representation of a moon and stars. The words "Half Moon" between concentric circles, which inclose a conventionalized representation of the moon and stars, the background containing representations of the moon and stars. The word "Already" on a panel containing a representation of the moon and stars and appearing on a background containing representations of thistles.

For biscuits, crackers and bread. The Hess Biscuit and Bread Co., Ogden, Utah. The letter "H," having representations of flies on the legs, with the character "&" on the cross bar and the abbreviation "Co." between the lower legs.

For flour. Tacoma Grain Co., Tacoma, Wash. A representation of a grotesque animal having horns and long tusks and somewhat resembling a horse.

For biscuits or crackers. J. S. Ivins' Sons, Philadelphia, Pa. The word "Ivinettes."

For flour. The Longmont Farmers' Milling and Elevator Co., Longmont, Col. The words "Pride of the Mountains" and "Mile High." The words "Farmers' Mill" and a representation of a flour mill.

For canned fruits and vegetables. J. F. Pyle & Son, San Jose, Cal. The words "Pyle's Extras."

For soap. Gillette Safety Razor Co., Boston, Mass. The word "Gillette" on a diamond-shaped field and pierced by an arrow.

For flour. Ballard & Ballard Co., Louisville, Ky. Concentric circles inclosing representations of Egyptian architecture.

For soap. Mary E. Taylor, Dallas, Texas. The words "Snow Flake Soap" and a representation of a young woman washing her hands over a basin.

For sardines in oil. Jed Frye & Co., New York, N. Y. The word "Senate."

For a compound of refined beef fat and cotton-seed oil. J. H. Filbert, Baltimore, Md. The word "Filburta."

For flour. Tacoma Grain Co., Tacoma, Wash. The word "Vinco."

For flour. The Longmont Farmers' Milling and Elevator Co., Longmont, Col. The words "Pride of Longmont."

For pancake flour. H. B. Fuller, New York, N. Y. The words "Peter Pancake."

For tea and coffee. J. M. Cody, St. Louis, Mo. The words "Cody's Natural" and a portrait of the applicant.

For bread. De Long Baking Co., Detroit, Mich. The words "Merry Widow."

For flour. John Hoffer Flouring Mill Co., Harrisburg, Pa. The word "Crystal."

For soap. Iowa Soap Co., Burlington, Iowa. The words "Merry Widow."

For soap and soap powders. The Summit City Soap Works, Fort Wayne, Ind. The word "Antiwashboard."

For chocolate nougat bars. Fenn Bros., Sioux Falls, S. D. A representation of a seal having the words "Blue Seal" thereon.

For soap. Bartels Mfg. Co., New York, N. Y. The words "U-Need."

Have you taken advantage of that 70 per cent. profit proposition of ours? A great many grocers have done so and we want to hear from you. All of Goff's remedies are standards and are sold by more than 14,000 grocers. Write to S. B. Goff & Sons Co., Camden, N. J.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

New Association Forming.

Jersey Shore, Pa.,

Sept. 24, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—We, the merchants of this town, have decided to organize a business men's association. The leading idea is to furnish protection against the poor-pay class. Will you kindly furnish us with whatever information you think might be of value.

Have you any blanks that would be of value in formulating a constitution and by-laws?

Thanking you for any suggestions, we are, Yours truly,

H. C. YOUNG.

This correspondent has been advised to correspond with Mr. A. M. Howes, of Erie, Pa., who as State secretary of the Pennsylvania Retail Merchants' Association is in touch with all manner of constitutions and by-laws.

Selling Empty Sugar Cases.

Philadelphia, Pa., Oct. 1, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you be kind enough to tell us, through your journal, if you know of any party who buys empty Franklin sugar cases. Yours truly,

JAMES JOHNSON & SONS.

J. B. Shoemaker & Sons, Front and East Clearfield streets, Philadelphia, Pa.

From the Salada Tea Co.

Toronto, Can., Sept. 24, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—In the last issue of your paper there was an article pointing out that we were trying to infringe on the word "Saludo," which you state was registered by Messrs. Thomas Martindale & Co. for coffee in 1895.

Now, we registered, have advertised very extensively, and have done an enormous business with the word "Salada" in tea for seventeen years, or many years before Martindale & Co. ever thought of the word "Saludo," and we had spent several hundreds of thousands of dollars in advertising "Salada" tea previous

to the time Martindale registered "Saludo" for coffee.

In our opinion, the word "Saludo" was chosen by Martindale & Co. because of its similarity to the word "Salada," and we have told them so.

In the face of these facts (of which you must be aware) do you think your article was a fair one?

Yours truly,

SALADA TEA CO.

The "Grocery World and General Merchant's" answer is that its article is a great deal fairer than the Salada Tea Co's insinuation against Thomas Martindale & Co. The writer is perfectly familiar with the origin of "Saludo," Martindale & Co's brand of coffee, and knows positively that the registration or success of "Salada" for tea had absolutely nothing to do with it. All the facts surrounding the registration of "Saludo" by Martindale & Co. show this. In the first place "Salada" was registered in this country as a trade-mark for tea alone. Had Martindale & Co. wished to trade on the reputation "Salada" they would have had every legal right to register "Salada" for coffee, since it was pre-empted by the Canadian concern for tea only. This being true, does not their registration of a different word—"Saludo"—show that they had no intention of trading on "Salada"?

Egg-O-See Company All Right.

An auditing committee's investigation of the books of the Egg-O-See Cereal Co. resulted during the week in a statement by its officers that the concern is in no financial trouble and will continue without interruption. Assets totaling \$1,500,000 were submitted to the committee as security for liabilities of \$400,000. The assets include the two mills at Quincy, Ill., and Buffalo, N. Y., and the good will of the company, which has been carried on the books at a valuation of only \$300,000. Business for the first eight months of 1908 represented receipts of more than \$1,000,000, according to the assistant manager, L. D. Wallace, Jr. He explained that the examination was the sequel to a meeting of principal creditors called by the officials. A conference was deemed necessary because of delay in bank transactions due to the feeling of bankers aroused by the Booth receivership.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—To buy chestnuts and apples. I. F. McCloud, Grocer, Manhelm, Lancaster Co., Pa. 15

WANTED.—A good second-hand roll top desk. Price must be reasonable. F. D. W., 27 Arch Street, Philadelphia, Pa. 15

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 15

FOR SALE.

FOR SALE.—One National Cash Register, No. 427. New, used but three months. Will sell at \$180. Also one new, low platform, Dayton Scale, No. 140. Weighs up to 30 lbs. Used but three months. Will sell at \$100. W. E. Detwiler, 206 S. 13th Street, Harrisburg, Pa. 15

FOR SALE.—A Kitson Light for inside use; 1,500 candle power; complete in every detail. Never been in use. Will sell cheap. Geo. P. Ogden, 203 Sinnickson St., Salem, N. J. 19

FOR SALE.—Steam-power silent-cutter; never been used. No reasonable offer refused. Fred. C. Berrien, 7930 Frankford Ave., H. Imesburg, Philadelphia, Pa. 15

FOR SALE.—A good farm and home located near Clayton, N. J. Farm is good and well fertilized and contains 34 acres. Within one mile of station. House contains 10 rooms and is in fine condition. Good barns and outhouses. Will sell reasonable. Call and see it. Alex. C. Pentland, Elmer, N. J. 18

FOR SALE.—Seasonable hand-picked apples, "Smoke-House," etc. \$1.75 to 2.00 per bushel (guaranteed three bushels). Choice potatoes, 85 cents per bushel (60 lbs.). O. B. cars here to parties who can give good references. W. B. Zullinger, Mt. Holly Springs, Pa. 16

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—J. E. American G. Collecting Agency, Astorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. 15

FOR SALE.—The large display printed posters that have made Philadelphia cut ice grocers and butchers successful and sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 Broad Street, Philadelphia. 15

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$500 without impairing business. Uses 10 teams. Net clear 10 per cent. Balance building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory. No. 401.—General store in Mifflin County, Pa. An extremely strong proposition. Size 100 feet. Business about \$4,000 per month, 10 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting out \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly to the mark. The business can be very considerably increased.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 405.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clear 10 per cent. above everything. Stock about \$300. This store was established seven years ago and is thoroughly prosperous and profitable. Will sell fixtures at \$400 and stock at inventory. Will take all told about \$700. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$250 weekly, two-thirds cash. Stock \$600. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$900.

No. 409.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 413.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22 x 45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20, with back room 16 x 14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

No. 420.—North Philadelphia. Fine residence district. Groceries, meats and provisions. Store 20 x 50 feet. Does \$400 weekly, half cash, balance weekly and monthly. Stock about \$500. Clean, net profits, 10 per cent. No team delivery. Good dwelling connected. Owner going to Germany and will sell at inventory. Will take about \$900.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very full investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickening cause of selling.

No. 428.—In West Philadelphia. Grocery store, 17 x 40 feet. Does \$15,000 to \$17,000, two-thirds cash; balance all good trade. Stock \$800 to \$900. No team. Good dwelling. Actual net profits 17 per cent., as expenses are low. Real estate for sale or rent, as desired. Owner's wife don't like the business, which is the only reason for retiring. Will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to

retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?
We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.
In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.
If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.
Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500, Keystone, Race 746.

SITUATION WANTED.

WANTED.—Position as salesman, manufacturer's preferred, to sell through jobbers, as I have been accustomed to selling through jobbers; have also sold direct. Twenty years' experience. Can furnish reference. Central Pennsylvania preferred, but am acquainted all over the State. Address P. O. Box 283, Harrisburg, Pa. 17

HELP WANTED.

WANTED.—Grocery clerk. One with some experience and not afraid of work. Must give references. Chance for advancement. Wages moderate. Fred. C. Berrien, 7930 Frankford Ave., Holmesburg, Phila., Pa. 15

WANTED.—Capable single man, New York State resident, wishes position with retail grocer or tea and coffee store. Can handle all kinds of trade. Able to take charge of store. Not afraid of work. Salary, \$15 to start. Address, Energetic, care "Grocery World and General Merchant," Philadelphia, Pa. 14

WANTED.—Traveling men who call on the retail grocery trade. Write us for our side line. Exclusive territory and liberal commissions. Address F. H. Knipe, Reading, Penna. 18

THE BLOOKER FLAVOR

is something fine. You enjoy the primary exhilaration, but you send your enjoyment 'way up when you begin to appreciate the food-worth

American Depot, No. 46 Hudson Street, New York

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. October 5, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.40 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 8 hands, packed 3 in crate.....	.85 per bunch
Selected, 7 hands, packed 1 in crate.....	.80 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch
Shipped loose in bags, 25 bunches and upwards.	
Selected, 9 hands	1.15 per bunch
Selected, 8 hands.....	.75 per bunch
Selected, 7 hands .....	.60 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA GRAPES.

Fancy Tokays, per 4-basket crate (about 26 pounds).	\$1.50 to \$2.00
Fancy Italian Prunes, per 4-basket crate (about 26 lbs.)	1.25

APPLES.

Apples, New York State, per barrel.....	\$2.75 to \$3.25
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MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.00
Extra Fancy Messina, 360 size, per box.....	3.25 to 3.50
Choice Messina, 300 size, per box.....	3.25
Choice Messina, 360 size, per box.....	2.75 to 3.00

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.50
Fancy quality, 126 to box	3.75
Fancy quality, 150-176 to box	4.75 to 5.00
Fancy quality, 200-216 to box	5.00
Fancy quality, 250-288 to box.....	4.50
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.75
Extra choice, 150-176 to box	4.00
Extra choice, 200-216 to box	4.50
Extra choice, 250 to box.....	4.00

NEW JERSEY SWEET POTATOES.

We are handling some of the finest sweet potatoes grown in New Jersey.

Orders filled at ruling prices on day of shipment.

VEGETABLES.

We ship the best on the market. As prices fluctuate daily on these goods, orders will be filled at the lowest ruling market prices.

SPECIAL.

Strictly Fancy Ohio Yellow Globe Onions, per sack of 100 lbs. \$1.35. An allowance of 5 cents per sack on 5-sack lots or over.

Good Fruit Attracts Trade

There is just one place in Philadelphia to get every thing in the fruit line as fine as it grows, at the right price.

If you want to attract trade to your store put handsome fruit where it can be seen.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. FORBES

INDEXED COUPON BOOKS



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCOTON, OHIO

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.

CANNED FISH.

CANNED FRUITS.

LAUNDRY SOAP.

CANNED FRUITS.		Per doz.
Apples, 3s, 2 doz.		80.
Blackberries, 2s, 2 doz.		.75
Blueberries, 2s, 2 doz.		.95
Cherries, 2s, 2 doz.		.83
Gooseberries, 2s, 2 doz.		1.00
Pie Peaches, 3s, 2 doz.		.85
Pears, 3s, 2 doz.		.95
Sliced Pineapples, 2s, 2 doz.		1.25
Singapore Pineapples, 1½s, chunks, 4 doz.		1.25
Singapore Pineapples, 10c. chunks, 4 doz. in case.		.95
Grated Pie Pineapples, James, 3s, 2 doz.		.90
Raspberries, 2s, 2 doz.		
Strawberries, 2s, 2 doz.		1.00
Standard Peaches, Sunset 3s, 2 doz.		1.50
California Apricots, 2 doz.		1.90
California Cherries, 2 doz.		2.60
California Peaches, 2½s, 2 doz.		2.35
Wheeler Peaches, 3s, 2 doz.		1.25
Sliced California Peaches, 1s. 4 doz.		

SALT.

Per sack

Fine Table, Large Sack.....	per sack	.90
Kiln Dried.....		1.00
Fine Table, bushel sacks.....		.35
Fine Table, $\frac{1}{2}$ bushel sacks.....		.22
Ground Alum, 140.....		.63
	Per bbl.	
Fine Dairy, 2s, 140 to bbl.....		2.60
Fine Dairy, 3s, 100 to bbl.....		2.58
Fine Dairy, 4s, 70 to bbl.....		2.35
Fine Dairy, 5s, 60 to bbl.....		2.40
Fine Dairy, 8s, 35 to bbl.....		2.18
Fine Dairy, 10s, 28 to bbl.....		2.15
Worcester, 2 $\frac{1}{2}$ s, 115 to bbl.....		4.00
Worcester, 5s, 60 to bbl.....		4.00
Worcester, 10s, 30 to bbl.....		3.75

Snow Flake, 48 10c. packages.....	Per case	3.10
Snow Flake, 36 15c. packages.....		3.75
Colonial, 36 5c. packages.....		1.30
Rock Salt	per cwt.	.95
Shaker, 2 doz. in case.....	Per case	1.60

MOLASSES AND SYRUPS.

Per gal.

	Per gal.
St. Clair, N. O.....	.39
Kingsland, N. O.....	.30
Julian F. Bradshaw's Molasses, No. 44.....	.33
Cheapside Molasses.....	.28
Black Strap Molasses.....	.18
Gilt Edge Syrup.....	.32
Gold Medal.....	.32
King Syrup.....	.32
Orange Brand Syrup.....	.35
Orange Brand, 2½s cans, 2 doz.....	2.40
No. 6 Amber Syrup.....	.30
California Amber Drips, 2s cans, 2 doz.....	1.90
California Amber Drips, 2½s cans.....	2.20
California Amber Drips, 3s cans, 2 doz.....	2.50
California Amber Drips, ¼ gal. cans, 1 doz.....	2.20
Calvert Brand Pure Porto Rico.....	.22

CONDENSED MILK

Case

Baby, 1 doz. glass jars.....	1.90
Challenge, 4 doz.....	3.85
Eagle, 4 doz.....	6.25
Magnolia, 4 doz.....	4.00
Red Cross, 4 doz.....	4.15
Star, 4 doz.....	4.20
Dime Brand, 4 doz.....	3.60
Lion, 4 doz.....	4.25
Premium, 4 doz.....	3.95
Hires' Silver, 4 doz.....	4.00
Sansare 4 doz.....	

EVAPORATED CREAM

Case

Gold, double size can, 4 doz.....	3.95
St. Charles, 4 doz.....	3.90
Our Pet, large size, 4 doz.....	3.10
Our Pet, baby size, 6 doz.....	2.65
Peerless, small size, 4 doz.....	1.80
Peerless large size, 4 doz.....	3.20
Columbia, 4 doz.....	3.10
Silver Cow, 6 doz.....	
Van Camps, 4 doz. in cans.....	per can. 3.85

MATCHES.

Per gross

Blue Hen, 200s, 1 gross.....	1.60
Coast, 5 gross.....	.85
Globe, 100s, 5 gross.....	.95
Doric, 1 gross.....	.95
Home Safety, 65s, 5 gross.....	.45
Vulcan Safety, 50 gross.....	.50
Bird's Eye, 500s, 100 packs..... per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box.....	1.10
Search Light, 100s, 5 gross.....	1.00
Search Light, 500s, 1 gross.....	4.50
Daily, No. 2, blue heads, 5 gross.....	.55
Fast Mail, 100s, 1 gross.....	1.00
Bull's Eye, 5 gross.....	1.05
Daily, No. 3, blue heads, 10 gross.....	.45
Little Star, 40s, 5 gross.....	.40
Pet, 100s, 5 gross.....	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate.....	1.75
Black Diamond, 500s, 100 in case... per case	3.50

SUGAR.

We do not handle imported sugar.

ominosce, 5 lb. packages.....	7 45
ut loaf.....	5 90
owdered.....	5 25
XXX, powdered.....	5 41
ubes.....	5 35
ine Granulated, American.....	5 05
ine Granulated, 100 lb. sacks.....	5 05
onfectioners' A.....	4 90
o. 1, A.....	4 85
ight Yellow.....	4 40
ine Granulated, 2 lb. bags.....	5 35
ine Granulated, 5 lb. bags.....	5 25
RICE.	
est Head, bbls. or 100 lb. sacks.....	Per lb. .06½
o. 2 Head, bbls. or 100 lb. sacks.....	.05½
o. 3 Broken, bbls. or 100 lb. sacks.....	.03¾
apan, 100 lb. sacks.....	.05¾

RICE.

Per lb.

Best Head, bbls. or 100 lb. sacks.....	.063½
o. 2 Head, bbls. or 100 lb. sacks.....	.05½
o. 3 broken, bbls. or 100 lb. sacks.....	.03¾
Japan, 100 lb. sacks .....	.05¼

TEA.

Per lb.

No. 25 Gunpowder.....	.24
No. 28 Gunpowder.....	.35
Best Gunpowder.....	.45
No. 25 English Breakfast.....	.20
No. 28 English Breakfast.....	.33
Best English Breakfast.....	.40
No. 25 Moyune Gunpowder.....	.33
No. 28 Moyune Gunpowder.....	.38
Best Moyune Gunpowder.....	.50
No. 25 Imperial.....	.33
No. 28 Imperial.....	.35
Best Imperial.....	.50
No. 25 Ooleng.....	.28
No. 28 Ooleng.....	.35
Best Ooleng.....	.45
Young Hyson.....	.35
Japan.....	.35
Peco ½ and ¼ lb. packages.....	.60
Silver Moon.....	.27
Silver Bell, 1 lb. packages.....	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, ¼ and ½ lb.	
packages, 10 lb. to box.....	.45
Green, Black and Mixed, 10c. packages,	
5 doz. to box.....per doz.	.90

DRIED AND EVAPORATED FRUITS.

Per lb.
03

Evaporated, 50 lb.....	Per lb.	.03
Evaporated, 1 lb. packages, 4 doz.....		.09½
Dried, 50 lbs.....		
peaches—		
Standard, 50 lbs.....		.03½
Choice, 50 lbs.....		.09½
Extra Fancy, 25 lbs.....		.16
pricots—Evaporated		
Standard, 25 lbs.....		.09½
Choice, 25 lbs.....		1 ½
currants—		
Package, 36.....		.08¾
Bulk, 25 lbs.....		
ew Figs—		
Box, 10 lbs.....		.10
Mats, 1 lb.....	per doz.	
liron—		
American Brand, 10 lb.....		.16
American Brand, 25 lb.....		
ates—		
Package, 30 1 lb.....		
Stuffed, 1 lb.....	per doz.	
ew Prunes—		
30-40, 25 lbs.....		.09½
40-50, 25 lbs.....		.08½
50-60, 25 lbs.....		.07¾
60-70, 25 lbs.....		.07¾
70-80, 25 lbs.....		.06¾
80-90, 25 lbs.....		.06¼
90-100, 25 lbs.....		.05¾
100-120, 50 lbs.....		
aisins—		
3 Crown, 50 lbs.....		
2 Crown, 50 lbs.....		
London Layers, clusters, 20 lbs., per box		
London Layers, 20 lbs.....	per box	
Seedless Sultana, 50 lbs.....		.08½
Seeded, 36 1 lb. packages.....		.08½
Sultana, 36 1 lb. packages.....		
Sultana, bulk .25 lbs.....		.12

BEANS, PEAS, Etc. Per bush

hugh

New York Hand-picked, about 2½ bushel	2.40
to bag.....	
ady Washington Beans, about 200 lbs. to	2.50
bag.....	
reen Peas, dried, about 165 lbs. to sack...	
lack-Eyed Peas.....	
Per lb.	
alifornia Lima Beans, about 80 lbs. to	.05%
sack.....	
ported Lima Beans, about 90 lbs. to	
sack.....	
lit Peas, 210 lbs.....per bbl	7.75
Less quantity.....	.04
ontils, about 100 lbs. to sack.....	.05
hite Marrowfat Peas.....per bu.	2.10
aya Beans.....	.04½

Bars. Box.

*Acorn.....	120	2.45
*Pearl White Floating.....	60	2.40
*Ark.....	100	2.00
Babbitt's.....	100	3.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free....		4.25
10 box lots freight paid, with 3 boxes "1776" or 200 bars Best Soap free.....		4.20
Buffalo Oleine.....	60	2.40
Washday.....	120	2.00
*Bee.....	100	3.90
*Big Schooner.....	100	3.75
Cocoa Floating.....	100	3.50
*Fels-Naptha.....	100	4.00
Hoefner's Tiger Borax.....	100	3.75
*Fairly Oval.....	100	4.00
*S. A. Gambrell, Oleine.....	60	2.40
*Globe Oleine.....	60	2.40
*Ivory, 6 oz.....	100	4.00
*Ivory, 10 oz.....	100	7.00
*Kirkman's.....	100	3.85
*Kirk's Oleine.....	60	2.25
*Lenox.....	100	3.00
*Lifebuoy.....	50	2.00
*Fairbank's Tar.....	100	3.75
*Magic Cleaner.....	100	
*Octagon.....	100	3.90
*Philadelphia Oleine.....	60	2.45
*P. & G. Oleine.....	72	3.00
Premium.....	100	3.75
*Santa Claus.....	100	3.15
White Floating.....	200	4.10
*Star.....	100	3.00
*Sunlight.....	100	4.00
*Sunshine.....	120	2.45
Star Oleine.....	60	1.75
*Sunny Monday.....	100	4.00
*White Cloud.....	100	3.90
*Wonder Worker.....	100	4.00
Wonder Worker Chips.....	4 doz.	2.08
Lion.....	100	1.75
*Snowberry.....	100	3.90
Best Blue.....	80	3.40
*Hoefner's Ammonia.....	100	3.95
*P. & G. Naptha.....	100	3.85
Duck.....	100	3.85
20 Mule Borax.....	100	
Rib.....	100	1.95
U. S. Mail.....	100	3.00
Hustler.....	120	2.30
Brag.....	66	2.55
Export Borax.....	100	3.50
*5 box lots daily		

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.40
Brown Windsor, Violet, Golf, Turk- ish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb.....	per lb.	.03
White Castile, 36 lb.....	per lb.	.10
Conti, imported Castile, 36 lb.....	per lb.	.13
Oat Meal	per doz.	.40
Glycerine.....	per doz.	.40
Jap Rose.....	50	3.75
Sweetheart.....	50	1.90
Lava	100	3.75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box.
Fairbank's.....	50	1.88
Sapollo.....	3 doz.	2.25
Wrigley's.....	100	3.50
Wrigley's.....	50	1.80
Scourene.....	100	3.50
Lipp's Scourer.....	60	2.25
Sil San.....	50	2.00
Army and Navy Compound.....	4 doz.	1.80
Finola Star Polish.....	100	3.85
Silver Sand.....	per bbl.	2.50
American Scourer.....	100	3.75
Bon Ami, 10c. size.....	3 doz.	2.50
Brooks' Crystal.....	100	3.90
Hoefner's Crystal, with spoons.....	24 pkgs.	7.00
Old Dutch Cleanser, 4 doz.....		8.25

SEEDS.
150 lbs. to be

Bishop's Best Bird Seed, any quantity.....per lb.	1.14
Bishop's Superior Seed, any quantity.....per doz.	1.20
Bishop's Bird Gravel, any quantity.....per doz.	1.08
(Little Fish Bone.....	.45
Caraway, about 115 lbs. to bag.....	.35
Celery, about 215 lbs. to bag.....	.11
Canary, about 240 lbs. to bag.....	.11
Coriander, about 100 lbs. to bag.....	.04½
Excelsior Bird Seed, 24 pkgs. to case.....per pkg.	.05
Fennell, about 220 lbs. to sack.....	.08
Flax Seed, 100 lbs. to sack.....	.74
Flax Seed Meal, 100 lbs. to sack.....	.05
Green Kern, 100 lbs. to sack.....	.02¾
Hemp, 225 lbs. to sack.....	.09
Hirsh, about 100 lbs. to sack.....	.04
Millet, about 100 lbs. to sack.....	.06
Moan, about 110 lbs. to sack.....	.06
Mustard Seed, 225 lbs. to sack.....	.09
Poppy Seed, about 110 lbs. to sack.....	.09
Rape Seed, about 250 lbs. to sack.....	.05½
Sunflower Seed, about 115 lbs. to sack.....	.04½

By the full bag will make any of the above seeds
 1/2c. per lb. less.

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—		—2—		—3—		—4—	
MOLASSES AND SYRUPS.		SPICES.		FRUITS.		NUTS.	
Porto Rico Molasses—		Whole, bags or bbls—		California.		Almonds—	
Fancy, bbls.....	.42 @.45	Allspice.....	.07	Apricots—	Per doz.	Jordan, shelled, large, 28 lbs.....	.48 @.50
Choice, bbls.....	.40	Cassia buds.....	.35	Extra, 2½s.....	2.25	Valencia, 28 lbs.....	.30
Good, bbls.....	.26 @.30	Cinnamon, mats.....	.10	Standard, 2½s.....	1.75	Flot, shelled.....	.30
Fancy, qt. jars.....per doz.	1.20	" Ceylon.....	.23 @.27	Gals.....	5 25 @6.25	In shells—	
New Orleans Molasses—		" Batavia.....	.25 @.30	Cherries—		California, paper shell, 80 lbs.....	.10
Fancy Open Kettle.....	.41 @.43	" Saigon.....	.75	Extra, white, 2½s.....	2.75	French Princess.....	.10
Prime.....	.37	Cloves, Zanzibar.....	.17 @.20	Standard, white, 2½s.....	2.40	Tarragona, 120 lbs.....	.10
Good.....	.35	" Amboyna.....	.25	Extra standard, gals.....	7.50 @9.25	Hard Shell, 100 lbs.....	.10
Ordinary.....	.22	" Penang.....	.35 @.38	Bartlett Pears—		Brazils—	
Blended, fancy.....	.36	Ginger, African.....	.08	Extra fancy, 2½s.....	3.25	New, large, 180 lbs.....	.10
" choice.....	.33	" Jamaica, bleached.....	.21 @.22	Standard, 2½s.....	2.00	Filberts—	
" good.....	.30	" unbleached.....	.20 @.21	Plums, Egg or Gage—		Turkish.....	.10
2-lb. tins, 3 doz.....per case	2.90	" Calcutta.....	.08	Extra fancy.....	2.75	Sicily, 130 lbs.....	.10
Quarts, 2 doz.....	2.90	Nutmegs, 75@ 80s.....	.22 @.25	Standard, 2½s.....	2.00	Jumbo, Naples, 110 lbs.....	.10
Sugar Syrup—		" 105@ 110s.....	.18 @.20	Gals.....	5.50 @7.00	Long, Naples, 110 lbs.....	.10
Pure, extra fancy.....	.35 @.38	Black Pepper, Singapore.....	.10½ @.12	Reaches—		Pecans—	
" choice.....	.24	" shot.....	.14	L. C., extra fancy, 2½s.....	3.25	Polished, 80 lbs.....	.11 @.12
Blended, fancy.....	.32	White Pepper, Singapore.....	.15 @.17	Standard, 2½s.....	2.75	Louisiana, paper shell.....	.10
Choice.....	.29	" fancy.....	.25 @.30	Gals.....	5.50 @7.00	Walnuts—	
Vanilla Drips.....	.29 @.30	Red Peppers.....	.15	Plums, egg, 3s.....	1.75	Chili, 1907 crop.....	.10
2-lb. tins, 2 doz.....per case	1.95	Pure Ground, highest grade, 6@10-lb.	.15	Standard, 2½s.....	2.00	Grenoble, 220 lbs.....	.10
2½-lb. tins, 2 doz.....	2.50	boxes—		Extra standard, gals.....	7.50 @9.25	Marbotts, 110 lbs.....	.10
3-lb. tins, 2 doz.....	2.50	Allspice.....	.15½	Standard, white, 2½s.....	2.35	Cornes, 110 lbs.....	.10
5-lb. tins, 1 doz.....	2.25	Cinnamon, extra.....	.26½	Standard, 2½s.....	2.00	Mixed Nuts—	
SALT FISH.		" Saigon.....	.73½	Plums, egg, 3s.....	1.75	Strictly fancy, 25 lb. boxes.....	.13 @.14
Mackerel—	Per bbl.	Cloves.....	.26½	Gals.....	5.50 @7.00	Extra choice, 25-lb. boxes.....	.13 @.14
Extra Shore Bloaters, count 85@95.....	32.00	Ginger.....	.14	Reaches—		Choice, 125-lb. bags.....	.11 @.12
Georges, count 110@115.....	25.00	Nutmeg.....	.39½	L. C., extra fancy, 2½s.....	3.25		
Cape Shore, medium, count 160@175.....	14.50	Black Pepper.....	.18	Standard, 2½s.....	2.75		
Medium Irish 2s, thin, count 300@400.....	14.00	White Pepper.....	.25	Gals.....	5.50 @7.00		
Norway, count 400@450.....	21.00	Cayenne Pepper.....	.22½	Plums, egg, 3s.....	1.75		
" 300@350.....	24.00	Paprika.....	.41	Standard, 2½s.....	2.00		
" new, count 240@270.....	18.00	Mace, straight Penang.....	.87½	Extra fancy.....	2.75		
" " 300@350.....	16.00	Mustard.....	.24½	Standard, 2½s.....	2.00		
" " 350@400.....	15.50	Pure Ground, ¼-lb. tins, case 2 doz.—	.76	Plums, egg, 3s.....	1.75		
Codfish—	Per lb.	Allspice.....	.15½	Standard, 2½s.....	2.00		
Fancy, strips, 60-lb. boxes.....	.10½	Cinnamon, extra.....	.26½	Plums, egg, 3s.....	1.75		
" bricks, 40-lb. boxes.....	.09	" Saigon.....	.73½	Standard, 2½s.....	2.00		
" middles, 40 lb. boxes.....	.12	Cloves.....	.26½	Extra fancy.....	2.75		
Choice, strips, 40-lb. boxes.....	.08½	Ginger.....	.14	Standard, 2½s.....	2.00		
" middles, 40 lb. boxes.....	.08½	Nutmeg.....	.39½	Plums, egg, 3s.....	1.75		
Hake, bricks, 40 lb. boxes.....	.06	Black Pepper.....	.18	Standard, 2½s.....	2.00		
Fancy, whole, quintals.....	.08	White Pepper.....	.25	Plums, egg, 3s.....	1.75		
Choice, whole, quintals.....	.07½	Cayenne Pepper.....	.22½	Standard, 2½s.....	2.00		
Herring, Smoked—		Paprika.....	.41	Plums, egg, 3s.....	1.75		
Scaled, per box.....	.15	Mace, straight Penang.....	.87½	Standard, 2½s.....	2.00		
Halibut, fancy, chunks, Iceland, 20 lbs.....		Mustard.....	.24½	Plums, egg, 3s.....	1.75		
Bloaters, Cromarty, 100s.....		Pure Ground, ¼-lb. tins, case 2 doz.—	.76	Standard, 2½s.....	2.00		
TEAS.		Allspice.....	.15½	Plums, egg, 3s.....	1.75		
Gunpowder—	Per lb.	Cinnamon, extra.....	.26½	Standard, 2½s.....	2.00		
Common to fair.....	.15 @.18	" Saigon.....	.73½	Plums, egg, 3s.....	1.75		
Superior to fine.....	.20 @.25	Cloves.....	.26½	Standard, 2½s.....	2.00		
Extra fine to finest.....	.28 @.35	Ginger.....	.14	Plums, egg, 3s.....	1.75		
Choicest.....	.45 @.65	Nutmeg.....	.39½	Standard, 2½s.....	2.00		
Imperial—		Black Pepper.....	.18	Plums, egg, 3s.....	1.75		
Common to fair.....	.22 @.25	White Pepper.....	.25	Standard, 2½s.....	2.00		
Superior to fine.....	.30 @.35	Cayenne Pepper.....	.22½	Plums, egg, 3s.....	1.75		
Extra fine to finest.....	.40 @.45	Paprika.....	.41	Standard, 2½s.....	2.00		
Choicest.....	.50 @.55	Mace, straight Penang.....	.87½	Plums, egg, 3s.....	1.75		
Young Hyson—		Mustard.....	.24½	Standard, 2½s.....	2.00		
Common to fair.....	.16 @.18	Pure Ground, ¼-lb. tins, case 2 doz.—	.76	Plums, egg, 3s.....	1.75		
Superior to fine.....	.22 @.30	Allspice.....	.15½	Standard, 2½s.....	2.00		
Extra fine to finest.....	.35 @.40	Cinnamon, extra.....	.26½	Plums, egg, 3s.....	1.75		
Choicest.....	.45 @.60	" Saigon.....	.73½	Standard, 2½s.....	2.00		
Hyson—		Cloves.....	.26½	Plums, egg, 3s.....	1.75		
Common to fair.....	.14	Ginger.....	.14	Standard, 2½s.....	2.00		
Superior to fine.....	.18	Nutmeg.....	.39½	Plums, egg, 3s.....	1.75		
Extra fine to finest.....	.25	Black Pepper.....	.18	Standard, 2½s.....	2.00		
Japan—		White Pepper.....	.25	Plums, egg, 3s.....	1.75		
Common to fair.....	.23 @.25	Cayenne Pepper.....	.22½	Standard, 2½s.....	2.00		
Superior to fine.....	.28 @.30	Paprika.....	.41	Plums, egg, 3s.....	1.75		
Choicest.....	.32 @.38	Mace, straight Penang.....	.87½	Standard, 2½s.....	2.00		
Basket-fired, common to fair.....	.22 @.25	Mustard.....	.24½	Plums, egg, 3s.....	1.75		
" superior to fine.....	.28 @.30	Pure Ground, ¼-lb. tins, case 2 doz.—	.76	Standard, 2½s.....	2.00		
" extra fine to finest.....	.32 @.38	Allspice.....	.15½	Plums, egg, 3s.....	1.75		
" choicest.....	.45 @.60	Cinnamon, extra.....	.26½	Standard, 2½s.....	2.00		
Dust.....	.12½	" Saigon.....	.73½	Plums, egg, 3s.....	1.75		
Oolong—		Cloves.....	.26½	Standard, 2½s.....	2.00		
Common to fair.....	.17	Ginger.....	.14	Plums, egg, 3s.....	1.75		
Superior to fine.....	.17 @.22	Nutmeg.....	.39½	Standard, 2½s.....	2.00		
Extra fine to finest.....	.25 @.35	Black Pepper.....	.18	Plums, egg, 3s.....	1.75		
Choicest.....	.40 @.65	White Pepper.....	.25	Standard, 2½s.....	2.00		
Fouchong—		Cayenne Pepper.....	.22½	Plums, egg, 3s.....	1.75		
Common to fair.....	.17 @.18	Paprika.....	.41	Standard, 2½s.....	2.00		
Superior to fine.....	.20 @.25	Mace, straight Penang.....	.87½	Plums, egg, 3s.....	1.75		
Extra fine to finest.....	.30 @.35	Mustard.....	.24½	Standard, 2½s.....	2.00		
Choicest.....	.40 @.60	Pure Ground, ¼-lb. tins, case 2 doz.—	.76	Plums, egg, 3s.....	1.75		
ROASTED COFFEES.		Allspice.....	.15½	Standard, 2½s.....	2.00		
Sumatra—	Per lb.	Cinnamon, extra.....	.26½	Plums, egg, 3s.....	1.75		
Mandheling, fancy brown.....	.36	" Saigon.....	.73½	Standard, 2½s.....	2.00		
Old Government, best.....	.29	Cloves.....	.26½	Plums, egg, 3s.....	1.75		
" choice.....	.27	Ginger.....	.14	Standard, 2½s.....	2.00		
" prime.....	.25	Nutmeg.....	.39½	Plums, egg, 3s.....	1.75		
" good.....	.23	Black Pepper.....	.18	Standard, 2½s.....	2.00		
Mocha—		White Pepper.....	.25	Plums, egg, 3s.....	1.75		
Genuine Arabian.....	.28	Cayenne Pepper.....	.22½	Standard, 2½s.....	2.00		
Maracaibo—		Paprika.....	.41	Plums, egg, 3s.....	1.75		
Cucuta, best.....	.16½	Mace, straight Penang.....	.87½	Standard, 2½s.....	2.00		
" choice.....	.16	Mustard.....	.24½	Plums, egg, 3s.....	1.75		
" prime.....	.15	Pure Ground, ¼-lb. tins, case 2 doz.—	.76	Standard, 2½s.....	2.00		
" good.....	.14	Allspice.....	.15½	Plums, egg, 3s.....	1.75		
Laguayra—		Cinnamon, extra.....	.26½	Standard, 2½s.....	2.00		
Caracas, finest.....	.20	" Saigon.....	.73½	Plums, egg, 3s.....	1.75		
" choice.....	.17	Cloves.....	.26½	Standard, 2½s.....	2.00		

Grocery World and General Merchant Prices--Current.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
Column.		Column.		Column.		Standard Weights per Bushel.	
Sugar.....	1			Cider, bbls.....	27	Marrow Beans.....	60 lbs.
Butter.....	6					Medium Beans.....	60 "
Dressed Poultry.....	25					Pea Beans.....	60 "
Corn Starch.....	31					Red Kidney Beans.....	58 "
Laundry Starch.....	31					Hominy.....	56 "
						Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

COL.		COL.		COL.		COL.		COL.	
Alarm Cash Drawer.....	18	Pie Fruit.....	8	Drugs, Grocers'.....	26	Ink.....	20	Mustard.....	30
Alum.....	26	Sardines.....	9	Insect Powder.....	26	Ironing Wax.....	32	Prepared.....	31
Ammonia.....	3	Meats.....	9	Eggs.....	16	Marmalade.....	26	Pudding.....	18
Ammunition.....	6	Soups.....	10	Essence of Coffee.....	5			Putty.....	26
Axle Grease.....	3	Caisup.....	11	Extracts.....	27				
		Cereal Specialties.....	17			Jams.....	26	Noodles, Egg.....	17
Bags, Paper.....	23	Cereal Coffee.....	20			Jars and Jar Rubbers.....	6	Nuts.....	
Bag and Twine Holders.....	18	Cheese.....	16			Jellies.....	25		
Baking Powder.....	3	Chocolate and Cocoa.....	11			Junket Tablets.....	27	Oat Meal.....	17
Barley.....	17	Chewing Gum.....	27					Oils.....	22
Bath Brick.....	32	Cider.....	27					Oil, American.....	22
Beans.....	17	Clothes Pins.....	34					Olive Oil.....	22
Blacking, Shoe.....	4	Cocoa.....	13					Olives.....	22
Bluing.....	6	Codfish.....	19						
Borax.....	26	Coffee.....	5					Paper.....	22
Brooms.....	33	Essence.....	5					Paper Bags.....	23
Brushes.....	35	Chicory.....	5					Peanuts.....	23
Buckwheat Flour.....	17	Coffee Mills.....	18					Peanut Butter.....	23
Bung Bore.....	13	Cooking Herbs.....	6					Peas, Dried.....	17
Butchers' Sundries.....	25	Condensed Milk.....	12					Pickles.....	23
Butter Dishes.....	34	Condensed Mince Meat.....	21					Pickled Meats.....	23
Butter.....	6	Corn Meal.....	17					Plum Pudding.....	25
Butter Color.....	26	Corn Starch.....	31					Polishing and Cleaning	
		Cottolene.....	16					Compound.....	29
Camphor.....	26	Crackers, Cakes, etc.....	13					Popping Corn.....	23
Candies.....	10	Crescent Mapleline.....	33					Pork and Beef.....	24
Candles.....	6	Cutters, Tobacco.....	18					Potash.....	21
Canned Goods.....	7							Potato Chips.....	23
California Fruits.....	7							Poultry Seasoning.....	25
Vegetables.....	7							Dressed.....	25
Fish.....	8							Live.....	25

-1-		-2-		-3-		-4-	
SUGAR.		GUNPOWDER—Choice to Extra.....		McCormick & Co., Banquet brand, Ceylon,		Rumford Baking Powder:—	
Confectioners' Lozenge, XXXX.....	5.30	Cholcest.....	40 @ 45	Blended, etc.....	Per lb.	sc. tins, 4 doz.....	per doz. .45
" Powdered.....	5.20	Choice.....	37 @ 30	1-lb. canisters, 8-lb. boxes.....	.45	roc. can, 4 doz. in box.....	per doz. .90
" Crown A.....	5.60	Flne.....	35 @ 40	1/2-lb. " 12-lb. ".....	.45	1/2-lb. cans, 2 doz in case.....	per doz. 1.25
" Crystal A.....	5.25	Choice.....	45 @ 50	1/2-lb. " 10-lb. ".....	.45	1-lb. cans, 1 doz. in case.....	per doz. 2.50
" Coarse Granulated.....	5.50	Choice.....	45 @ 55	1-lb. " 10-lb. ".....	.50	Royal, roc. size, 4 doz.....	per doz. .86
Eagle Tablets.....	6.55	IMPERIAL—Superior to fine.....	15 @ 20	McCormick & Co., Bee brand—	Per lb.	" 1/2 lb., 4 doz.....	1.30
Crystal Dominoes.....	6.57 1/2	Choice to Extra.....	22 @ 25	1-lb. lithographed cans, 20-lb. boxes.....	.53	" 1/2 " 2 ".....	2.40
Cut Loaf.....	6.03 1/2	Choice.....	30 @ 35	1/2-lb. " 10-lb. ".....	.55	" 1 " 1 ".....	4.65
Patent Cubes.....	5.35	YOUNG HYSON—Superior to fine.....	15 @ 20	1-lb. " 10 and 20-lb. boxes.....	.57		
Powdered.....	5.20	Choice to Extra.....	28 @ 30	Travellers pocket canister, 4 doz.....	.80		
Extra Fine Granulated.....	5.10	Choice.....	35 @ 40				
Coarse Granulated.....	5.10	INDIA—Common to Fine.....	18 @ 38				
Granulated.....	5.10	CEYLON—Common to Fine.....	18 @ 40				
Fine Granulated.....	5.10	ENGLISH BREAKFAST—Fair to Good.....	14 @ 27				
" in 50-lb. bags packed 2 in 100-lb. bag.....	5.15	Choice to Extra.....	18 @ 28				
" in 25-lb. bags packed 4 in 100-lb. bag.....	5.15	Cholcest.....	30 @ 40				
" in 10-lb. bags packed 10 in 100-lb. bag.....	5.25						
" in 5-lb. bags packed in bbls.....	5.30						
" in 5-lb. bags packed in 100-lb. bags.....	5.30						
" in 2-lb. bags packed in bbls.....	5.40						
" in 2-lb. bags packed in 100-lb. bags.....	5.40						
" in 2-lb. cartons in cases.....	5.30						
" in 2-lb. paper packages in cases.....	5.30						
Confectioners' A.....	4.95						
1—Keystone A.....	4.90						
2—American A.....	4.85						
3—Centennial A.....	4.80						
4—California A.....	4.75						
5—Franklin B.....	4.70						
6—Keystone B.....	4.65						
7—American B.....	4.60						
8—Centennial B.....	4.55						
9—California B.....	4.50						
10—Franklin Extra C.....	4.45						
11—Keystone Extra C.....	4.40						
12—American Extra C.....	4.35						
13—Centennial Extra C.....	4.30						
14—California Extra C.....	4.30						
15—Franklin C.....							
16—Keystone C.....							



FOOLISH!

¶ Foolish is the dealer who experiments with silver polishes he knows nothing about.

¶ Silver polishes can hurt silver or they can hurt the user's temper by not doing their work properly.

¶ If you sell either kind you hurt your own reputation.

¶ Why should you consider any polish but *Electro-Silicon*? You and your customers both know that it gives the very finest possible polish, and that it leaves the metal just as it found it.

¶ Furthermore, it gives you a good profit—why even consider any other but the polish in the yellow box with a lady in red on the cover.

**ELECTRO-SILICON CO., Proprietors
NEW YORK, N. Y.**

*"BE SURE YOU'RE RIGHT
THEN GO AHEAD."*

ZIPP'S Flavoring Extracts Branded "U. S. P."

are absolutely pure by the highest authority—the **U. S. Pharmacopeia**. They comply with the National Pure Food Law and are endorsed by all food commissioners.

Your customers will find them **superior** in flavoring qualities. You can depend on them to give satisfaction and hold trade.

**The Zipp Manufacturing Company
Cleveland, Ohio**



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

5-lb. "	2.75	.55
Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—		
Milk, 6 to lb.....		.45
Queen, 4 to lb.....		.42
Sweet Vanilla, 4 to lb.....		.28
" 8 to lb.....		.28
Bloocker's Cocoa Powder—		
1/4-lb. tins, 2 doz. in box.....per doz.	1.88	
1/2-lb. tins, 2 doz. in box.....	"	3.50
1-lb. tins, 1 doz. in box.....	"	6.50
5-lb. tins, 1 doz. in case.....per lb.		.52
10-lb. bags, 1 doz. in case.....		.50
Runkel's—		
Cocoa.....per lb.		.33
Premium Chocolate.....		.30
Vienna Sweet Chocolate, 1/4-lb. pkg....		.22
Vanilla " 1/8 lb., 48 to box...		1.60
Wilbur's Cocoa—		
Breakfast, 1/4-lb. tins, 6-lb. boxes..... per lb.		.33
" 1/2-lb. tins, 6-lb. boxes.....		.32
Wilbur's Chocolate—		
Sweet Clover, 1/4s 6-lb..... per box		1.60

What Rennet Must Do to Be Good

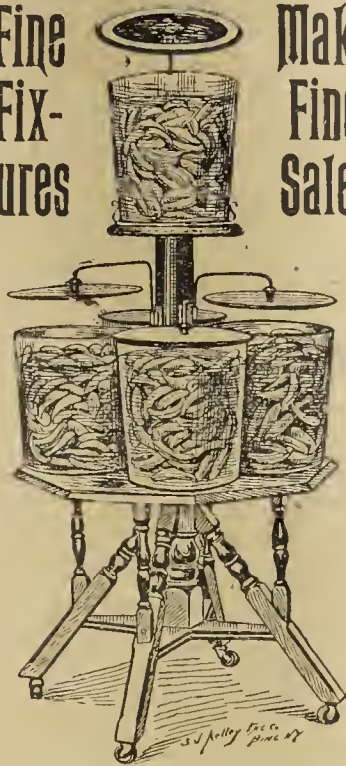
Good rennet has gotten to be one of the most staple dessert specialties that a grocer can sell.

If it is good. To be good, it must coagulate milk in a few minutes and it must not spoil. James T. Shinn's Liquid Rennet fills these requirements under a double-barreled guarantee. And besides that, it has the flavor—the clean, delicate, penetrating flavor that makes rennet-eating grow into a habit.

As to profit, \$3.00 return on a \$1.50 investment is good enough, eh?

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

Fine Fixtures Make Fine Sales



Almost every grocer sells loose pickles or loose olives. Usually they're kept in a keg somewhere.

Doesn't it stand to reason that a fine fixture displaying such things where they could say a word for themselves would make sales better.

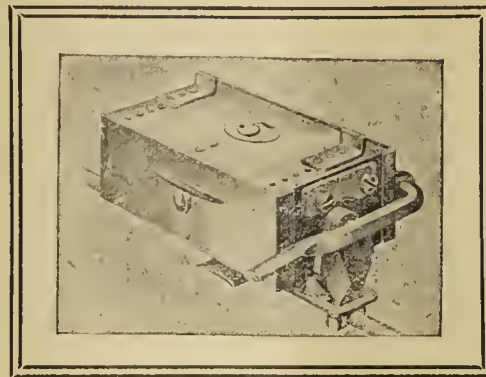
Take our inexpensive 5-jar fixture, oak or cherry, and with nickel trimmings. Very handsome, very ornamental, very capable in influencing the sale of goods.

Fine fixtures make fine sales.

THE
WELLES & DAVIS MFG. CO.
WYALUSING, PA.

LAMSON ELECTRIC CABLE CASH CARRIERS

GIVE PROTECTION, QUICK SERVICE AND ECONOMY



Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Bldg.

Boston Office
161 Devonshire Street

District Offices in all Principal Cities

Kraut Cutters

LIKE CUT

Special price only \$5.00

LARGE SIZES

No. 1/2 \$16.00 No. 1, \$28.00

Special style, \$20.00

Write for catalogue of
Store Fixtures

H. F. HEACOCK

51 N. Second St.
Philadelphia

There's No Waste to

AMMO

(DRY AMMONIA)

It's a powder that has no odor until sifted into the water, then by the magic of chemistry it is turned into ammonia.

A 10 cent can of Ammo equals three pint bottles of liquid ammonia that would sell at 10 cents each.

Guaranteed not to evaporate nor lose strength like liquid ammonia. No bottles to break but a handy sifter-top can.

Pushed everywhere by us and sold everywhere by enterprising grocers.

Ask your jobber, or write for our liberal offer to dealers.

THE FRANK C. EBY CO.

213-215 E. Atwater Street

DETROIT, MICH.



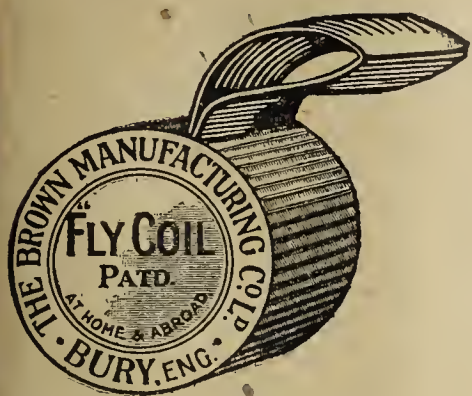
Help a
Square
Deal

Help along a square deal by selling an independent match—the
OHIO BLUE TIP SAFETY MATCH

Not only independent, but the surest, safest, best double tip match made. Not only independent, and the surest, safest and best, but the most profitable to you—makes you 81 per cent. profit.

All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street



Brown's Famous Fly Coil

catches more Flies to the square inch than any other Flycatcher. It attracts customers by its novelty, neatness and cleanliness. Hang up a couple of them and see how much they improve the appearance of your store and increase the comfort of customers. When people see a good thing like this they want it and you sell lots of them. Why not catch customers as well as Flies?

Brown's "Fly Coil" is easier to use and easier to *sell* than any "Fly-paper."

TO BE OBTAINED FROM

BUCKNAM & VANDERPOEL CO.

MANUFACTURERS' REPRESENTATIVES

198 West Broadway, NEW YORK

The Grocer's Power

We make a superfine line of Macaroni, Spaghetti, Noodles and Pastels, but we don't try to *make* you sell them.

We give you credit for brains—brains to select goods—brains to sell them. You can *influence* your customers. That's why you are in business.

Wouldn't it be foolish for us to ignore your power and waste advertising trying to make people *demand* that you sell our goods? We go the other way about it. We spend our advertising money *for* you, not *against* you by giving you Universal Coupons with every case of our goods. You can exchange them for many useful articles. It pays to pull together.

The

Freihofer

**Vienna Baking
Company**

Philadelphia, Penna.

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA, Pennsylvania

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.60
Gold Medal	6.45
Millbourne	6.35
On Top	6.50
Ceresota	6.50
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	4.90
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.45
Yellow, granulated, 100 lbs.	2.45
" table, 100 lbs.	2.35
Western, yellow, granulated, 100 lbs.	2.10
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 rs.	per case 1.50
Schumacker's, 24 packages	" 1.20
Beans—	Per bushel.
California Lima, about 80 lbs.	per lb. .05½
Marrows, fancy, N. Y. State, grain bags	2.50
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.50
Pea, fancy, grain bags	2.40
" Michigan, grain bags	2.45
Red Kidneys	2.10
Peas—	
Green	2.40
Scotch	2.60
Split, yellow	2.20
" green	
Lentils—	Per lb.
oooooooo, 110-lb. bags	.04½
Less quantity	.05½
Shaker Corn—	
Fancy, barrels	.05½
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacher's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100-lb. bags	
" Grits, 100-lb. bags	
Barley—	
OO	.05½
No. 3, 100 lb. bags	2.75
Noodles—	Per case.
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B.	per bbl.
B, 100-lb. kegs	per keg 4.00
Oaten Goods—	Per case.
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.00
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62½
" 36 packages	3.25
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	
Standard, 180 lb. bbls.	
" 90-lb. bags	
Sago—	
Fine, bags about 160 lbs.	.03¾
50-lb. lots	.04½
Admiral, pearl, 24s.	.07¾
Tapioca—	
Instantaneous, 50 rs.	.08½
Colburn's Hasty, 36 packages	.06½
Minute, ¼ gross	per box 2.85
Flake, about 125 lbs.	per lb. .04¾
" less quantity	.04¾
Pearl, 150 lbs.	.03¾
" less quantity	.04

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s.	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s.	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.85
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	
Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	
Wheatena, 36 packages	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.25

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57½
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87½
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87½
Jell-O Ice Cream Powder, 2 doz.	.97½
Jellycon, 1 doz.	.87½
" assorted flavors, 3½ doz.	.87½
Chalmer's, shredded	.95
" granulated	1.00
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Imperial Wine Jelly	.95
Gelatine, McKinley's	per gross 11.00
Wetmore's, double refined, 36 10-c. packages,	per case 2.70
Pudding, assorted, 2 doz.	1.65
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 pkgs.	.05¾
" Elbows, square, 25 pkgs.	.05¾
" Macaroni, long, 25 pkgs.	.05¾
" square, 25 pkgs.	.06½
" Spaghetti, long, 25 pkgs.	.05¾
" Vermicelli, square, 25 pkgs.	.05¾
" Macaroni, bulk, 25 pkgs.	.05¾

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bores, No. 2, 1½ to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" " No. 4	" 5.40
" " No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

Sherer's Eclipse Counters—			
No.	Length.	No. of Drawers	Each.
6½	3 feet, 8 inches	9	15.00
8½	4 feet, 10 inches	12	20.00
10½	6 feet,	15	25.00
12½	7 feet, 3 inches	18	28.00
14½	8 feet, 6 inches	21	31.00
16½	9 feet, 8 inches	24	35.00
18½	10 feet, 10 inches	27	40.00
20½	12 feet,	30	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.	
Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.65
Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10½
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1...170-190					
Ex. Norway, No. 2...270-290					
Ex. Norway, No. 3...325-375	22.00	11.60	6.00	1.35	
Ex. Norway, No. 4...410-460	18.00	9.50	4.90	1.15	
Ex. Bloaters, XXX... 90-95					
Ex. Bloaters, XX...100-110	30.00	15.60	8.00	1.75	
Ex. Shore, No. 1...					
Med. Shore, No. 1...190-210					
Large Shore, No. 1...110-130					
Extra Irish, No. 2...325-375	17.00	9.10	4.75	1.10	
Medium Irish, No. 2...375-450	16.00	8.60	4.50	1.05	
Small Irish, No. 2...475-525	15.50	8.35	4.58	1.03	
New Medium Shore...160-180					
New Large Shore...110-130	16.00	8.60	4.50	1.05	
Large, No. 2...210-220	15.00	8.10	4.25	1.00	

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Sp't, Lg. No. 1...					
Lab. Split, Lg. No. 2...					
Shore, Round, Large...	7.00	4.10			
Shore Round, Med...	6.00	3.60			
Ocean Whitefish...	4.00	2.60	1.50	.43	
Shad, No. 1, Mess, new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new	12.00	6.60	3.50	.82	.70
Haddock, Pickled...	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 3s, wood boxes	.15½
12 2s, "	.15½
24 1s, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 "	1.65
Strips, 40 size, boxes	.10
" 20 "	.10½
Middles, 40 size, boxes	.12
" 20 "	.12½

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08½

Star Brand Boneless Herring.

Beardsley—	
Tins, keyed, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.50
Screw Top Jars, 2 doz. in case	.90

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½
In original cases, 450 lbs., ¼ c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	.27
Cromarty Bloaters, 50s.	per box
" 100s.	"

Swift & Co.—	Per case.
Talisman brand Boneless Herring, in glass,	
15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass,	
10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars.	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.06½
" " 5 and 10-lb. lots	.06¾
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	
Fair N. Y. State, 50-lb. boxes	.07½

-20-

Apricots—	
Extra Choice Royals, 25 lbs., new	.09¾
Choice Royals, 25 lbs., new	.08½
Oak Brand, fancy	.12
Cherries—	
California, unpitted, Black, 25 lbs.	
California, pitted, Black, 25 lbs.	.15½
Currents—	
Gold Medal, recleaned, 36 rs.	.07½
Gold Medal, loose, 25 lbs.	.07½
Private Growth, extra, cleaned, 36 lbs.	.07½
" cleaned, 30 lbs. bulk	.07½

Peaches—	
Fancy Muirs, 50 lbs.	.10½
Extra Choice Muirs, 50 lbs.	.09½
Choice Muirs, 50 lbs.	.08½
Extra Choice, Yellow, 25 lbs.	.07½
Choice Yellow, 25 lbs.	.07½

Pears—	
Choice California, Bartlett, 25 lbs.	.10

Boxes.	Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
--------	------------	------------	-------------	--------------

20- 30, 25 lbs...				
30- 40, 25 "...	.09	.08¾		
40- 50, 25 "...	.08	.07½		
40- 50, 50 "...				
50- 60, 25 "...	.07¼	.07		
50- 60, 50 "...	.07	.06¾		
60- 70, 25 "...	.06¾	.06½		
60- 70, 50 "...				
70- 80, 25 "...				
70- 80, 50 "...	.05½			
80- 90, 50 "...				
90-100, 25 "...				
90-100, 50 "...		.04½		
100-120, 50 "...				

Raisins—	
Muscatsels, 4 crown, 50 lb.	
" 3 " 50 lb.	
" 2 " 50 lb.	.05

Cal. Thompson Seedless, 50 lbs.	.06¾
Cal. Cleaned Sultanias, 50 lbs.	.06¾
Cal. Sultanias, 50 lbs.	.06¾
Cal. Seedless Muscatsels, 50 lbs.	.06
Gilbert's, Laver, Valencias, 28 lbs.	.06½

Raisins, Seeded—		
G. & S. fancy, 36 rs.....	.08½	
Gold Ribbon, fancy, 36 rs.....	.08½	
Owl, fancy, 36 rs.....	.08½	
Harvest, choice, 36 rs.....	.07½	
Citron, fancy, boxes, 10 lbs.....	.14½	
" fancy, 25 lbs.....	.15½	
Lemon Peel, fancy, boxes, 10 lbs., net.....	.10½	
Orange Peel, fancy, boxes, 10 lbs., net.....	.12	

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO

Lots of Your Customers Want This



It is the one thing to keep hardwood floors right. It has been specially prepared by experts to do the work right.

Tell your customers if they want to keep their floors in perfect condition permanently to use it instead of scrubbing them. It makes a finish so perfect that all that is necessary is to wipe up the floors with a damp cloth once a week.

Universal Coupons in every case for the grocers and some in each package for his customers.

E. B. MOORE & CO.

76 Wabash Avenue

Chicago, Illinois

To the Trade:

DO YOU KNOW WHY

CEYLON TEA

HAS

UNVARYING EXCELLENCE?

IT'S BECAUSE:

Ceylon's Climatic Conditions Are Equable;

Ceylon's Volcanic Soil Does Not Degenerate;

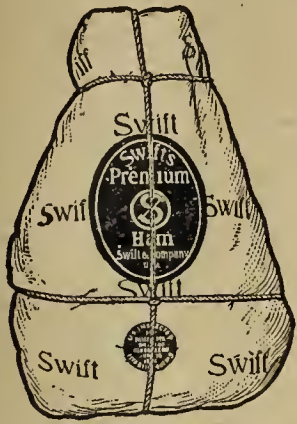
Ceylon's Tea Culture Is An Exact Science.

And, Step by Step,

CEYLON'S MACHINE PREPARATION PROCESSES

Can be relied on to

GIVE
UNIFORM
RESULTS



Ham without a name is "just ham," and has no uniform quality. It may be good once, but you don't know how it will be the next time.

Your customers can't depend on you if you sell that kind of ham.

SWIFT'S PREMIUM HAMS are uniform—always properly cured, tasty, appetizing. When a woman gets a **PREMIUM HAM** she wants another like it next time. The only way you can be sure to have all your hams uniformly good is to see that all you sell are **SWIFT'S PREMIUM HAMS**.

Swift & Company, U. S. A.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. **LARD** a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

This Tells the Tale



A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.

No. 211 ARCH STREET
PHILADELPHIA, PA.



Be
Proud
of
Your
Olive
Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.

103-107 HUDSON STREET, NEW YORK



Philadelphia

Dear Sirs:

Sixty-six years ago we began the manufacture of our **CELEBRATED MINCE MEAT**. We started with a **PURE ARTICLE** and have continued along that line ever since. We intend to pursue that course to the end. No benzoate of soda nor preservative chemicals of any kind ever entered into its manufacture. We guarantee our **Mince Meat** to be absolutely pure.

ATMORE & SON.

-25-

Western Dressed Beef—	
Choice, native cattle.....	.08 - .10
Common to fair.....	.06 - .08
City Dressed Veal—	
Prime.....	-.12
Good to choice.....	-.10
Dressed Hogs—	
Pigs.....	.09 3/4 - .10
Hogs, heavy.....	.09 3/4 - .10
“ 180 lbs.....	.09 3/4 - .10
“ 160 lbs.....	.09 3/4 - .10
“ 140 lbs.....	.09 3/4 - .10
Dressed Sheep and Lambs—	
Lamb, western, good.....	-.09
“ “ culls.....	-.08
Sheep, choice.....	-.08
“ medium.....	-.07

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.70 - .80
Cow Tongues.....	.50 - .70
Calf Heads, scalded.....	.50 - .75
Sweetbreads, veal.....	.60 - .90
“ beef.....	per doz. -1.00
Calf Livers.....	per lb. .20 - .25
Beef Kidneys.....	per doz. -1.00
Beef Livers.....	per lb. -.06
Ox Tails.....	per doz. .50 - .65
Hearts, beef.....	per lb. .03 - .05
Rolls, beef.....	per lb. -.14
Tenderloin, beef, western.....	per lb. -.20
Fresh Pork, loins, city.....	.10 - .12
“ “ western.....	-.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.	
Turkeys—	Per lb.
Western, young hens, 8 to 10 lbs.....	.24 - .27
“ young toms, 15 to 17 lbs.....	.24 - .27
Old hens and toms.....	.23 - .25
Common to good.....	.20 - .23
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy.....	.22 - .25
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair.....	.22 - .25
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy.....	.22 - .25
Western, 4 to 4 1/2 lbs. to pair, fancy.....	.18 - .20
“ 3 to 3 1/2 lbs. to pair, fancy.....	.18 - .20
“ fair to good.....	.15 - .16
Fowls—	
Western, fancy.....	.15 - .16
Heavy Roasters, 4 to 5 lbs.....	.18 - .20
Fair to good.....	.16 - .18
Old cocks.....	.10 - .11
Western capons, fancy.....	
“ small.....	Per doz.
Squabs—	
Prime, large, fancy.....	3.00 - 3.50
Mixed.....	2.50 - 3.00
Dark.....	1.25 - 1.50

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.....	Per lb. .14 1/2 - .15 1/2
Large Springers.....	.14 1/2 - .15 1/2
Fowls.....	.13 1/2 - .14
Roosters.....	.10 - .10 1/2
Ducks.....	.11 - .13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or No. 1, 2 doz.....	per doz. .85
“ 1 doz.....	.85
Large, or No. 2, 1 doz.....	“ 1.40
1-lb. cans, 1 doz.....	per case 4.00
2-lb. cans, 1/2 doz.....	“ 3.75
3-lb. cans, 1/2 doz.....	“ 5.40
5-lb. cans, 1/2 doz.....	“ 8.70

SAUER KRAUT.

Extra quality, 50-gal. tierces.....	8.00
“ 15-gal. kegs.....	2.75
Victory, extra fancy, No. 3, 2 doz.....	per doz. .82 1/2
Spring Garden, fancy, No. 3, 2 doz.....	“ .80
Compass, No. 3, cans, 2 doz.....	per doz. .67 1/2
Casks, 50 gals., long cut.....	6.75
Bbls., 30 gals., long cut.....	5.65

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, 1/2 lb.....	.95
Round conical, with key, No. 1, 1 doz.....	2.35
“ “ “ No. 2, 1 doz.....	4.20
“ “ “ No. 3, 1/2 doz.....	6.30
“ “ “ No. 4, 1/2 doz.....	8.15
P. P. Sauce, No. 1, 2 doz.....	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.....	2.00
No. 1, cans, 1 doz.....	2.25
No. 2, cans, 1 doz.....	4.00
No. 3, cans, 1/2 doz.....	3.25
No. 4, cans, 1/2 doz.....	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars.....	.97 1/2
No. 5, toy pails.....	2.45
American, pure apple, tumblers, assorted slices.....	.88
Schimmel's, No. 10, tumblers.....	.83
National, No. 10, tumblers.....	.72 1/2
“ No. 6, tumblers.....	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails.....	.13 1/2
National, 30-lb. pails.....	.09
Southwark, 30-lb. pails.....	.06 1/4
“ 4 1/2-lb. toy pails, 1/2 doz.....	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars.....	.98
“ Southwark, No. 3, tins.....	1.00
“ No. 5, toy pails.....	2.70
“ 30-lb. pails.....	per pail 1.08
“ 20 lb. crocks.....	per lb. .07 3/4
“ Schimmel's, 30-lb. pails.....	“ .06
Prune, 30-lb. pails.....	“ .07 1/4
Peach, 30 lb. pails.....	“ .07
Jams—	
Schimmel's, pure, jars, 2 doz.....	1.70
Southwark, assorted, jars, 2 doz.....	.93
Orange Marmalade—	
Hartley's, imported.....	1.80
Schimmel's, pure.....	1.65
Warrock's Guava Jelly—	
1-lb. tumblers.....	4.00
1/2 lb. “.....	2.25
Curtice Bros. Preserves—	
Cherries, jars.....	4.85
Strawberries, jars.....	4.60
Raspberries, jars.....	4.60
Apricots, peeled, jars.....	4.85
Pineapple, jars.....	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

Essence Peppermint.....	5c. sz. .85	10c. sz. 1.95	25c. sz. 1.95
Castor Oil.....	.45	.85	1.95
Sweet Oil.....	.40	.85	1.95
Spirits Nitre.....	.45	.85	1.95
Spirits Camphor.....	.45	.85	1.95
Spirits Painters' Commercial.....	.45	.85	1.95
Paregoric.....	.45	.85	1.95
Glycerine.....	.45	.85	1.95
Syrup Squills.....	.45	.85	1.95
Syrup Rhubarb.....	.45	.85	1.95
Syrup Ipecac.....	.45	.85	1.95
Turbington Balsam.....	.45	.85	1.95
Golden Tincture.....	.45	.85	1.95
Tincture Arnica.....	.45	.85	1.95
Balsam de Malta.....	.45	.85	1.95
Bateman Drops, rd bots.....	.45	.85	1.95
Godfrey's Cordial, rd bots.....	.45	.85	1.95
Turpentine.....	.45	.85	1.95
Machine Oil.....	.45	.85	1.95
Laudanum, 15c. size.....	per doz. 1.20		
“ 25c. size.....	per doz. 1.90		
5 per cent. discount in gross lots assorted.			
Alum.....	per lb. .03		
Beef Capsules, Anker's.....	3.00		
Borax, powdered, bulk.....	per lb. .07		
“ lump, bulk.....	“ .06		
“ 20 Mule-Team, pure, 24 1 lb.....	per case 2.40		
“ “ 48 1/2 lb.....	2.60		
“ “ 96 1/4 lb.....	2.80		
Butter Color, W. & R.....	per doz. 2.00		
Bull's Cough Syrup.....	“ 1.90		
Bluestone, bulk.....	per lb. .06		
Copperas.....	“ .01		
Camphor, gum, 1-oz. blocks.....	“ .60		
“ flakes, 250-lb. bbls.....	“ .02 3/4		
“ “ less quantity.....	“ .03 1/4		
“ Tar Balls, 250-lb. bbls.....	“ .02 3/4		
“ “ less quantity.....	“ .03		
Castoria, Fletcher's.....	per doz. 2.80		
“ Pitcher's.....	“ .85		
Carbonate of Ammonia.....	per lb. .11		
Epsom Salts.....	“ .01 1/2		
Glauber Salts.....	“ .01 1/2		
Glue, ordinary.....	“ .09 1/2		
“ white.....	“ .20		
Gum Arabic.....	“ .50		
Haarlem Oil.....	per doz. .35		
Husband's Magnesia.....	“ 2.85		
Jamaica Ginger, Hires', flasks.....	“ .90		
Licorice, P. & S., 5c. stick, imported.....	“ .36		
“ M. & R., 5-lb. boxes.....	per lb. .23		
“ “ lozenges, 5-lb. boxes.....	“ .27		
“ 45, 65, 85, 125, 165, 5-lb. boxes.....	“ .24		
“ root.....	“ .11		
Putty, 25-lb. cans.....	per 100 lbs. 1.60		
“ 50-lb. cans.....	“ 1.55		
Petroleum Jelly, screw top, 5c. size.....	per doz. .35		
“ 10c. size.....	“ .75		
Paris Green, 100-125-lb. kegs.....	per lb. .24 1/2		
“ 1/2-lb. packages.....	“ .29		
“ 1/2-lb. packages.....	“ .28		
“ 1-lb. packages.....	“ .27		
Rosin.....	“ .03 1/2		
Roach Powder, Omega, 4-oz. cans.....	“ .80		
Roachsalt, 10c. size.....	per gross 9.00		
Saltpetre, crystal, about 350-lb. bbls.....	per lb. .06 3/4		
“ granulated, about 100-lb. kegs.....	“ .06 3/4		
Sulphur, flour, 175-lb. bbls.....	per 100 lbs. 2.55		
“ 100-lb. bags.....	“ 2.35		
“ less quantity.....	per lb. .03 1/2		
Venetian Red.....	“ .01		
Whiting.....	“ .02		

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size.....	1.75
Herb Bitters, 25c. size.....	1.75
Oil Liniment, 25c. size.....	1.75
Sarsaparilla, 50c. size.....	3.50
Worm Syrup, 15c. size.....	1.20
Horse and Cattle Powder, 15c. size.....	1.20
Dyspepsia Tablets, 10c. size.....	.75
Iron Glue, McCormick & Co.—	
No. 5.....	.40
No. 10.....	.75
Tube V.....	.75
McCormick & Co., Bee Brand—	
Insect Powder.....	.80
Root Beer.....	.80
Talcum Powder.....	.75
Triangular Quinine.....	.80
Quinine Capsules.....	.75
W. F. Young's Veterinary Remedies, whole-sale prices—	Per doz.
Absorbac.....	18.00
“ Jr., (Mankind).....	9.00
Taroleum, small cans.....	6.00
“ large cans.....	1.00
Young's Kidney and Nerve Powders.....	2.00
“ Fattening and Condition Drops.....	4.00
“ Colic and Indigestion Cure.....	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's.....	per doz. 4.15
Bath Brick, box 25 bricks.....	per box .60
Sealing Wax.....	“ .03
Silver Sand.....	per hbl. 1.25
Tar, pints.....	per doz. .75
“ quarts.....	“ 1.60
“ gallons.....	each .30
“ 1/2 bbls.....	“ 3.50
“ bbls.....	“ 6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....	per case 3.75
U. S. Nerve and Bone Liniment, 25c. size.....	2.00
McCord's Magic Medicine, 25c. size.....	2.00
“ 50c. size.....	4.00
McCormick's Tasteless Chill Tonic, 25c. size.....	2.00
“ 50c. size.....	4.00
McCormick's Watermelon Syrup, 50c. size.....	4.00
Reliable Brand Headache Powders, 10c. size.....	.75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size.....	.90
“ 25c. size.....	2.00
“ 35c. size.....	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet.....	10c. size .85
“ 15c. size.....	1.75
“ 25c. size.....	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla.....	.45
No. 2, Vanilla and Rose.....	.90
No. 2, Lemon and assorted.....	.85
No. 4, “.....	2.00
No. 4, Vanilla.....	2.25
Assorted cases, Nos. 1 and 2.....	10.80
“ Nos. 1, 2 and 4.....	11.80
Bulk.....	pts. qts. 1/2 gals. gals.
XXX Vanilla.....	1.50 3.00 6.00 12.00
XX Vanilla.....	1.25 2.50 5.00 10.00
X Vanilla.....	1.00 2.00 4.00 8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery.....	1.00 1.60 3.00 6.00
Peach, Rose, Apricot, Violet.....	1.50 2.75 5.50 10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit.....	1.25 2.25 4.00 7.50
Tea.....	7.00
Kitchen Queen—	Per doz.
Extract Vanilla, No. 25.....	2.00
“ No. 2X.....	.80
“ No. X.....	.45
Extract Lemon, No. 25.....	1.75
“ No. 2X.....	.80
“ No. X.....	.45
Ingersoll's Flavoring Extracts—	
High Grade Vanilla.....	1.75
“ Lemon.....	1.75
Select Vanilla.....	.85
“ Lemon.....	.85
“ assorted.....	.85
“ small size.....	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet.....	Per doz. 1.10
“ Rennet Tablets, 3 doz.....	.75
Shinn & Kirk's Liquid Rennet.....	1.50
Hanson's Junket Tablets, 3 doz.....	.73
Union Tablets, 3 doz.....	.45

CIDER.

Corson's—	Per gal.
Barrels.....	.14
1/2 barrels.....	.16
Kegs.....	.19
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.....	3.50
“ 2 doz. pts.....	4.00
Anchor brand Golden Russet, 1 doz. qts.....	3.75
“ 2 doz. pts.....	4.25
Mott's brand Golden Russet, 1 doz. qts.....	3.75
“ 2 doz. pts.....	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages.....	2.75
“ boxes, 20 packages.....	.55
Gee Whizz, 72 packs.....	.47
Fleer's Chiclets, 3 lbs., bulk.....	1.25
Spearmint, 20 packs, 100 pieces.....	.55

RICE.

Extra Fancy Head, XXXX, 100-lb. bags.....	Per 100 .07
Fancy Head, 100-lb. bags.....	.06
Choice, 100-lb. bags.....	.04
Prime, 100-lb. bags.....	.04
Japan, fancy, 100-lb. bags.....	“
“ choice, 100-lb. bags.....	“
Java, fancy, polished, 100-lb. bags.....	.05
B. Fischer & Co.—	



Fischer's Choicest Head, 1-lb. pockets.....	.07
Queen Quality, ex. fancy head, 1-lb. pockets.....	.07
“ “ 3-lb. “.....	.07
“ “ 5-lb. “.....	.07
Coronet, choice head, 1 lb. pockets.....	.06
“ “ 3-lb. pockets.....	.06
Imperial, choice, Dom. Japan, 1-lb. pockets.....	.06
“ “ 3-lb. “.....	.05
“ “ 5-lb. “.....	.05
Extra fancy head, XXXX, 100-lb. bags.....	.07
Fancy head, 100 lb. bags.....	.07
Choice head, 100 lb. bags.....	.06
Fancy Java head, 100-lb. bags.....	.05
Extra fancy, Patna, 100-lb. bags.....	.07
Siam, Patna style, 100-lb. bags.....	.06
Broken, 100-lb. bags.....	.04
Fancy Japans, 100-lb. bags.....	.06
Choice Japans, 100-lb. bags.....	.05

SALT.

Worcester—	
Bbls., contain 280 lbs.....	2.50
“ 60 5-lb. bags.....	4.00
“ 22 14 lb. bags.....	3.75
“ 30 10-lb. bags.....	3.75
“ 115 2 1/2-lb. bags.....	4.00
Irish Linen, 250-lb. bags.....	2.50
“ 56-lb. bags.....	.65
“ 28-lb. bags.....	.35
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.....	per bbl. 3.00
Pretzel, 280-lb. bbls.....	2.40
“ 180-lb. sacks.....	1.55
Cheese, 280-lb. bbls.....	2.40
Packing, 70-lb. cotton bags.....	.40
“ 140-lb. cotton bags.....	.75
Ivory, dime size, 36 wooden boxes to case.....	2.20
New Ivory, 24 large cartons to case.....	1.50
Agricultural, 200-lb. burlaps.....	.60
Silver Springs, quick-freezing ice cream salt, 30 in bbl.....	per bbl. 2.60
Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7 1/2 per cent. discount not be allowed.	

SALAD DRESSING.

	Per doz
Campbell's, small, patent cap, 2 doz.....	.87
Durkee's, large, 1 doz.....	4.00
" small, 2 doz.....	2.40
Schimmel's, small, 2 doz.....	.87
My Wife's, large, 1 doz.....	2.30
" small, 2 doz.....	1.45
Snider's, pts., 1 doz.....	2.30



No SHREDDED CODFISH but Ours

There are two differences between **Beardsley's SHREDDED Codfish** and other prepared Codfish.

One difference is the fact that not one of them is shredded Codfish but **Beardsley's**. None of them even dare call their fish "shredded," because under the trademark laws we are granted that right solely.

The other difference is in the status of **Beardsley's SHREDDED Codfish** on the market. Its quality is so superfine and its advertising has been so wide that consumers know it, like it and demand it. When you sell imitations you hurt yourself and you hurt your customers.

From October to May **Beardsley's SHREDDED Codfish** is packed in cartons. For summer, tin and glass. The distinguishing mark is the **RED BAND**.

J. W. Beardsley's Sons - - New York, N. Y.

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

How to Test It



THE way to test **Onarga Country Gentleman Corn** is not to taste it alone, but to taste it in comparison with the best other corn you know.

If the other brand is cooked in the old-fashioned cooker—ten chances to one it will be—**Onarga** will overshadow it so far that any one can tell the difference instantly. Overshadow it particularly in tenderness, succulence and the fact that it is cooked evenly throughout.

Onarga Country Gentleman Corn is now cooked in the new automatic cooker. It was good corn before, but now is at least ten times better.

IROQUOIS CANNING CO., ONARGA, ILLINOIS



A BAG FULL OF GOODNESS

We don't have to say a word about the quality of **Private Estate Coffee** to the many thousands of retailers who are selling it—their **customers** do the talking for it. But those who haven't made **Private Estate** their Coffee Leader have missed a chance to wean their customers away from the Tea and Coffee Stores. It can't be beaten. We share our profit with grocers by giving them Universal Coupons with each case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS

33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street

-29-

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

	Per lb.
Canary	.04
“ bush. 60-lb.	2.25
Caraway	.12
Celery	.09
Coriander, bleached	.05
Flax	.05
Hemp	.04¼
“ bush 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape	.05½
“ bush	2.50
Poppy, per lb.	.10
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 112 lbs., kegs	1.75
Bi-Carb., bulk, less quantity	.02½
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼s, 36 lbs.	.05½
“ “ “ ¼s, 36 lbs.	.04¾
“ “ “ ¼s, 36 lbs.	.05¼
Saleratus, Babbitt's bd., ¼s, 25-lb. bxs.	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross	2.50
Bon Ami, 10-cent size	2.50
Electro Silicon, 1 doz.	.72
Putz Liquid, large, 3 doz.	16.50
“ “ “ 3 doz.	1.45
“ “ “ small	per gross 7.00
“ “ “ “	per doz. .60
Putz Paste, large	per doz. .55

SOAP—Laundry.

	Less than Bars.	5 bxs.
Acme	100	3.50
Acorn	120	2.45
Ark	100	1.75
American	72	2.80
Bec	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	3.52½
Big Master	70	2.90
Brown	60	2.40
Borax, Dreydoppel	40	2.60
“ Pearl, Young & Co.	40	2.80
“ Day & Frick, Novelty	40	2.80
“ Handsome	60	2.60
“ Eavenson, large	100	4.75
“ “ small	100	3.75
“ Kirkman's	100	3.75
“ Red Seal	100	3.80
“ Swift's	100	4.00
Circus	100	3.50
Cotton Oil	100	5.55
Coal Oil Johnny	100	3.57½
Cygnat	100	4.00
Dobbins' Electric	100	4.25
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five case lots freight prepaid	100	3.95
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.50

-30-

Grand Pa's, large	50	3.15
“ “ “ “	100	3.80
Ivory	100	7.00
“ small	100	4.00
Lenox	100	3.00
Life Buoy	50	1.95
“ “ “ “	100	3.90
Lautz's Naptha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
“ 5 cent size	100	4.00
“ toilet size	100	4.00
Mayer's	100	3.80
“ “ “ “	50	1.90
Miller's Naptha	100	3.75
Naptha, Swift's	100	3.75
“ P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75
Oleine, Conway's	60	2.50
“ Golden	60	2.55
“ Eavenson's	60	2.35
“ Kirk's	60	2.07½
“ Philadelphia, 60 blocks	60	2.60
“ “ “ “	72	2.60
“ Pennsylvania	60	1.60
“ Procter & Gamble	60	3.00
“ Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
“ tubs	150	4.60
Sunlight, oval	100	3.85
“ twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.00
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
“ small	100	4.00

Toilet Soaps.

Buttermilk Cosmo	gross	6.60
“ “ “ “	doz.	.60
“ Swift's	doz.	4.05
Castile, imported, Conti	lb.	.13½
“ Conti, original boxes	lb.	.11¼
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	doz.	4.50
“ “ “ “	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliott	“	8.10
Oatmeal, 3 cakes in box	“	3.25
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb.	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
“ “ “ “	“	4.05
“ Armour's	“	3.50

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	
Sapallo, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ 72 “	2.70
“ 100 “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ “ “ “ 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
“ “ “ “ 100 5-cent packages	3.75
Kirkoline, white, 24 large packs	3.55
“ “ “ “ 100 12-oz. packages	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s.	4.00
“ “ “ “ 50 2s.	4.00
“ “ “ “ 100 1s.	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	.43
Swift's Washing Powder, 100 1s.	3.85
“ “ “ “ 24 4s.	3.85
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
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PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	per doz. .45
Dime size, 2 and 4 doz.	“ .85
¼-lb. net, tins, 2 and 4 doz.	“ 1.00
½-lb. net, tins, 2 doz.	“ 1.90
1-lb. net, tins, 1 doz.	“ 3.70
6 lb. cans, full weight	per lb. .23
10 lb. cans, full weight	“ .22
Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
½-lb. “	“ 2.70
¼-lb. “	“ 1.45
⅛-lb. “	“ .90
12-b. kegs	“ .43

-31-

	Bbbs.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.17	.19
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.17	.18	.20
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			
Bee Brand—Pepper, Cinnamon, Mustard, Cloves, Ginger, Allspice	½-lb. cartons		.40
“ “ “ “	¼-lb. cartons		.75
Banquet Brand—Mustard, Cinnamon, Pepper, Cloves, Ginger, Allspice	½-lb. cartons		.35
“ “ “ “	¼-lb. cartons		.70
Bee Brand, in canisters, above assortment	No. 45 size		.45
“ “ “ “	No. 90 size		.85

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ “ “	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon, 2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.11½
Mace	.48
Nutmegs, large	.12
“ medium	.12½
Cinnamon Bark, Canton	.12
“ Java Thin Quills, 5-lb. rolls	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ 36 10-cent “	“ 2.70
Duryea's, 40-lb., 1-lb. packages	.07½
“ 20-lb., “	.07½
Niagara, 40 lb., “	.05
Cream, 48-lb., “	3.45
Kingsford's, 40 lb., “	.07½
“ 20-lb., “	.07½
Rex, 40 lb., 1 lb. packages	.04

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.04
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.06
“ Linen Gloss, 3-lb. cartons	.05
Kingsford's, Pure, 3 lb. cartons	.06¾
“ Pure Gloss, 40 1-lb. packages	.06¾
“ Silver Gloss, 12 6-lb. wd. bxs.	.07¾
Duryea's, Superior, 3-lb. cartons	.06¾
“ Satin Gloss, 1b. packages	.07¾
“ Superior B, bulk	.04¾
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.08¾
Niagara, laundry, 50 lb. bulk	.04
“ 1-lb. packages, 48 lbs.	.05
“ 3-lb. cartons, 48 lbs.	.05
“ 6-lb. boxes	.06
Celluloid, 64 10-cent packages	4.30
“ 64 5-cent “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods, 36 packages	per package .08
Starch Polish, 20 cakes	per box .50
Rex Gloss, 50 lb. bulk	.03¾

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ large	7.00
“ “ Liquid, large	6.65
“ “ “ small	4.90

-32-

Electric Paste, ½-gross boxes	4.2
Magic Paste, ¼-gross boxes	4.7
Parlor Pride, large size	per doz. .8
“ “ “ “	per gross 10.2
“ “ “ “	per doz. .7
Climax Enamel, ¼-gross	per gross 9.4
Black Jack, ¼-gross	“ 7.0
Rising Sun	“ 5.7
Sun Paste, 5-cent size	“ 4.5
“ “ “ “	“ 7.2
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼ gross	1.2
Per box of ½ gross	2.5
14 dozen to gross	5.0
10-cent size, No. 10, per box of ¼-gross	2.2
Per box of ½-gross	4.5
Per gross	9.0
F. F. Dalley Co.—	
2-in-1, smaller size	per doz. .7
2 in-1, large size	“ 1.7

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkg. .0
Excelsior, 24 packs	“ .0
McAllister, 36 packs	“ .0
Rosensteins, 1-lb. pkgs., 2 doz.	per lb. .0
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz. .3
Red, quarts, 3 doz.	“ .7
Silver, pints, 3 doz.	“ .3
“ quarts, 3 doz.	“ .7
Bath Brick, 25 bricks	per box 1.8
Toothpicks, Eureka, 100 boxes	per case 1.8
“ “ “ “	Perfection, 2 doz.
Royal Glue, 1 doz.	“ .8
Paist's Glue, 1 doz.	“ .4
Carpet Tacks, Wooden Keg, ½-gross case, assorted, 6, 8, 10s.	per case .9
Carpet Tacks, Silver Steel, 4-oz.	per doz. .0
6-oz.	“ .0
8-oz.	“ .0
10-oz.	“ .0
12-oz.	“ .0
Matting Tacks—	
No. 10, steel	per doz. .1
No. 11, “	“ .1
No. 12, “	“ .1
G. B. Weiss & Son—	
Sole leather, No. 1	per doz. .2
“ “ “ “	“ .2
“ “ “ “	“ .2
“ “ “ “	“ .2
Cut Sole Leather, cut into taps, 6 ins. high	1.5
“ “ “ “ 5½ “	1.4
“ “ “ “ 5 “	1.4
“ “ “ “ 4½ “	1.2
“ “ “ “ 4 “	1.1
“ “ “ “ 3½ “	1.0
“ “ “ “ 3 “	.9
Fly Ribbon	per gross 4.8
Ely Paper, Tanglefoot	per case 2.2
“ “ “ “	“ 2.2
Sticky, 10 cartons	per case 3.9
Stickite Fly Paper, 100	per case 2.3
“ “ “ “	“ 3.0
Wax, White and Yellow	per lb. .3

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.....	per lb.	.0
“ “ Clotheslines, 50-ft. hanks.....	doz.	.7
Cleveland, extra fine cotton twine.....	per lb.	.2
Orange Brand, fine cotton twine.....	“	.1
Texas Medium, cotton twine.....	“	.1
Cotton Candle Wick.....	“	.2
Colored Twine, 8 balls to box., lb. to bx.	“	.2
Fine Hemp Twine, 8 balls to lb. in 5-lb. bunches.....	“	.2
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	per lb.	.1
Best Jute Rope, 16 yds. to lb.....	“	.0
Best Jute Plow Line, 8 yds. to lb.....	“	.0
Jute Clotheslines, 90 ft. to hank.....	per doz.	1.6
“ “		

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PENNA.

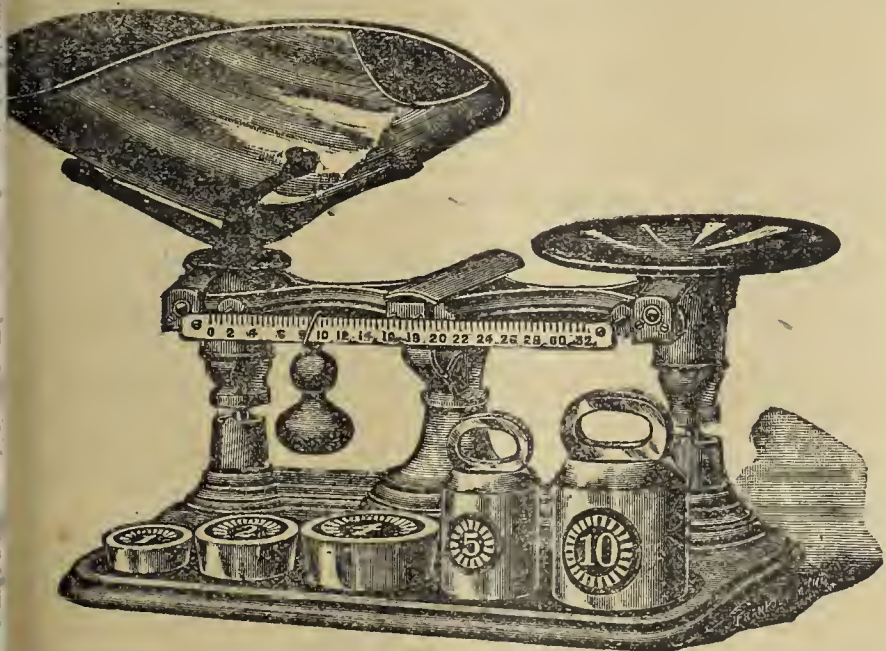
No Loss on Loose Goods



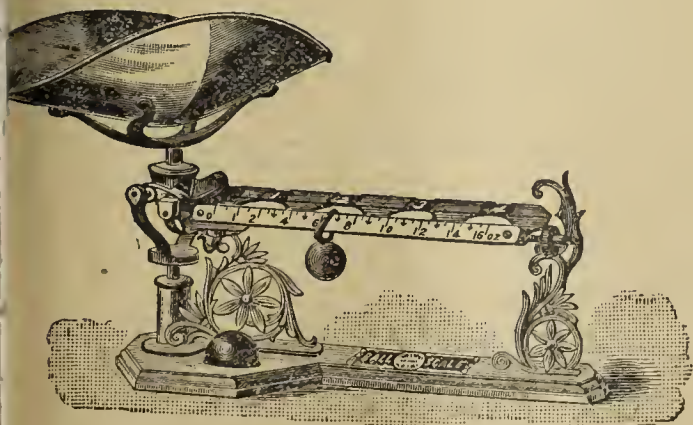
Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

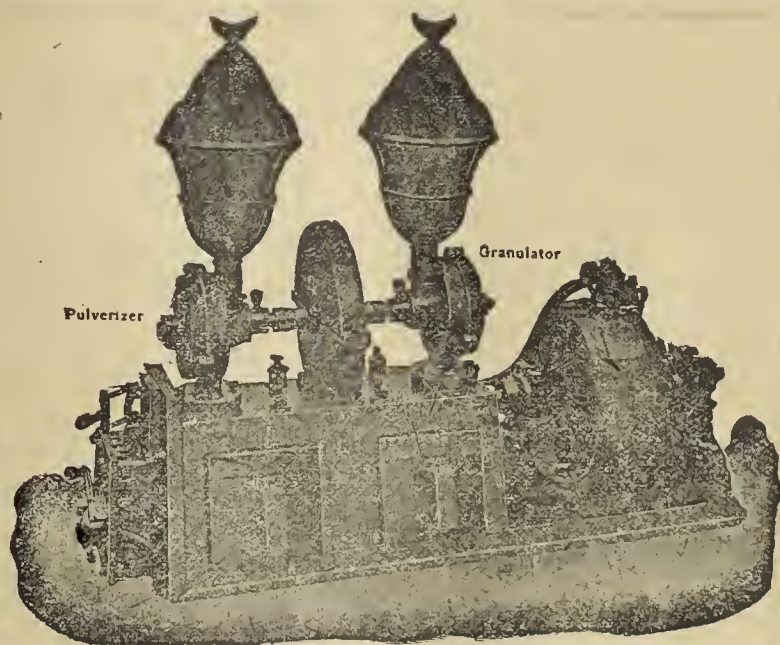


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 2 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



TROEMNER'S
New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET

PHILADELPHIA, PA.

J. A. FLESCH & SON

112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLVI.

PHILADELPHIA AND NEW YORK, OCTOBER 12, 1908.

No. 15.

Contents.

	PAGE
Trading Stamp Scheme Publicly Debated in Pennsylvania Town.....	6
Trying to End Foreign Nut Abuse.....	7
Manufacturers to Organize and Settle Grave Problems.....	8
to the Consolidated Law Association.....	9
App-mint and Jamaica Ginger.....	9
Editorial.....	10
Absurd.	
A Chance for Ward.	
Hope.	
Straws in the Wind.	
Grocers of the Middle Atlantic States.....	10
Another Effort to Get Witnesses for Bleached Flour Hearing.....	11
Food Product Floats in Founders' Week Parade.....	12
Our Bleaching is Injurious.....	13
The New York Letter.....	14
The Grocery Markets.....	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Market Notes.....	18
The Science of Advertising.....	19
Western Food Commissioners Adopt Views Which May Become General.....	20
The Stroller's Column (Contributed).....	22
Of Course Jones Was Lovely.	
Window Dressing for Grocers.....	27
Association News.....	27
Legal Department.....	28
Coming After the Trust Again.....	29
Talking Talks With Grocery Clerks.....	30
Along the Trade.....	30
Ant Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World " Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	27
Anker's Bouillon Capsules.....	14
American Can Co.....	9
American Slicing Machine Co.....	29
Arbuckle Bros.....	Cover 2
Armour & Co.....	11
Atmore & Son.....	45
Atsatt Bros.....	50
Barber & Perkins.....	8
Bell & Sons, Samuel.....	41
Bishop, R. W.....	30
Borden Condensed Milk Co.....	47
Bower & Co., John.....	45
Brown & Co., P. F.....	4
Buckley, Elton J.....	6
Butler Brothers.....	21
Cauchois & Co., F. A.....	39
Ceylon Tea.....	7
Corn Products Mfg. Co.....	47
Croft & Allen Co.....	41
Daetwyler & Co. R.....	32
Eby Co., The Frank C.....	41
Egg-O-See Cereal Co.....	43
Electro-Silicon Co., The.....	47
Enterprise Mfg. Co. of Pa., The....	Cover 4
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	29
Fell Manufacturing Co., E. C.....	Cover 2
Fels & Co.....	28

	PAGE		PAGE
Fischer & Co., B.....	37	Moneyweight Scale Co., The.....	3
Fleischmann's Yeast.....	12	Morgan & Cornell.....	43
Flesch & Son, J. A.....	22	National Cash Register Co.....	15
Fly Ribbon Mfg. Co., The.....	22	Nicelle Olive Oil Co.....	Cover 2
Forbes, J. P.....	32	Oakdale Baking Co.....	12
Franklin Sugar Refining Co.....	37	Ohlo Match Sales Company.....	39
Freihofer Vienna Baking Company.....	41	Philadelphia Electric Co., The.....	12
Frye & Co., Jed.....	27	Phillips, F. H. & Co.....	50
Fulton & Walker Co.....	49	Pressing & Orr Co., The.....	Cover 3
Goff & Sons Co., S. B.....	12	Quaker City Preserve Co.....	27
Gold Medal Flour.....	41	Ralston Purina Mills.....	28
Great Western Cereal Co., The.....	9	Ritter Conserve Co., Philip J.....	16
Grocers' Printing Co.....	27	Royal Specialty Co.....	14
H-O Company, The.....	4	Sauer Co., C. F.....	Cover 4
Heinz Company, H. J.....	13	Scott & Co., Inc., John.....	Cover 1
Hellenic International Bureau.....	45	Shredded Wheat Company, The.....	13
Hetfield Extract and Mfg. Co.....	19	Swift & Co.....	19
Hires Condensed Milk Co.....	Cover 3	Swift & Co., Gloucester, Mass.....	12
Huebner, James J.....	27	Toledo Computing Scale Co.....	Cover 1
Indexed Coupon Books.....	32	Troemner, Henry.....	49
Iroquois Canning Co.....	45	Van Camp Packing Co.....	4
Kingsbury, H. P. D.....	20	Vance & Co., James M.....	16
Lamson Consolidated Store Service Co.,	39	Walker Patent Pivoted Bin Co.....	49
Lautz Bros. & Co.....	Cover 2	Washburn-Crosby Co.....	41
Lindsley J. V., & Company.....	39	Watson & Co., Angus.....	17
Lowney Co., The Walter M.....	50	Welles & Davis Mfg. Co., The.....	Cover 2
Manufacturers' Trade-Mark Association.	3	Wheatena Company, The.....	16
McCahan Sugar Refining Co., The W. J.,	Cover 3	Wilde's Sons Co., Samuel.....	20
Millbourne Mills.....	31	Williams Bros. Co., The.....	47
Moore & Co., E. B.....	43	Young & Co., Chas. W.....	20
Miller & England.....	4	Zipp Manufacturing Co.....	39

Trading Stamp Scheme Publicly Debated in Pennsylvania Town

Sperry & Hutchinson, Green Trading Stamp People, Send Crack Man to Persuade New Castle Merchants and Consumers that Stamps are Legitimate. Merchants Make Out a Strong Case Against Them and Decide Not to Use Them Under Any Circumstances. Local Papers Air Pros and Cons.

A most interesting condition has arisen in New Castle, Pa., where the recent State convention of the Pennsylvania Retail Merchants' Association was held. Sperry & Hutchinson, the green trading stamp people, are endeavoring to push their way into New Castle, but are being actively resisted by the merchants there. The various parties to the debate have gone into the local papers and the pros and cons of the trading stamp scheme have been pretty thoroughly aired. The latest information from the scene of the controversy is that the merchants have unitedly decided against the reintroduction of the stamps in New Castle under any condition. They were there once before, but were abandoned as a nuisance after a thorough trial.

The chief debate over the matter occurred at an open meeting of the Retail Grocers' Association last week. At this the trading stamp people had present one of their crack persuaders, and he argued for trading stamps for nearly an hour. He admitted meeting with considerable opposition. There is hardly a grocer in New Castle doing a strictly cash business and they had all told him that it is nothing more than suicide to attempt such a thing or to even put in stamps for the simple reason that they would rather take care of their regular customers who are as good as gold and pay every two weeks rather than cater to transient trade that comes along every once in a while and pays cash because they are unable to get credit.

The trading stamp solicitor offset this argument with one that a banker pays interest to the man who banks with him and yet charges the one interest whom he loans money to. That is the same with customers, he contended. The one who pays cash is the one

who gets interest in trading stamps, while the one who buys on credit could not expect to get stamps, and this would be the interest they would pay the merchant for the use of his goods for two weeks or longer.

Some other selections from the trading stamp side of the debate were as follows:—

We are in the trading stamp business first, last and all of the time for the money there is in it, and nothing more, the same as every grocer is in business for the money he gets out of it. We lay before you a system of advertising and one that will help you build up your business. Of course, if you are satisfied with the amount of business you do and do not care for more, then I am wasting my time and efforts here, but every progressive merchant is trying to build up his business always.

Some of you will say that if you put in trading stamps to advertise your business the public will have to pay for it. You might also say that if you use newspaper advertising that the public will have to pay for it. If a man advertises he must increase his business or else it is of no use for him to advertise. Every merchant expects to increase his business by advertising or he would not spend the money. He spoke of merchants giving customers a discount of 5 per cent. and said through the use of trading stamps this would not be necessary.

What the people want are premiums. It is not the cash they want, so trading stamps make a better impression than 5 per cent. discount. James Butler came to America and in a few years in business had built up a great trade, and to-day owned 250 stores throughout the country and gave stamps at every one of them.

Merchants were to blame for the wrong use of stamps by giving them out to their regular credit customers when they pay their bills. Our concern has rules governing this and which are very strict and do not allow the giving of stamps only in case where cash is paid.

The following colloquy then ensued between the trading stamp man and the president of the association:—

"Is it not a fact that the Sperry & Hutchinson Co. has a contract with the Arbuckle Coffee Co. to redeem Arbuckle signatures with S. & H. green trading stamps, and that your solicitor so advises the consumer?"

"Yes, sir, we do."

"Is it not also a fact that the Sperry & Hutchinson Co. have entered into a contract with certain tobacco

concerns to redeem certificates and tags with S. & H. green trading stamps, and your solicitor so notified the consumer?"

"Yes, sir, we do."

"Is it not a fact that the Sperry & Hutchinson Co. has entered into a contract with Ward-Mackey Baking Co. to inclose in their package goods a certificate that is redeemed by Sperry & Hutchinson Co. with S. & H. green trading stamps, and your solicitor so notifies the consumer?"

"To the best of my knowledge, we do."

"Then is it not a fact that if the S. & H. trading stamps are as effective as you claim they are as an advertising medium, would it not have a tendency to create a demand for the goods of those manufacturers that are in a compact with Sperry & Hutchinson, and the retailer be obliged to handle them whether the profit justified or not?"

"Not necessarily."

"Is it not a fact that if two merchants were doing business next to each other that only one could get trading stamps?"

"This is correct."

"Then if there were two men doing business on opposite corners one gets stamps and the other does not?"

"Yes, sir, that's it, and the man with the stamps will get the bulk of the business."

"Do you think for a minute that the other merchant is going to stand idly by and see his trade go to the man with the green stamps? Not on your life; he is going to do something that will win it back and both merchants will lose money in the long run."

Finally, after considerable rapid-fire discussion, the sentiment of the merchants was described by the president of the association, Mr. O'Brien. He delivered an address against the stamp scheme which riddled it from stem to stern. In part the statement was as follows:—

Gentlemen:—When one is reminded of our past experience with trading stamps in the city of New Castle, we can compare those experiences with the last resolution of Buster Brown: "Resolved, That there must be some dreary days to make us enjoy the sunshine."

You will remember the dreary feeling that came over you when the representative of the trading stamp company, on Monday mornings, called at your place of business with a supply of stamps, collecting 5 per cent. of your sales, without materially increasing your business. Then you have a more agreeable recollection of the time when the merchants as a unit discovered that it was a costly and unbusiness-like way of advertising, and an imposition on the buying public, and resolved to discontinue their use.

That day was the day of sunshine.

Now, gentlemen, it is less than one month since New Castle was honored with the twelfth annual convention of the Retail Merchants of Pennsylvania, the greatest commercial organization in the United States, or, I might say, in the world.

We learn from these gatherings that we are going forward and not backward. That we are not to keep our eyes and noses to the grindstone, but keep our ears close to the ground and learn what the people want. Get close to your customers. Study their wants. Then supply them, making your announcements

in your local newspaper, the most effective and legitimate way of advertising. One of the arguments the gentleman has put forth in favor of Sperry & Hutchinson trading stamps as an advertising medium is that a number of large concerns make use of them. In answer to that, we will say that the secrets of merchandising are to be found within the breast and experience of every tradesman, no matter how humble. A large store has no monopoly of business wisdom, its wider experience comes merely from the experience of the group of merchants that manage it from their own departments.

The law of compensation applied to the character of the store, the general service, the method of dealing, and not the size.

When losing trade and not satisfied with your business, ask yourself these questions:—

Am I giving good service?

Have I the confidence of the people? Not, shall I put in trading stamps?

Another proposition the gentleman presents to you that looks very attractive, is, that Sperry & Hutchinson trading stamps will increase your cash business a certain percentage. Now, let us see what has been the experience in the past year of the best managed, strictly cash establishment in the world.

I take from the "Grocery World and General Merchant" the annual report of Sears, Roebuck & Co., the Chicago mail order house. It is interesting as showing the effect of the hard times upon a business that sells exclusively for cash. In the year ending June 30, 1907, the concern's sales aggregated \$50,722,839. In the year ending the same date, 1908, which included the six panic months, they fell to \$40,843,866, which means a drop of nearly \$10,000,000. This in spite of scheme after scheme to hold sales up. The profits, too, were cut much more had the expense not been reduced \$8,656,385.

This surely shows the scarcity of cash during the twelve months, particularly the last six. And it shows another thing. Probably 60 per cent. of the business of the mail order house is in necessities, many of which were still bought, not of Sears, Roebuck & Co., who required cash, but of some local dealer who did not. So that what has been an ill wind to the mail order business has blown good to many local dealers, though it is somewhat aggravating that mail order customers patronized him only when they want the favor of credit.

With this report before you, don't you think it would be well to consider the matter seriously before adopting a system that would drive away your worthy and desirable credit customers?

When you enter into an agreement with the Sperry & Hutchinson

ELTON J. BUCKLEY

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Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

company, you have contracted to give stamps as an inducement to cash trade, and cash trade only. Now, let us consider what this would result in. There is Mrs. Doe, a worthy and desirable customer, trading with you, paying you promptly at the time agreed upon. All the money she spends in your line is spent with you. Along comes Mrs. Blank, who calls on you because you advertised a leader that has attracted her attention, and buys a bill of goods, pays cash for them; it may be that she is buying for cash for the reason that she cannot buy for credit. Both ladies appearing at the same time, you would furnish Mrs. Blank with stamps and be compelled to say to Mrs. Doe, that "we have contracted not to give you any stamps, although you are the most desirable customer of the two."

Is this not a most ridiculous position for a merchant to place himself in?

When you sign a contract with the Sperry & Hutchinson Co. you enter into an agreement that the signs that you place about your store, keeping them fresh and bright, both in appearance and wording, with prices marked in plain figures large enough to be read. Then to complete that sign you are compelled to add, "We give S. & H. green trading stamps." Would this additional wording indicate that the proprietor was a master merchant?

When you enter into an agreement with the Sperry & Hutchinson Co. you enter into a contract with them to give absolutely free a portion of the space that you buy and pay for in your local papers, that portion of the space taken up by the announcement, "We give S. & H. green trading stamps."

Is this not a very unbusiness-like

contract to sign? When you enter into a contract with the Sperry & Hutchinson Co. you agree to pay a stated amount upon the delivery of the stamps. And you also agree at the same time that the title to said stamps shall remain in the said company.

When you enter into a contract with the Sperry & Hutchinson Co. they verbally agree to place their stamps among certain merchants in certain localities, telling you at the same time that it will bring you trade at the expense of your brother merchant that is not so favored. This in itself is a slur to the intelligent buying public.

But for the sake of argument let us admit that it would do so.

Would other stamp concerns sit idly by and allow Sperry & Hutchinson to control the situation?

Would individual merchants to protect their interests give premiums of various kinds, all at the expense of the consumer?

When you enter into a contract with Sperry & Hutchinson Co. they agree to do one generous act, that is, to go among the people of your city like a missionary among the heathens and explain to them how to use trading stamp books.

The New Castle merchants have since learned that the Sperry & Hutchinson Co. is interested in the sale of certain brands of package coffee which do not pay the dealer an adequate profit. The trading stamp people have been actively pushing these brands because in them are packed green trading stamps.

Trying to End Foreign Nut Abuse

Wholesale Grocers Up in Arms Against Practice of Making them Pay for Foreign Nuts Before Examination. Swindled so Often that this Year they Make Organized Resistance.

There is a general movement among the wholesale grocers of the country to this year radically change their method of buying foreign nuts. Heretofore they have always imported them direct, paying for them in every case before seeing them. So often as this plan swindled them that they have decided to stop it.

The above applies to French walnuts, Grenobles, almonds, etc. The foreign shippers of these nuts, as well as the shippers of other foreign products, have always insisted that the American buyer honor the draft before the goods were received. Foreign nuts were not even sold by sample, and no examination being possible before payment, the buyer had absolutely no assurance that the goods were up to representations except the integrity of the shipper. Very often

this proved poor protection. Almost every year the nuts bought and paid for proved to be far below requirements. Under the above plan there was of course no redress.

The protests from American jobbers have this year been so great that the New York Dried Fruit Exchange took the matter up with the foreign nut houses, in an effort to induce them to agree to a plan by which the buyer should pay 60 per cent. of the purchase price before arrival, as now, and the balance on arrival and examination of goods. So far the suggestion has not been accepted by the foreigners, and in consequence many jobbers are refusing to give import orders at all. They will permit somebody else to bring the nuts and then buy on spot at a proper market value, based on examination.

To the Trade:

DO YOU KNOW WHY

CEYLON TEA

HAS

UNVARYING EXCELLENCE?

IT'S BECAUSE:

Ceylon's Climatic Conditions Are Equable;

Ceylon's Volcanic Soil Does Not Degenerate;

Ceylon's Tea Culture Is An Exact Science.

And, Step by Step,

CEYLON'S MACHINE PREPARATION PROCESSES

Can be relied on to

GIVE
UNIFORM
RESULTS

Manufacturers to Organize and Settle Grave Problems

Call Issued for Meeting of Specialty Manufacturers in New York
October Fifteenth. Well-known Firms Sponsor the Meeting.
Problems to be Attacked.

The manufacturers of specialty food products are to form an organization of their own which they hope will safeguard their interests as effectively as the National Retail and Wholesale Associations safeguard the respective interests of retail and wholesale grocers. A call has been issued for a meeting at the Waldorf-Astoria next Thursday, October 15th, at which the organization will be perfected. Following is the call:—

In accordance with our announcement of July 3d last, we hereby issue a call for a meeting of grocery specialty manufacturers to be held at the Waldorf-Astoria Hotel, New York City, on Thursday, October 15th, for the purpose of "organizing a National association of grocery specialty manufacturers who are in sympathy with the distribution of their different products through the usual wholesale grocery channels."

In order that your mind may be refreshed with the objects of this proposed organization, we inclose herewith copy of original communication to the trade by the undersigned committee. We request that you kindly review this communication again.

As a result of our correspondence with the leading grocery specialty manufacturers of the country, we have felt warranted in calling this meeting for the purpose of organizing, and we feel confident of an attendance at the meeting which will insure a successful organization. Considerable depends, of course, on the representation of manufacturers at the inaugural meeting, and we therefore beg to urge that you be represented at the meeting. It is hoped that in the case of private firms, one or more of the principals will be present, and in the case of companies or corporations, that one or more of the officers will attend, so that the organization may be perfected with the aid and advice of those most directly interested in the success of this movement.

The committee will appreciate the favor of an acknowledgment of this invitation, and in conclusion again urge the desirability of your attend-

ance and co-operation at the meeting.

Yours truly,

Wm. Duff, II, P. Duff & Sons, Pittsburgh; Samuel S. Fels, Fels & Co., Philadelphia; Charles E. Hires, Charles E. Hires Co., Philadelphia; J. E. Linihan, general manager Battle Creek Breakfast Food Co., Ltd., Chicago; W. M. McCormick, McCormick & Co., Baltimore; J. B. McMahon, vice-president the N. K. Fairbanks Co., Chicago; A. J. Porter, president National Food Co., Niagara Falls, N. Y.; J. B. Reichmann, president National Starch Co., New York; S. A. Riebel, H. O. Wilbur & Sons, Philadelphia, Committee on Organization.

From the discussion of the plan which was contained in a circular letter which accompanied the above, it is evident that the new organization proposed to take an active hand in solving some extremely important problems. The letter is as follows:—

At a meeting of manufacturers of grocery specialties held in Philadelphia, was appointed a committee to obtain a larger expression from representative grocery specialty manufacturers throughout the country concerning the feasibility of organizing a National association of grocery specialty manufacturers who are in sympathy with the distribution of their different products through the usual wholesale channels.

It is now well recognized that both wholesale and retail grocery merchants are organized in separate as-

sociations, and in some sections the country both associations are affiliating and co-operating for the mutual benefit. On the other hand the manufacturers are disorganized and hence are at a disadvantage meeting the desires and demands of the organized distributors, both wholesalers and retailers.

Among the questions discussed at the Philadelphia meeting and subsequently suggested, which seem to call for organized action, were the following:—

Private brands by both wholesale and retail grocers.

Substitution by both wholesale and retail grocers.

Cash and quantity discounts.

Legislation.

The evil of imitations.

The manufacturer's right to offer deals, and the legitimate privileges and limitations to deals.

What constitutes a wholesale grocer?

The chain store problem.

Subsidizing of wholesale grocer salesmen.

Price restriction and protection both wholesale and retail trade—the legal rights on trade-mark goods.

So-called trade evils to be modified or corrected without resorting to discrimination against individual manufacturers.

The jobber's service on proprietary goods and its value.

The obligations and responsibilities of the wholesale grocers to manufacturers whose sales policies they are seeking to regulate or control.

Numerous other problems relating to the evolution of trade conditions in respect to both wholesale and retail merchants were discussed but those enumerated above would

PUSH and PULL are a fine team and work well in the Grocery Business

— WE PUSH UP qualities and PULL DOWN prices. — WE PULL IN business by PUSHING OUT AFTER IT —

Hecker's Buckwheat is Ready!

32-3s per case, \$4.48
64-1½s per case, 4.48

APRICOTS

Eagle Rock Choice Bright Fruit, 25-lb. boxes . . . per lb., .08¼
5 or 10-box lots per lb., .08¼
They are a great bargain.

Absolutely Pure Black Pepper

15 lbs. in a 3½-gallon galvanized pail per lb., .11
This is a snap, the pail will readily retail at 20c. or 25c.

Finest Quality Pearl Tapioca

Bags about 150 lbs. per lb., .03¾
5 or 10-bag lots per lb., .03¾
50-lb. lots per lb., .03¾

ROYAL STANDARD BRAND NEW FANCY RED ALASKA SALMON

As fine quality goods as you have ever seen.
1 lb. tall cans, 4 doz. per doz., 1.32½
5 or 10-case lots per doz., 1.30

These Prices for This Week Only—October 12th to October 17th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

Maplaco Brand Fancy Coast Packed Seeded Raisins, as fine goods as you have ever seen under any brand, or at any time in the season, 36-lb. per lb., \$0.07½
Fancy California Seedless Sultana Raisins, 50-lb. boxes per lb., .05½
5 or 10-box lots per lb., .05½
Fancy 3 Crown Loose Muscatel Raisins, 50-lb. boxes per lb., .06¼
Fancy 2 Crown Loose Muscatel Raisins, 50-lb. boxes per lb., .05¼
Mince Meat and Fruit Cake Season is at hand, and these are the things for it. Quality is particularly fine and the price lower than you have almost ever heard before.
Extra Fancy Golden Rio Coffee, 25-lb. lots or over, per lb., .11
100-lb. lots or over per lb., .10¼
New Sour Krout, 50-gallon tierces per tierce, 6.95
Golden Rule Brand Off Standard Tomatoes, No. 3 cans, single cases, 2 dozen per doz., .77½
5 or 10-case lots per doz., .75
W. H. Baker's Justice Brand Premium Chocolate, ½s, 12-lb. boxes per lb., .27
¼s, 12-lb. boxes per lb., .28
1-5s, 12-lb. boxes per lb., .29
Wheel Brand Extra Fancy New Large Moorpark Apricots, 25-lb. boxes per lb., 13½
Wheel Brand Fancy New Moorpark Apricots, 25-lb. boxes per lb., .12
New Green Peas, grain bags, about 2½ bushels . . per bu., 2.00
New Fancy New York State Pea Beans, grain bags, about 2½ bushels per bu., 2.35
No charge for grain bags of either green peas or pea beans.
Williams Bros. 40-gallon 1200s Pickles per bbl., 8.40
Williams Bros. Wilco Brand 16-gallon 800s Pickles, per bbl., 5.15

seem to afford ample ground for the belief that the grocery specialty manufacturers have urgent need for an organization which could develop and crystallize sentiment of practical value to both manufacturers and distributors. The sentiment at the Philadelphia meeting was very strongly in favor of the spirit of reciprocity between the manufacturers and distributors, and it was the general consensus of opinion that this spirit of reciprocity should be advocated and enforced with all the vigor of organized effort on both sides. At the present time the work of organization is entirely one-sided, and seems bent on regulation rather than reciprocity of trade. We do not believe in regulation without reciprocity.

It is proper to explain here that the Philadelphia meeting was held under the auspices of the Association of Manufacturers' Representatives of the City of Philadelphia, the objects of which association have already commended themselves favorably to manufacturers and distributors alike. A similar association has also been organized in the city of New York, and it is only fair to acknowledge that the inspiration for this movement to organize a National association of manufacturers has come from the practical benefits and broader possibilities which have been developed and unfolded by this co-operative work in the cities of Philadelphia and New York.

The presence of many manufacturers at the Philadelphia meeting should amply attest the importance that many leading manufacturing interests attach to this movement, and it is hoped that the responses from the manufacturing trade to this proposition for another meeting will be prompt and favorable. It is to be expected that the views of the trade will be divided on many points of common interest, but the interchange of ideas through association intercourse and the fundamental principle of reciprocity from the wholesale distributors should appeal seriously to all manufacturers who are conducting business through the middleman, and it is to these manufacturers that this communication is addressed.

Peppermint and Jamaica Ginger.

Philadelphia Retail Grocers' Association
Advises Members How to Sell Both
These Products.

The Philadelphia Retail Grocers' Association has issued the following notice to its members regarding the sale of essence of peppermint:—

Philadelphia, Oct. 2, 1908.

SPECIAL NOTICE.

In selling flavoring extracts you are cautioned to sell them for culinary purposes only, and not for medicinal use. Make this fact clear to your clerks. This especially applies to essence of peppermint, which, if sold for culinary purposes must be 3 per cent. strength, and if sold for medicinal purposes, 10 per cent. Compliance with the above suggestions may save you from prosecution. Essence of Jamaica ginger should also be sold with caution, perhaps the best thing to do would be to take it from your shelves until the question is adjusted.

Yours truly,

WM. SMEDLEY,
Secretary.

As to the Consolidated Law Association.

A West Philadelphia Subscriber States
His Experience with the Collecting
Agency of which Information was
Asked Last Week.

In the last issue the "Grocery World and General Merchant" requested any of its subscribers who had had business experience with a Philadelphia collection agency calling itself the "Consolidated Law Association" to write the results to the "Grocery World and General Merchant." The following, which comes from a West Philadelphia grocer, is one of the most interesting letters received:—

West Philadelphia, Oct. 5, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—In reading over the paper this week I see you desire information in reference to the Consolidated Law Association.

I, as a subscriber to your paper, will give you an idea of my dealing with the said company. First, they sold me a set of books for \$5, composed of four letters which we would send to people owing bills. After sending the four letters, if the people did not respond, they agreed to collect the account at 10 per cent. commission. I agreed. They collected some \$5 or \$6 on my accounts and as yet I have not received any of the money, although I hold a letter from them stating that they had collected it. But they always had some excuse—that the bookkeeper was away or some other excuse as the reason why they never sent me the money.

One day one of the officers of the company called on me and told me that one of the persons whose name was on my list, in looking them up they found that they owned some property and that there was a good chance of my getting my money. They had an agreement which at the top read that if they did not collect the amount they would return to me the amount paid, which was \$10 for court charges. I gave up my good \$10 like a jay, and signed the agreement. After looking further down the agreement I see that the \$10 entitled me to all the privileges of the association for one year (stung).

I wrote to them about it and they acknowledged that they had collected 50 cents from the party. My opinion is that they are very in their business methods. I also have heard of two people who have been roped in the same way as I have.

I am sorry that I have not the agreement and correspondence to send to you to see for yourself, but another collection agency, which, by the way, advertised in your paper for awhile, came to me and I explained about the Consolidated Law Association and he asked me to let him have the agreement and correspondence and he would collect from them what was due me. That has been about a year ago, and as yet I have not heard from them.

Hoping this may be a little benefit to you, I remain,

Respectfully yours,

* * * *

"OLD DUTCH" SPICE CADDY

FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy,
Decorated in Blue, White and Gold—with Delft design
—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY

NEW YORK CHICAGO SAN FRANCISCO



Start the
Fall Season
Right!

BY MAKING

MOTHER'S OATS
YOUR LEADER

\$1.27 to \$1.45 per 36 pkgs. PROFIT

Order now for fall delivery from your jobber.

Cash bonus *DEAL* packed in every case and container—no red tape. MOTHER'S OATS Quality and Policy make MOTHER'S brand *Profits*.

No Profitless 10c. Price Advertised to the Consumer, on the package, bill boards, newspapers or magazines. Our policy does not make MOTHER'S OATS a "cut-rate store leader" like other brands whose manufacturers permit, if not encourage, this practice for "volume." We urge and help you to a "Living Profit."

THE GREAT WESTERN CEREAL CO.
CHICAGO

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Monday, October 12, 1908.

Blind fear and misunderstand-
ing of the food law leads to many
an absurdity.
For instance, a
can of peas came
under the writer's
eye during the week on which ap-
peared the following label:—

**This Can Contains Peas, Salt
and Pure Spring Water.**

This was no more necessary
than figures showing the size of
the packer's waistband. Pure
goods are above the law. They
require no special branding, no
disclosures as to ingredients or
contents, nothing save the simple
declaration as to what they are.
True, such disclosures do no
harm, except to show rather lu-
dicrous ignorance of the law, its
principles and its objects.

Mr. Artemas Ward, general
manager of Enoch Morgan &
Sons, manufac-
turers of Sapolio,
has never lost a
chance to prate
loudly of his friendship for the re-
tailer—he has now an opportu-
nity in New York to show that his
friendship is more than mere
words. In the last issue of the
grocery advertisement of the
Simpson, Crawford Co., depart-

ment storekeepers, appeared the
following:—

Sapolio — E. Morgan's kitchen
sapolio everybody knows; 3 cakes
for (Limit 3 cakes) **17c**

Sapolio costs the retailer \$2.25
for a box of 36 cakes, or 6¼ cents
a cake. The Simpson, Crawford
Co's selling price is 5½ cents per
cake. This not only puts every
regular retailer in New York com-
pletely out of the running, but it
will also put him in a position be-
fore his customers of having over-
charged them.

The Morgan people can stop
this if they really want to. Let
us see what they will do.

There is great hope for the
cause of the retailer in the asso-
ciation of special-
ty manufacturers
to be formed in
New York next
Thursday, October 15th. The
largest manufacturers of specialty
foods in the country hope to form
at that time an organization which
will see that its members take the
proper attitude in all trade contro-
versies, particularly that which
concerns the right of large retail-
ers and retail associations to buy
direct.

The reason why this meeting
holds much hope for the retailer
is found in four of the problems
which the association has set
down for its own discussion, viz:

Private brands, of both whole-
sale and retail grocers.

Substitution, both by wholesale
and retail grocers.

What constitutes a wholesale gro-
cer?

The obligations and responsibili-
ties of the wholesale grocers to man-
ufacturers whose sales policy they
are seeking to regulate and control.

The opening up of these ques-
tions will expose the jobbers' sel-
fishness as it has never been ex-
posed before. Private brands,
let it be said, are the bane of
specialty manufacturers. Practi-
cally every jobber uses them,
while of retailers not one out of
100 is large enough to. Hence
in the manufacturer's eye the job-
ber is sure to be shown up as the
chief private brand offender. And
by the same token the chief sub-
stitute offender, since most sub-
stitution is done through private
brands.

Particularly welcome is the
free discussion of the responsi-
bilities of the jobber to the manu-

To Grocers of the Middle Atlantic States

In all the above States the "Grocery World and General Merchant"
has many readers and for their benefit particularly it maintains
Philadelphia price list.

To get at the real value of that price list, and to improve it
possible, the "Grocery World and General Merchant" asks the grocer
of the above States to answer the following questions:

No. 1.—Is a Philadelphia price list of more value to you than
New York price list? If so, or if not, why?

No. 2.—If the Philadelphia price list is of more use to you, is it
"Grocery World and General Merchant's" Philadelphia price list
good as it ought to be? If not, in what respect is it not?

Address replies, please, to Price List Editor.

facturer whom he seeks to pre-
vent selling retail grocers' asso-
ciations, etc. The manufacturers
are right to assume the attitude
that the jobbers who ask a manu-
facturer to cut off a customer like
the Philadelphia Retail Grocers'
Association, antagonizing and dis-
organizing the cream of the re-
tail trade of Philadelphia, should
give something in return. What
has been rendered in return in the
few such cases that have already
transpired? Has a single private
brand been abolished, or a single
chance lost to substitute that pri-
vate brand for another?

The "Grocery World and Gen-
eral Merchant" says again that
the retailer has nothing, but the
jobber everything, to fear from
the complete examination of these
questions. Before the manufac-
turers have finished they will
clearly realize that in seeking to
destroy the retailers the jobbers
are thinking only of themselves,
and that not one of them is will-
ing to render a service of one-
tenth the value of the sacrifice
which they ask the manufacturers
to make.

Manufacturers of food prod-
ucts are trying hard to keep their
ears the other
way so as to
avoid hearing the
widespread de-
mand that they limit the selling
price of their products, but since
the clamor is now going up from
all sides they can scarcely remain
deaf much longer.

The latest organization to
make an official demand for lim-
ited prices is the California Retail
Grocers' Association, which at its
recent convention adopted a set
of resolutions that so lucidly set
forth the need which they empha-

size that they are reproduced
full below:—

Whereas, The cost of conducting
the grocery business has been con-
tinually increasing, both through the
necessity for stores of finer appear-
ance, better delivery service and put-
ting in of high-class fixtures; and

Whereas, The merchant who in-
tends to pay one hundred cents on
the dollar must secure a fair margin
of profit on all the goods he sells;
and

Whereas, The few cutting stores
of each city usually fail after a short
career in which they have demoral-
ized the prices of the conservative
grocers; be it

Resolved, That this association
considers that the jobber who sup-
plies such cutting firms goods on
credit is guilty of an act that is pre-
judicial to our interests and un-
friendly and unfair to the rest of
their trade.

Whereas, The highest courts of
the land have decided that the manu-
facturer may name the price which
consumers shall pay for his article,
and also has the right to refuse to
sell to dealers, both retail and whole-
sale, who fail to maintain the prices
he may fix; be it

Resolved, That we consider it to
the best interests of the grocery
trade for the manufacturer to re-
quire from the trade agreements to
maintain a certain fixed retail sell-
ing price upon his product satisfac-
tory to the retailer and also that he
require of the jobbing trade that
they refuse to supply retail firms
that insist upon cutting his estab-
lished prices; and

Whereas, When the manufactur-
er fails to require of every retail
dealer handling his goods a contract
to maintain the selling price, and
when the manufacturer fails to en-
force the contract in any instance,
the trade is upset thereby and those
parties who maintain the contract
are put at a disadvantage by those
who did not, and are therefore liable
to lose trade; be it

Resolved, That this association
favors the selling of goods on the
contract plan by the manufacturer,
and will co-operate with the manu-
facturer, in maintaining such con-
tract price when the manufactur-
er enforces the price contract by
every legal means in his power.

Whereas, The maintenance of
prices on an article in one com-
munity tends to make it easier to
maintain the selling price of that
article in other communities; and

Whereas, The opposite of this is
true, and the selling of an article
at a cut-rate in one community dis-
satisfies consumers who are paying a
fair price with the dealer supplying
them; be it

Resolved, That it is the duty of each retail grocery association to lend its strength and influence towards encouraging the goods of those manufacturers who maintain their selling prices, even though the grocers of those particular communities may not have been successful in establishing a card price.

Whereas, The success of the movement to maintain prices in any community in many instances depends upon the knowledge of the manufacturer that if he fails to maintain a fair retail selling price in a certain community, he will lose business in many other communities; and

Whereas, When manufacturers will allow their goods to be cut in one community, it is very good evidence that they will allow their goods to be cut in other communities.

Resolved, That each affiliating association in California should, in justice to itself, pass resolutions agreeing to discourage the sale of goods, the prices of which the manufacturers will not maintain.

Whereas, Certain manufacturers have found it possible to minimize cutting on their goods by selling only through jobbers who sign a contract to sell these goods only to retailers who sign agreements to maintain the retail selling price; be it

Resolved, That we urge upon manufacturers the advisability of the contract plan; be it further

Resolved, That we will assist in every way in our power to advance the sale of goods so protected.

Whereas, The value of the maintenance of prices and the extent to which manufacturers can afford to devote themselves to this policy that depends upon the extent to which

they are supported by the retail grocery trade; be it

Resolved, That we urge the officers of the National Grocers' Association to use its influence to induce manufacturers of articles of widespread use to adopt the contract selling plan in all communities where the retail grocers are prepared to give such manufacturers the support that will warrant their undertaking this system.

Whereas, Every dealer must help if the protection of prices by the manufacturer is to be continued profitably to all concerned; be it

Resolved, That the secretary take the necessary steps to keep members informed at frequent intervals of the prices that are being maintained and secure from members the promise to notify him promptly whenever any such prices may be cut.

From this it would appear that these are not the ordinary resolutions, which say their say and stop. The California merchants have mapped out an offensive and defensive campaign, the gist of which is that they will help only the goods of the manufacturer who by enforcing a limited price helps the dealer to make a profit. And that is right. The manufacturer who sells his product and then indifferently dismisses the subject from his mind, leaving the distributors to get rid of their purchases the best way they can,

is entitled to a fair deal, of course, but only to that degree of added consideration which it pays the retailer to give him.

Another Effort to Get Witnesses for Bleached Flour Hearing.

Evidence of Widespread Interest in Hearing to Take Place November 18. Bakers Want Bleached Flour Branded Bleached, but Food Authorities Will Consider Whether Bleached Flour Should be Sold at All.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

October 6, 1908.

A general hearing will be held in Washington on November 18th, at 10 A. M., in the room of the Board of Food and Drug Inspection in the main building of the Department of Agriculture for the discussion of the subject of bleached flour, and it is hoped that everyone interested in this question will be present and be prepared to express his views concerning the propriety of bleaching, or otherwise, as the case may be.

The indications are that a wide-

spread interest will be taken in this subject. Already a considerable number of letters have been received by the Federal Food and Drug Board discussing the subject and coming from various sections of the country. One was written by the manager of the flour department of Sprague, Warner & Co., of Chicago. He opposed the bleaching process for flour because it gives an opportunity to palm off upon the consumer flours of lower grade, makes the consumer prefer the whiter flours, even though they may be inferior, tends to prevent the same care in producing white flours by natural methods and renders it possible to adulterate flours, as well as on other grounds. All of the arguments advanced along this line were amply supported by letters from others.

The Bakers' Association has also sent a letter arguing that bleached flours shall at least be marked "bleached" in large letters on the outside of each sack, but this is not the phase of the subject that has engaged the attention of the department. Officials



Does Your Trade Get the Best of You?

They will get the *Veribest* if you handle Armour's Condensed Mincemeat in 12 oz. paper cartons. It is profitable to the dealer, because of the "Come Again" quality, which pleases the customer, and a satisfied customer is a good asset.

We use the same amount of ingredients in a 12 oz. package of *Veribest* Condensed as is used in a 1½-lb. package of wet mincemeat. We simply press out the moisture, the housewife adds it (water or cider) as she uses it.

The convenience, too, of neat packages is appreciated by all progressive dealers. They are easier to handle and add to the appearance of your store.

IT SELLS BECAUSE IT EX-CELS

Order now, as the season is commencing.

ARMOUR AND COMPANY

BUY
"OAKDALE"
Hand-Made
Hearth-Baked
Pretzels

Made from the best flour after the old German process.

Ask for samples and prices.

Oakdale Baking Co.

10th & Susquehanna Ave.

PHILADELPHIA, PA.

**The Successful
GROCER**

Every Grocer knows how much he owes for his success to the liberal use of Electricity for both exterior and interior lighting. He knows that the successful store of to-day must use modern methods of illumination. He knows, further, that a brilliantly-lighted store—electrically-lighted store—is an advertisement than which there is none better.

What are you doing along these lines for your place of business?

**THE PHILADELPHIA
ELECTRIC CO.**

Tenth and Chestnut Streets



Contains no opiates; made from herbs; advertised every year; satisfaction guaranteed; good profit. Write for our 1/2 gross deal.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

**FLEISCHMANN'S
COMPRESSED YEAST
HAS NO EQUAL**

**Exclusive
Codfish
Package**

The handsomest, most exclusive Codfish product on the market.

Our finest Georges Codfish, but small young fish, cured only with pure sea salt and sealed in tight glass jars. When your customer opens the package she finds the fish moist and absolutely free from any odor save its appetizing own.

Talisman Codfish in glass will make its way from the very minute you place it on your shelves.

SWIFT & COMPANY

have desired to study the question from a physiological standpoint rather than from that of merely marking or branding the goods. The belief which prevails here is that the effect of the bleaching, which is done by various processes, involving the use of nitrogen, is to reduce the palatability of the bread made of the bleached flour and thereby to render the product decidedly less wholesome.

Probably one-third of the millers, the bulk of the bakers of the country, and all of the consumers who are familiar with the facts in the situation are favorable to the prohibiting of the process of bleaching. **HOLT.**

Food Product Floats in Founders' Week Industrial Parade.

Several of the City's Manufacturing Industries, Notably Louis Burk's, Exploited through Elaborate and Costly Representations in the Chief Pageant of Founders' Week. Heinz & Co., Freihofer Baking Co. and Several Others Also Make Noteworthy Exhibits.

Last Thursday Philadelphia's citizens got an introduction to some of the city's big food manufacturing interests which they will never forget. In the most magnificent pageant which ever traversed its celebrated boulevard, Broad street, for nearly three hours one big local industry after another was presented to almost a million people who thronged the grand stands lining both sides of the street for a distance of nearly five miles. These industries were shown by enormous floats, some horse drawn, others mechanically driven.

The most noteworthy exhibit in the whole parade was the exhibit of Louis Burk, the well-known local provisioner. The first of three floats shown by this enterprising firm was drawn by four oxen, as sleek, perfectly formed and beautifully groomed as high-class racing horses. Their great horns tipped with metal and their handsome equipments drew hearty applause from every stand along the route. They were attached to a float filled with live pigs, sheep, chickens and other farm products.

The next Burk float showed a classical scene, illustrating a religious sacrifice, a great white steer being led to the altar by two little girls, clad in white, a slave beside it, clad in Roman costume, with a

leopard's skin over his shoulder armed with a knife, ready to slay the handsome beast as an offering to the gods. This float was drawn by four handsome white chargers wearing blankets of purple and gold. A colored man led each horse, costumed as Roman slave. It cost over \$1,500 to prepare the one float.

The third of Louis Burk's floats showed an enormous column artistically decorated with food products. Those who know this firm while delighted with their exhibits were not surprised that it outshone those of its competitors, as that one of their most noteworthy characteristics.

The Heinz Pickle Co. was also represented on characteristic large scale. Their float was enormous, measuring 36 by 10 feet, and was drawn by twenty-four black horses, each attended by a man in white livery. At the front of the float were three young ladies, representing Ceres, of grain; Pomona, of fruit, and Carpa, of vegetables. These immortals were shown offering their products to Miss Philadelphia, a handsome girl dressed in dark velvet. She was seated in the middle of the float on a pedestal and at the back of the float was a huge globe, surrounded by fifteen handsome girls, all gowned in white, representing the different nations. These were receiving the products from Miss Philadelphia.

The Freihofer Vienna Baking Co., the largest bakers in Philadelphia, showed the biggest bread wagon ever made, as large as a furniture van. Also a float showing macaroni makers at work, with huge baskets in the centre of the float filled with enormous loaves of bread and beside it an allegorical representation of Columbia enthroned, overseeing the operation of bread making. This firm has recently erected a building for manufacturing bread, macaroni and noodles, etc., which occupies a whole block and which will be the greatest establishment of its kind in the world.

Another firm represented, which is known to the readers of the "Grocery World and General Merchant," was Charles W. Young & Co., the soap manufacturers. A great float trimmed in white and drawn by white horses, equipped with white harness, carried the largest cake of soap ever made, weighing 8,000 pounds, nearly four

ons. This enormous piece of soap was made in exact representation of a cake of Young's famous Pearl borax soap.

While there were several displays of wagon manufacturers, the one attracting the most favorable comment was shown by the Fulton & Walker Co., whose wagons are shipped from Philadelphia all over the world. They exhibited a wagon on a float which, for beauty of finish and grace of outline, has seldom been equalled and never excelled.

Other food product floats were of the Millbourne Mills Co., a particularly attractive exhibit, showing an enormous barrel of flour, 12 by 4 feet, surrounded by several hundred small flour bags; the Philadelphia Jobbing Confectioners' Association, showing chocolate-coated statue of Wm. Penn holding out a box of Philadelphia-made candy; G. F. Pfund & Son, pork packers; T. & S. Kennedy, a float drawn by six white horses, and exploiting modern dairy appliances; the Hutchison Baking Co., and the Bradley market.

Swift & Co., who have a large Philadelphia branch, showed a float decorated in city colors, crowned by an enormous representation of a ham.

Flour Bleaching is Injurious.

o Says South Dakota Chemist in Current Pennsylvania Bulletin. Month's Summary and Reports of Food Adulterations.

The current number of the monthly bulletin of the Pennsylvania Dairy and Food Department is dated September 15, 1908, and contains remarkably few reports of food adulterations. An interesting feature is a paper by Dr. James H. Sheppard, chemist to the South Dakota Food Department, on "Bleached Flours." The Doctor's conclusions are stated as follows:—

The addition of nitrous acid to flour is not only useless from a hygienic and dietetic standpoint, but it is dangerous. Old and young, strong and weak, well and sick, all depend upon bread, and they should have it without any poisonous chemicals. It is not contended here that bleached flour carries nitrous acid in toxic doses, but it is contended that there is sufficient nitrite present to retard digestion and to make it a constant menace to health. Such things beget indigestion and a host of minor ills that tend to sap the vital energies of the consumer and render him an easy prey to prevalent diseases and epidemics.

Nitrous acid is a vicious antiseptic and any course of reasoning that

will permit its use will also permit the use of any or all the other chemical antiseptics known.

The summary of the month's work is as follows:—

REPORTS OF ANALYSES.	
Butter Samples, 29.	
Colored oleomargarine	3
Pure	26
Total	29
Pure Food Samples, 17.	
Adulterated	6
Complying with law	11
Total	17
SUITS AND PROSECUTIONS.	
Oleomargarine Cases, 6.	
Terminated	6
Pure Food Cases, 5.	
Terminated	5
LICENSES ISSUED FROM JANUARY 1 TO SEPTEMBER 15, 1908.	
Oleomargarine Licenses, 301.	
Boarding house	7
Restaurant	3
Retail	282
Wholesale	9
Total	301
Renovated Butter Licenses, 11.	
Retail	10
Wholesale	1
Total	11

Total amount of money received from said licenses for 1908 is \$32,888.51, and this sum has, in accordance with law, been deposited in the State Treasury.

Practically all the reports of adulterations contained in this issue of the bulletin are the following:—

Sample bought of J. J. Rungee, 185 Liberty Market, Pittsburg. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of J. L. McCormick, 390 W. Washington street, New Castle. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Cafe and bar, 810 Fifth avenue, Pittsburg. Sold for butter. Marks on package: June 17, 1908. Chemist's report—colored oleomargarine.

Sample bought of Alex. A. Jocis, 1914 S. Fourth street, Philadelphia. Sold for beef bologna. Marks on package: June 5, 1908. Chemist's report—Contains added corn starch.

Sample bought of John Geltz, 2822 Germantown avenue, Philadelphia. Sold for half smoked sausage. Marks on package: June 6, 1908. Chemist's report—Contains added corn starch.

Sample bought of Keilholtz, Sixteenth and Ritner streets, Philadelphia. Sold for Bologna sausage. Marks on package: June 8, 1908. Chemist's report—Contains added corn starch.

Sample bought of Alex. A. Jocis, 1914 S. Fourth street, Philadelphia. Sold for smoked bologna. Marks on package: June 27, 1908. Chemist's report—Contains added corn starch.

Sample bought of Evans', Sixteenth and Porter streets, Philadelphia. Sold for Half smoked sausage. Marks on package: June 27, 1908. Chemist's report—Contains added corn starch.

Sample bought of Mitchell & Fletcher, Twelfth and Chestnut streets, Philadelphia. Sold for Glutinosac flour. Marks on package: The Health Food Company, New York. Chemist's report—Misbranded in containing less proteid matter than the amount stated on label.

"MAKING BOTH ENDS MEET"

is a problem for most housewives in these times of pinched purses.

You can help "the woman behind the pocket-book" by telling her about

Shredded Wheat

It contains more real nutriment than beefsteak or eggs, is more easily digested and costs much less. Two Biscuits (heated in the oven) with milk and a little fruit and a cup of coffee will supply all the nourishment needed for a half day's work at a cost of five or six cents.

Try it yourself and then tell your customers about it.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Shredded Wheat Company, Niagara Falls, N. Y.

THE LAW SAYS

foods containing harmful ingredients are illegal. The Government has pronounced all chemically preserved foods to be harmful. How long do you think it will be before their sale is prohibited? The wise grocer is stocking pure goods only.

HEINZ

57 VARIETIES

PURE FOOD PRODUCTS

contain no preservatives or drugs of any kind and there is no food law in existence that will affect their sale.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

PITTSBURG NEW YORK CHICAGO LONDON

The New York Letter

Renewed War on Oleomargarine. Many Grocers Selling it Under Wrong Impression as to Scope of McAuley Decision. Mr. Callanan after Vinegar Amendment. Small Items of Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, Oct. 9, 1908.

Several new turns have been taken of late affecting the oleomargarine situation and it is clear that the old war between its friends and its opponents is about to break out anew in this State and to be waged along somewhat different lines than those of old. The initiative in the fight against butterine has been taken by Deputy Commissioner Kracke, representing in this city the State Department of Agriculture, and he is, of course, backed by the Department at Albany.

Quite a number of grocers, bakers and others have been summoned to Municipal Courts in different parts of the city to answer to the charge of violating the State statute by selling butterine made in the "semblance of butter," or in imitation of butter. The number of proceedings of this kind that have been started is said to be more than a score and new actions are begun according as the inspectors secure the evidence.

Since the decision in the McAuley case last winter the manufacturers have been vigorously pushing the sale of butterine in this city and elsewhere in the State. Numerous reputable dealers, some of whom had never before sold the article, have placed it on sale in their stores. Included among these dealers are some of the best known grocers in this city. It was claimed, after the McAuley decision was made, that it recognized the sale of butterine in this State as legitimate when there is no deception. Before that decision was made, the general idea was that under the State statute the sale of butterine in any manner was unlawful. The decision was declared by the manufacturers to settle the matter the other way, so that the State authorities would have to reverse their policy toward the business. The State officials did not take the trouble at the time to deny this claim and the grocers and other dealers began to look upon the sale of oleo-

margarine, so long prohibited in this State, as lawful.

Now come the State authorities with a complete denial of the claims of the manufacturers. The Department of Agriculture contends that the McAuley decision has settled nothing as to the lawful character of the trade. It is contended that the case was diverted into a habeas corpus proceeding in which Justice McCall, of the Supreme Court, gave a decision that was afterward declared, on appeal, to be erroneous, and that there was no decision on the merits of the question as to the interpretation of the law.

Considerable bitterness is indicated in the discussion. The butterine people charge that the dairy and creamery interests have been largely instrumental in bringing about the new crusade. It is asserted that the State officials are summoning to the courts for the most part the smaller and more ignorant dealers who do not know their rights and that such men are likely to pay the fines direct to the State Department in preference to undergoing a trial in court. The real object, it is said, is to drive the oleomargarine from the market in this way without trials, by scaring the small dealers, while the fines may enable the Department to advance salaries of its employees.

In at least one instance, the Department did not select a small dealer nor a man unposted as to his rights or unwilling to fight for them. Since Mr. Kracke summoned L. J. Callanan, of Vesey street, who is chairman of the Legislative Committee of the New York Retail Grocers' Union, for a hearing next week, it is likely that the Department has been wrongfully accused as to picking out poor fighters. Nobody has ever accused Mr. Callanan of being in that class.

Mr. Callanan was one of those who sold their first oleomargarine after the McAuley case was decided. He has discontinued the sale of butterine in the store since the summons was served on him, but proposes to put up as good a fight as he knows how. He said to-day

that as oleomargarine is a clean, wholesome food product, he will resume its sale as soon as his legal right to do so is made clear. If butterine cannot be sold legally because of the present statute, then he proposes to begin an agitation for the repeal of that law and he promises that a bill will be introduced at Albany at the coming session of the Legislature with the support of many people who have not heretofore favored such an act. He predicts that the present activity of the State officials will strengthen the demand for the repeal of the law.

The wording of the law makes the sale of the product unlawful if it is in the semblance of butter. At Mr. Kracke's office your correspondent was told to-day that if the butterine imitates butter in taste, color or odor, then its sale is held to be contrary to the law. Of course, all butterine can accordingly be barred from sale, since it is made to sell as a substitute for butter.

It is claimed by the manufacturers that the statute was intended to prohibit only such imitations as were made for purposes of deception and that when the product is sold merely as oleomargarine or butterine, the law is not violated. It is claimed that if a law absolutely prohibited the sale of butterine such a statute would be unconstitutional.

William H. Hale, a baker at 62 New Chambers street, was one of those brought to court for selling butterine, and in a magistrate's court he was discharged. The State officials say, however, that the dismissal in this case was of no special importance.

W. C. Breed has been retained as counsel for the butterine manufacturers and to assist in the defense of actions against retailers, when assistance may be desired.

Vinegar is another subject to which Mr. Callanan will pay attention in the hope of getting an amendment of a State law. This law requires that the proportion of acetic acid in vinegar shall be not less than 4½ per cent. As a result, Mr. Callanan says, the grocers are obliged to sell vinegar that is too strong. He regularly advises people who buy vinegar from him in quantities of five gallons to mix three quarts of water, so as to reduce the strength to table requirements. He says that the law should be so amended that the grocers may

sell the vinegar of a strength suitable for the table, the present grade under the law being fourteen degrees too strong.

Importing firms have served notices on jobbers and retailers that the price of olive oil has been advanced 15 cents a gallon, in the last week or so, by the packers, both in Italy and in France.

The garnishee law was the chief subject of discussion at the regular meeting held Monday night by the New York Retail Grocers' Union. At least one Assemblyman has said that he is in favor of repealing the law on the ground that loan sharks have taken advantage of it to oppress poor people. The grocers expect that they will have to keep on the alert to defeat the law from attacks of various kinds.

A meeting of the Executive Committee of the National Wholesale Grocers' Association will be held in the New York offices October 23d and 24th.

Jobbing grocers and brokers in canned food are to hold a meeting Monday next in the offices of the National Wholesale Grocers' Association for the purpose of forming a permanent Arbitration Committee, to which disputes of all kinds may be referred.

The Princess Fruit Cake Co. was incorporated this week with a capital of \$50,000, to make biscuit crackers, cake and candy. The incorporators are Samuel Johnston, 111 Broadway; Daniel and Jacob Hochbaum, 9 East 119th street; George S. Baxter, 170 Broadway; Gabriel Morton, 3810 Broadway, all of New York.

FRED. A. MCGILL.

SHOW THESE ONCE!

Anker's
Bouillon Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed 20 in a box; ready for instant use with hot water.

Sole Manufacturers

ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

"We guarantee to furnish a better Cash Register, for less money, than any other concern in the world."

—THE NATIONAL CASH REGISTER COMPANY.

—best because it furnishes the greatest possible protection.

—cheapest because it furnishes the greatest possible protection in proportion to the investment.

Protection is what you get when you invest in a

National Cash Register

YOU wouldn't buy a muzzle-loading rifle to hunt bear, just because it is cheaper than a modern repeating rifle. Your chief aim would be to provide yourself with a gun which would kill the game.

Don't Save Five Cents and Lose a Dollar

The cash drawer or a so-called "cheap system" may seem cheaper than a National Cash Register—but, on the other hand they may be responsible for the failure of the business.

When you invest in a National Cash Register you **know** that you are getting the advantage of the best materials, the finest skill, and the concentrated experience of able men who have been in this business nearly a quarter of a century.

Economies of Large Factories

The National Cash Register Dayton factory occupies 34 acres of floor space, and gives employment to nearly 5,000 people. Branch factories are maintained in Toronto, Canada; London, England, and Berlin, Germany.

Economical manufacture is only possible where articles are manufactured and sold in large quantities. More than 9,000 Nationals were sold in July, 1908.

Raw materials used in National Cash Registers are the best obtainable. They are

purchased reasonably because of the large amount used.

Nationals Are of the Best Construction

Skilled workmen who have devoted years of their lives to this work construct National Cash Registers. No machines can be more carefully and scientifically constructed than these Registers.

Taking into consideration all these facts, the storekeeper who invests in a National Cash Register knows that he is getting more than his money's worth.

Personal Advantages to You

You are protected by the size and reputation of one of the largest and most stable companies in the world.

You have the word of nearly three-quarters of a million storekeepers that National Cash Registers are money savers and money makers, and that they would not be without them.

You may have the advantages of these Registers explained to you without obligation on your part.

There are many recent improvements that it will pay you to investigate.

National Cash Registers are made in many different styles and sizes. There is one that will exactly suit your needs, and at a price, and on terms,* you can afford.

THE NATIONAL CASH REGISTER CO.

Offices in all Principal Cities

EXECUTIVE OFFICES:

28th Street and Broadway, New York

MAIL THIS COUPON TODAY

The National Cash Register Co., Executive Offices, 28th Street and Broadway, New York, N. Y. I would like to know how a National Cash Register can increase my profits and do the other things you say it will.

Name.....

Business.....

Street.....

City..... State..... No. of Clerks.....

APPRECIATION

¶ We want to express our thanks and appreciation for the manner in which you accepted our invitation to visit us during Founders' Week.

¶ We were agreeably surprised and gratified at the number of our callers, and pleased with the volume of sales made.

¶ While many inducements were offered during the week, yet we always give more than full value and assurance of fair treatment.

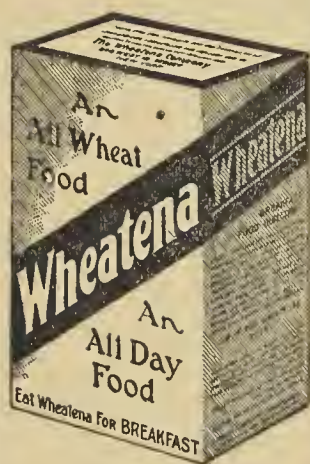
¶ A full line of all kinds of Hardware always here for your inspection, and at prices that will save you money.



JAMES M. VANCE & CO.

Hardware Jobbers

211 and 213 Market St., Philadelphia



WHEN THE NOVELTY WENT

No other breakfast food has anything like the *permanent* success that **WHEATENA** has had. Other foods have sold much more largely—for the time being—but when the novelty wore off the big sales always declined, while **WHEATENA**, being a food and not a novelty, has gone straight on. Its sales to-day are the largest in its history.

The tender kernel of hard winter wheat, roasted by our own process and sterilized. It will sell to the same people year after year.

The Wheatena Company
Rahway, N. J.

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the *highest award* at the *Centennial Exposition* and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company

Philadelphia, Pa.

THE GROCERY MARKETS

Tea.

The tea market shows no change for the week. The demand is light and hesitating and no buyer, large or small, seems inclined to anticipate his wants for any length of time. Prices throughout are unchanged, though choice greens, through scarcity, are firmer. The indications are that fine greens, fine Formosas and fine Japans will not show any surplus at any time during the season and will remain steady to firm throughout.

Coffee.

The market for Rio and Santos coffee has ruled very stupid during the week. The business in options is confined to sales against purchases, in which the other side is being taken by syndicate interests. As to spot coffees, the entire trade still follow a hand-to-mouth method and the strike in Santos has had no effect in scaring any portion into anticipating their wants to any extent. The strike is now settled and several large cargoes of Brazil coffee cleared from Santos this week. In the meantime no large demand is likely to create a spot shortage. The London "Economist," a leading English financial journal, still continues to attack the financial policy of the Brazilian Government, through the syndicate matter, claiming that an inner ring of financiers of America, Europe and Brazil are milking the Government at the expense of the Government and a crash is inevitable. Mild grades are steady and unchanged, as are Java and Mocha.

Sugar.

Extreme dullness and rapid decline in the demand caused all refiners to decline refined sugar 10 points during the week. Raws show no decline as yet, because there have been no sales, refiners being well supplied. It is believed that there can be no sales of raws except at a material decline. Both raw and refined are weak and lower prices on refined may be expected. The demand has fallen off very materially.

Syrup and Molasses.

Glucose is unchanged. Compound syrup is in fair demand at unchanged prices. Sugar syrup is wanted moderately at ruling prices. There is a demand for fine molasses, but almost none is to

be had. New crop molasses will not be available for a month anyway.

Fish.

The demand for mackerel during the week has been fair, but cautious. Norway fish are unchanged in all grades. Irish mackerel are in fair demand at ruling prices. Some Nova Scotia mackerel are still being sold in place of Shores at unchanged prices. Cod, hake and haddock are in fair demand at unchanged prices. Domestic and Norwegian sardines are unchanged in price and in moderate demand. French sardines, by reason of poor pack are higher. Salmon is in good consumptive demand at unchanged prices. This year's sale of Columbia River and Sockeye salmon have been about equal to usual, but the aggregate sales of Alaska have not been quite so good.

Canned Goods.

The tomato market still continues very weak. There have been some sales at 75 cents delivered, though it is said not for standards. Nominally the market is still 75 cents county, but the packers need money and lower prices may come. Corn and peas of all grades are unchanged and dull. Peaches have been offered at about 5 cents off, though the market is nominally unchanged. Apples are quoted at \$2 on spot and \$2.15 to come forward. California canned goods are unchanged in prices. The demand for peaches is good. Small Baltimore more canned goods are unchanged and quiet.

Dried Fruits.

Prunes are exceedingly dull. There is some little demand for Oregon, but almost none for Californias. Prices show no change, however. Peaches are in good demand at unchanged prices. Apricots are quiet, but scarce and well maintained. Raisins are weaker and lower. Currants are selling moderately at unchanged prices. There is some indication of an advance on the other side. Other dried fruits quiet and unchanged.

Beans and Peas.

Domestic pea beans are firmer and \$2.35 is now being asked. The quality of the new beans is now very fine. Imported rule at \$2.10. Marrows are quoted at \$2.40 to come forward, imported

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for right man to take charge of its "Window-Dressing Department" contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

12½. The demand is light. California limas are weaker and have been made at \$4.95. Even lower prices are likely in the near future. Green and Dutch peas are unchanged and all maintained; demand fair.

Butter.

The butter market continues to advance. The make has been retarded by the lack of pastures and supply of fancy creamery is enough for the demand. Prices have advanced 1 to 2 cents per pound during the week, and the market is about 4 cents higher than normal. Medium grades of butter are firmer, but have not advanced in proportion to the other grades. Ladle packed and making stock are in small supply and firmly held at present prices. The trade look for still higher prices.

Eggs.

Fresh eggs continue scarce. The supply has gradually fallen and very few lots now arrive. Pass for strictly fresh eggs. There is no prospect of any increase in the lay for some time to come, and prices are apt to advance rapidly as cold weather approaches.

Produce.

Potatoes, 50 to 60 cents per bushel, 85 to 90 cents per bushel, demand fair; sweet potatoes, firsts, 25 to 35 cents; seconds, 25 to 30 cents per basket, demand fair; cabbages, \$1 to \$1.50 per hundred bunches, \$1 to \$1.25 per barrel, demand fair; Pennsylvania cabbage, \$1.20 to \$1.30 per barrel, demand fair; Jersey, 20 to 35 cents per basket, demand fair; carrots, 10 to 15 cents per bunch, demand poor; cucumbers, Long Island, 65 to 70

cents per basket, demand poor; Jersey onions, 35 cents per basket; white pickling, \$1 to \$1.25 per basket; yellow pickling, 40 to 45 cents per basket, demand fair; squash, 25 to 30 cents per basket, demand poor; green peppers, 5 to 10 cents per basket; red, 5 to 10 cents per basket; cayenne, 40 cents per basket, demand poor; string beans, green, 15 to 20 cents per basket; yellow, 20 cents per basket, demand fair; New York salad, 50 to 70 cents per basket, demand poor; lima beans, improved, 65 to 70 cents per basket; flats, 40 cents per basket, demand poor; yellow turnips, 20 to 25 cents per basket; white, 10 to 15 cents per basket, demand good.

Cheese.

The cheese market continues firmer. Country markets are firm and higher and prices are also tending upward in secondary markets. Most buyers have laid in stocks of September made cheese and the demand is chiefly for cheese at a little less than the market for the finest quality. There is a good movement and prospects are for a gradually advancing market.

Provisions.

The provision market is somewhat firmer. All grades of hams, baron and bellies show a slight advance for the week. Both grades of lard, pure and compound, are firm and unchanged. Supplies are low. Dried beef is also firmer and in fair demand. Barrel pork and canned meats unchanged.

Green Fruit.

Bananas, large, \$1 to \$1.50 per bunch; 8-hands, 75 cent. to \$1 per bunch; 7-hands, 60 to 75 cents per

Skipper Sardines.



*They'll
suit your
customers
to a TEA*

As you must sell sardines, why not sell the best—the kind that will bring and hold trade for you? **"Skipper" Sardines** will do this.

We guarantee the *quality*.

We guarantee the *sale*.

We guarantee your *profit*.

ANGUS WATSON & CO., Canned Fish Specialists

1011 CHESTNUT ST., PHILADELPHIA, PA.

Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

bunch; 6-hands, 40 to 60 cents per bunch, demand poor; California oranges, \$3 to \$4.50 per box, demand poor; lemons, California, \$3 to \$3.50 per box; others, \$2.50 to \$3 per box, demand fair; limes, 80 cents per hundred, demand good; pineapples, \$3 to \$3.50 per crate, demand poor.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6½ cents per pound; jumbo, 7½ cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, paper shell, 17½ cents per pound; soft shell, 14½ cents per pound; Brazils, 7¾ cents per pound; filberts, 11 cents per pound; pecans, 9¾ cents per pound; walnuts, 11 cents per pound; mixed nuts, 11 cents per pound; demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Already the statistic sharps are getting into the limelight with their individual guesses, nothing more than simple guesswork, as to the size of the pack. Operations in the canned article based on such in-

formation (?) must flavor more or less of speculation, and that is not fashionable at all, these days, in canned fruit products. That the output this season will fall below that of last year is reasonably sure, but whether it is half, or two-thirds, or three-fourths of it is conjecture. It has been planned to have the tomato statistics compiled annually by the secretary of the National Canners' Association, beginning with this season, and the results published when fully completed, which may be, probably, a month hence. Meantime, it looks to us like "bargain day" right now in the tomato market, and that the best quality of standards, carefully selected, bought at to-day's prices, will place the owner in excellent position to take care of the fall and winter demand. Corn is more inquired for. String beans are in good shape for some improvement in price. The demand for sweet potatoes is excellent, and baked beans are helped by the cool weather. Peas are dull. New lima beans are selling slowly.

The canning of peaches is practically ended and the demand for them continues to be fair. Pears are being canned now, and the cheap prices are attracting many orders from nearly all markets. Apples are also coming in and there is a small demand for them. Small fruits and pineapples were unusually dull this week. Substantially,

there are no changes in any lines of fruits since last week. Cove oysters are unchanged.

The liberal buying of tomatoes during the past three weeks was not sufficient to absorb the offerings, and the market has weakened, whether temporarily or otherwise remains to be seen. The consensus of opinion among the best-posted men in the trade, packers, jobbers and brokers alike, is that the decline in prices is not justified by the existing conditions, and that a reaction toward a higher level of values is only a matter of time. Anyone familiar with all the details cannot help being impressed with the feeling that the present prices will prove to be the lowest of the year.

The canning of peaches is over and the stocks in the hands of the canners throughout this section are much lighter than they are generally supposed to be, which is evidenced by the advance this week of 20 cents a dozen in the price of No. 10 pie peaches on orders to buy comparatively small quantities. Peaches are safe property to own at to-day's cost.

If the numerous inquiries for corn lead to buying orders the market will be more active for that article, though at present it is inactive.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

There is some little packing going on in country districts, though in a comparatively small way. Packing in Baltimore has dropped off considerably as compared with last week.

There is a fair demand for corn. We find in going over the market, that there is no quantity of cheap corn lying around, though there are some lots here and there which can be bought to good advantage.

Stock of last year's apples has been pretty thoroughly cleaned up in Baltimore. We are quoting new pack at 62½ cents and \$1.85 per dozen, regular f. o. b. Baltimore, for good goods, prompt shipment.

THOS. G. CRANWELL & Co.
Baltimore, Md.

Spices.

The market is very active. There has been some large trading in futures during the week. Spot stocks continue exceedingly scarce, and this has the tendency to make prices somewhat firmer.

Pepper.—Futures are steady, with very active trading. Spot stocks are exceedingly small. The consumption of pepper appears to be increasing all the time.

Cayennes continue active; prices are firm and the tendency appears upward.

Cloves.—A large demand has practically cleaned up the spot stock, and it is reported that the

crop is only about half of the last crop, and we do not expect to see lower prices, but the tendency is toward much higher values.

Pimento (Allspice).—The demand is large, due to present low value. The crop is reported a full one and we do not expect to see any sharp advances in the near future.

Mace.—Demand is large; prices are steady and the tendency is upward. We do not look for a lower market to rule for some time.

Nutmegs.—Demand is active. There has been some very large arrivals recently. Prices remain steady to firm and buying at present value is evidently safe.

Cassias.—Saigon is scarce and firm. The same may be said of Batavia and China. The demand for China is on the increase.

Gingers.—The demand is better; stocks are small; prices continue firm.

Seeds are steady; stocks of Caraway and Celery are short. Caraway is somewhat firmer and we look for higher prices to rule. Celery is also higher. Poppy, Mustard and Coriander are unchanged.

McCORMICK & Co., INC.
Baltimore, Md.

Imported Fish Products.

Both Holland and Scotch herring are now in good demand and prices are decidedly firmer. Milkers have been very scarce this week and the difference in price between mixed and milkers has been larger this week than usual.

Irish Mackerel.—Some few nice lots have arrived here and were readily absorbed.

Norway mackerel now arriving show very fine quality. The catch is still in progress and is likely to be larger than last season. What has arrived so far has been readily sold, although for next arrivals slightly lower prices are quoted. Our packers in Norway cable that prices have now likely reached bottom.

Imported Oil Sardines.—There is no change to be reported, as there is no small fish neither in France nor in Portugal. In Norway fishing continues poor and smoked sardines are scarce.

Sprats have been selling very well of late and stocks here are very small and nothing to be had abroad.

STROHMEYER & ARPE Co.
New York, N. Y.

Sugar.

The market has not wanted sugars this week. The arrivals of previous purchases were heavy, the good buying of raws last week enabled the refiners to replenish their holdings in positions they wished to cover, and, with the European beet campaign of 1908 terminating at the end of Septem-

ber, this market showed an inclination to await the merging of the old and new European beet campaigns and see just what the effect was to be regarding quotations. Beets to-day are quoted at 9/6, equal to 4 cents New York. About the only thing that could send beets up would be bad weather this month. The crop is almost ready for reaping, but the weather in the fields during the last month of growing always has a big influence. The beets have progressed finely, there haven't been any losses so far, and preliminary estimates give the tonnage as just about the same quantity produced last season—6,332,000 tons. The chance of bad weather is a rather slim support upon which to hang hopes of an advance.

This year's sugar campaign in the United States will run almost three months yet. In the meantime there is a demand for refined to be met and a good many more sugars to be bought by the refiners. There will be a market here for the supplies offered, but we don't believe our refiners will have to pay higher prices to get them. The unsold Java cargoes in port and on the way don't add any strength. Meltings at the refinery ports are good and are likely to stay good for quite a while, but cold weather diminishes consumption and within a month the domestic beet sugars will be freely competing against the cane product. In six or seven weeks the Louisiana crop of domestic cane will be coming in. Reports from Cuba each day show satisfactory weather and advices are that the Cuba crop of 1909 will be much larger than was thought a month ago. The chances are that the world's production next year will be ample. We will have a narrow market during the balance of this season. Prices of refined should keep steady for some time yet. If raws are forced owners will have to take lower figures. Present conditions are sufficiently strong to keep our market near the European parity. Towards the end of the season we can get ready for next year's conditions.

Refined Sugar.—F. o. b. net basis of 4.90 cents, less 1 per cent. cash, is the selling price of all New York refiners, and the demand to-day is only fair. The Federal and Warner will accept contracts privilege of four weeks delay; the American Sugar Refining Co., Howell, and Arbuckle selling for shipment within seven days only. Domestic Beet Granulated.—Michigan granulated of strictly standard quality can be bought f. o. b. at 4.80 cents, less 1 per cent. cash, shipment during October, prices guaranteed ten points below the American Sugar Refining Co's (New York or New Orleans) and Howell's list prices, plus ruling rate of freight, on day

of arrival at destination. Factories began this week to fill order
M. G. WANZOR & Co.
New York, N. Y.

MARKET NOTES.

Almeria grapes are not wanted on account of the warm weather. Receipts have been small and the price range \$2 to \$4.

Florida grapefruit is coming forward and ranges from \$4 to \$5 per box. The demand is limited.

New Florida oranges are coming poor and green and range from \$3 to \$3.50 for the best. The best Californias range from \$4 to \$4.50.

Good sugar corn is cheap—10 cents per 100 ears. All the receipts are from nearby points.

Sweet potatoes range from 35 to 40 cents per basket. The price is about unchanged from last week. The demand is good.

California grapes range from \$1.25 to \$1.50 for all sorts. The demand is excellent.

White potatoes are high—45 cents per basket. A normal range would be 45 to 50 cents. The advance is due to the short crop particularly nearby. Maine shipping lots of white potatoes to various large markets.

Nearby grapes, except Delaware, are all included in the range from 10 to 12 cents. Delaware wares are about done and bring 20 cents.

John R. McFetridge & Son

Printers

927 Arch Street

Philadelphia

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, on request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Alexander's Meat Market, Oxford, Pa., sends in a copy of a circular for discussion in this department. A reduced photographic production is as follows:—

Oxford Spring Fair June 4, 5 and 6

ALEXANDER'S MEAT MARKET

Meats and Provisions by the Pound, Hundred Weight or Ton

Pic-Nic Hams 100 lbs 8 1-2 lb Government inspected Pic-Nic Hams, six to ten lbs. each. These are the cheapest meats in the provision line.	9c	Gold Medal Flour Millbourne " On Top " Quaker City " White Rose " Crown Jewell Flour Alvanza " Whole Wheat " Bologna Sausage Sugar Cured Hams Sliced Boiled Ham Emmenthaler Swiss Cheese September Cream Cheese St. Charles Cond milk Gold Milk Pet Milk Columbia Milk Peerless Milk Heinz Chili Sauce Heinz Mandalay Sauce Heinz Catsup	43c 43c 43c 40c 40c 35c 35c 30c 12c lb 12 1/2 lb 35c lb 35c lb 20c lb 12c 10c 10c 12c 5c 5c 5c 5c 5c	Vienna or Half Smoke Sausage This sausage is our own make from the highest quality of beef and pork, made from home dressed meat only, and fresh every day. Blue Ribbon Butter The Butter of Quality We receive butter from four different creameries, fresh every day in the week, so you can depend on the very highest quality fresh from the churn. Pure Lard 50 lb can at 10c lb Our own rendering of absolutely pure lard, no oil extracted or nothing added to bleach it, simply pure steam rendered lard.	12 1/2c 32c 12 1/2c
Fresh Sausage 100 lbs at 12 1/2c lb Fresh pork sausage, the same as we make in the winter season, made fresh daily from home dressed pork, and seasoned with the highest quality of salt and pepper	16c				
Air Dried Beef 100 lbs 21c lb Air dried beef knuckles, the very finest quality, dried beef this spring has been very high, but you are paying above this price for this quality.	23c				

Alexander's prices means money in your pocket

ALEXANDER'S MEAT MARKET

21 South Third Street

Good Things You Eat At Prices You Can Pay.

The body of the circular, speaking particularly of the first and third columns, is good. I don't see much force in the price-list in the centre, however. Are the prices quoted there especially low? If they are, that fact should be stated. If they are not especially low, I doubt if simply quoting them will produce any results. It seems to me as if retail merchants needed to rub this one advertising truth in on themselves deeper than any other—that there

could never do—inspire people to buy.

I have ding-donged at this point so often that I have been afraid of being considered a bore. Yet there is nothing more important, for this one point makes all the difference between good advertising and bad; in other words, between getting results and getting none. I should never quote a price and let it go at that unless the price was low. In order to get much results it should be obviously low. If it was actually, but not obviously low, I should emphasize the fact that it was low by quoting the regular price in comparison. Naming prices in any other way is in my judgment an absolute waste of space and money.

Short Weight Canned Corn Seized.

Chief Deputy United States Marshal L. H. Smyth, of Utah, last week seized, under warrant, 960 cases of canned sweet corn, in the possession of the Fred. J. Kiesel Co. at Ogden. The corn was all under weight. Each case was labeled "Two Dozen Two-pound Cans," and it was put up by the Audubon Canning Co. of Audubon, Iowa. The cases, if full weight, would have weighed 52 pounds each, but not one weighed over 43 pounds, and the lowest 40 pounds, although the majority of them weighed between 41 and 42 pounds. Mr. Smyth weighed the entire 960 cases and found that they were about 10 pounds short in weight to the case, and that each can weighed about 1 1/2 pounds instead of 2. Kiesel & Co. have been served with papers, which require them to answer to the Federal Court in Salt Lake City on October 12th. The Kiesel Co. is innocent in the matter, and not a party to the alleged fraud, which, it is claimed, is all on the part of the Audubon Co. The Government will undoubtedly proceed against the company in Iowa. The Government inspectors in Utah are making a rigid search for violations of the pure food laws. The inspector states that many concerns in Utah are sending out quantities of canned goods that are short in weight and falsely labeled, and that they are watching them outside of the State.



These Extracts Go Further

Waldorf **Lemon and Vanilla** Extracts are guaranteed full strength, and selling them can never get you into trouble with the food laws.

Not only full strength, but the full, rich flavor that only comes from the best grade of raw materials. They are extracts de luxe; the most expert culinary experts say no other brand can produce the results they want. Positively they will go half as far again as the average brand.

**Hetfield
Extract & Mfg. Co.**
370 Greenwich Street
NEW YORK



Be an Expert on Hams

You will be surprised to see how many hams you can sell by being able to guarantee every one. Each and every one of **SWIFT'S PREMIUM HAMS** will back up the strongest guarantee you can give it.

You can satisfy your trade and increase it by selling **SWIFT'S PREMIUM HAMS** because their quality never fails.

We keep **PREMIUM HAMS** well advertised, and that makes them easy to sell.
Swift & Company, U. S. A.

For some reason this circular doesn't look interesting—I think it is the arrangement of the headings. I should have put everything above "Picnic Hams" at the top, and used instead a heading that would have been more attractive. There is nothing in the least catchy in the present wording of this circular; everything there is tame in the extreme. Something like this:—

re, Sweet, Clean Provisions by
Pound, Hundredweight or Ton.

is little or no force in naming ordinary prices without describing or exploiting the goods. Such advertising has no more force than the simple naming of a price would have by word of mouth to a customer who hadn't asked for it and who wasn't interested in it. To get such a customer interested, some talk about the goods would be necessary. That is so obvious that it seems superfluous to even state it. And yet thousands of merchants are constantly trying to make a printed advertisement do for them what the same statements made verbally

Western Food Commissioners Adopt Views Which May Become General

Five States Adopt Status of Sausage Containing Cereals.
Ice Cream Containing Foreign Materials. Ask General Investigation of Catsup Materials.

Food Commissioner E. F. Ladd, of North Dakota, has sent the "Grocery World and General Merchant" a copy of a set of important resolutions which he states were adopted at a meeting of Food Commissioners Ladd, of North Dakota; Barnard, of Indiana; Wheaton, of South Dakota; Emery, of Wisconsin; Wright, of Iowa, and food chemists from Wisconsin, South Dakota, Illinois, Minnesota, Michigan and from the United States Department of Agriculture. The date was September 29th and the place Madison, Wis. The resolutions establish a sort of standards for sausage, oysters, ice cream, soft drinks, catsup, etc. Below is their text:—

Resolved, That the sale of sausage and sausage meat conforming

to the following standard will not be contested:—

Sausage, sausage meat is a comminuted meat from neat cattle or swine, or a mixture of such meats, either fresh, salted, pickled or smoked, with added salt and spices and with or without the addition of edible animal fats, blood and sugar or subsequent smoking. It contains no larger amount of water than the meats from which it is prepared contain when in their fresh condition, and if it bears a name descriptive of kind, composition or origin, it corresponds to such descriptive name. All animal tissues used as containers, such as casings, stomachs, etc., are clean and sound and impart to the contents no other substance than salt.

Resolved, That the sale of compounds composed of sausage, cereals and added water will not be contested if labeled as follows:—

COMPOUND.

..... per cent. sausage
..... per cent. cereals
..... per cent. added water,

and if the names of all the ingredients be in the same sized type and the name of no one of them be given greater prominence than another.

Whereas, The addition of ice or water to shucked oysters has the effect of lowering or depreciating and injuriously affecting their strength, quality and purity; therefore be it

Resolved, That such addition constitutes an adulteration and the sale of oysters so adulterated will be contested.

Resolved, That the sale of ice cream conforming to the following standards will not be contested:—

1.—Ice cream is a frozen product made from cream and sugar, with or without a natural flavoring, and contains not less than 14 per cent. of milk fat.

2.—Fruit ice cream is a frozen product made from cream, sugar and sound, clean, mature fruits, and contains not less than 12 per cent. of milk fat.

3.—Nut ice cream is a frozen product made from cream, sugar and sound, non-rancid nuts, and contains not less than 12 per cent. of milk fat.

Resolved, That the sale of ice cream, defined as above, when mixed with gelatine, not to exceed three ounces of gelatine to ten gallons of ice cream, or with tragacanth or other vegetable gum, or with eggs, will not be contested if the same is labeled and sold as "gelatine ice cream," or "gum ice cream," or "egg ice cream," as the case may be, and provided that the butter fat content shall not fall below the standards as stated above.

Resolved, That the sale of soft drinks and other food products containing soap bark or any of its preparations or cocaine will be contested.

Resolved, That the addition of caffeine to soft drinks is unnecessary, and reaching as it does largely the

child population of our States, is fraught with extreme danger and constitutes a menace to health.

Resolved, That it is the sense of this convention that the enactment by the several States of measures to secure full and complete sanitary control of food producing, manufacturing and distributing establishments and agencies is both desirable and necessary.

Whereas, It has come to our notice that in some cases rotten, mouldy, decomposed and unwholesome tomatoes are being used in the manufacture of tomato catsups;

Resolved, That the food officials of the country investigate the manufacture of this food in their respective States and adopt every possible measure to prevent the use of such material.

Resolved, That the practice of treating fish, ham, bacon, sausage and other meat products with so called "liquid smoke" and similar preparations is fraudulent and a menace to health, and the sale of products so treated will be contested.

Tomatoes are still coming forward and sell up to 50 cents per basket. The quality is good and the demand fair.

Get Acquainted.

James J. Huebener, proprietor of Lititz Bretzel Co., of Lititz, Pa., wants to become acquainted with all of its dealers. He has a pretzel that is much better than anything you have ever tasted that he will send you a car free on request. He knows that once you try them that you will always keep them in stock. Get acquainted.

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

We have been getting some inquiries from our "ads" in your trade paper, but why not more of them? Aren't YOU interested enough in a first-class grocery speciality, a fancy pack of Preserves, Jams and Marmalades in glass and stone jars, to mail us a post-card to find out more about them? This information may make you some money, and it only costs you a postal. Do it.

H. P. D. KINGSBURY, Redlands, California.
(Where the oranges come from)

When
in
the
Market

For COFFEE either call on us or have one of our representatives call on you as we can make your money go farther than any one else can. The house of "Wilde" has been in business nearly a hundred

years, and still stands in the foreground of Coffee firms.

Our long experience has taught us which Coffee is best suited to different localities, and this knowledge is worth many dollars to you in mak-

ing your selections. You get exactly what you buy, not only once, but all the time, and the values given are better than you can obtain elsewhere.

Let us prove our statements

SAMUEL WILDE'S SONS CO.

Importers Coffee, Tea and Spices
11 DUTCH STREET, NEW YORK



CHINA SALE

The special feature of our October catalogue is our Annual China Sale.

This sale is of especial interest to all retailers of china because it offers the cream purchases of a buying organization with branches throughout the world. The year's best values in imported china are here laid before you.

We begin preparing for this Annual event a year in advance, laying aside for it the best of the good things our buyers secure.

Look over the golden rod pages of the October book and you will not wonder that we do THE china-ware business of America, nor that we are further ahead to-day than ever before.

Write for a copy of the October catalogue to-day. Ask for No. D684.

BB

Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

SAMPLE HOUSES—BALTIMORE, DALLAS,
OMAHA, SAN FRANCISCO



Of Course Jones Was Lovely.

A fellow up-State who takes the "Grocery World and General Merchant" told me last week he had gotten one thing out of it that had already saved him a lot of money and would save him more.

He got all the grocers in his town—there were fourteen altogether—to sign an agreement not to give stuff away to fairs or church suppers. There are seven churches in the place and several fire companies and lodges. They're most all in debt and the way they push along the poor oyster supper is something fierce. Nearly all the stuff is begged, so the grocers are really supporting the whole bunch.

Now that the good thing's cut off their own members'll have to dig up.

It's pretty shameless the way the people hold up the grocer. His stuff is almost all that's needed at church suppers, so it's up to him alone. The hardware man and the dry goods dealer grin behind their hands—they get little or none of it.

I noticed last week that my wife was getting very busy over something. She was having a lot of confabs with the other women of the neighborhood and writing lists of stuff that would fill the "Grocery World and General Merchant."

"What's on?" I asked her one night after supper.

"We're going to give an oyster feast," she said.

"Where?" I asked.

"In the church. It's the Ladies' Aid."

"Feast, eh?" I said. "If there's enough for a feast it'll be because they eat the shells. I never feasted on oysters at one of your church suppers yet."

No reply.

"You won't make much money," I said wisely. "Oysters are too high, and so is the other stuff."

"What difference does that make?" she asked, "we'll have all the things given to us."

I glared at her.

"Do you mean to say you're going to hold up the poor storekeepers for the stuff you're going to sell?" I demanded.

"No, we're not going to 'hold them up,'" she replied. "They'll be glad to help."

"We're going to have some booths, too," she said, "and sell things. I have charge of that," proudly.

"What are you going to sell?" I asked.

"Oh, soap and fancy things."

"Where's the soap to come from?" I asked, "storekeeper give that, too?"

"Oh, no," she said, "we're going to get it from a regular soap man—he gives up 25 per cent. on all we sell. Toilet and laundry."

The outrageous gall of a scheme to make the grocer supply all the stuff for a scheme that proposes to load all his customers up with soap so he can't sell any for quite a while made me so hot for a minute I had to unbutton my vest. I didn't say any more—what's the use?

After a while my wife asked me to go out for a little walk. She had to stop in our popular grocer's for something and I went in with her to see if the store was being kept right.

While she was being waited on my wife opened up about the supper.

"Have you heard about our church supper on the 17th, Mr. Jones?" she asked with a sugary smile.

Mr. Jones hadn't, and his expression showed that he didn't want to.

"All the ladies are counting on you to help," she went on. "We all said when we first began to talk about it, 'well, there's one kind man we can count on anyway, and that's Mr. Jones—he is always so kind.'"

Sour smile from Mr. Jones. I stood behind my wife grinning to beat the band.

"I'll tell you, Jones," I said, "if you ask me, I wouldn't give 'em a darned thing. Why, d'ye know what these women are going to do? They're going to buy a lot of soap from some fellow or other and sell it from a booth! You won't have any calls for soap for six months after that supper. I'd at least make 'em promise not to sell goods in competition with me if I gave 'em anything."

My wife said nothing, but the sweet, tender look she gave me told me there would be no silence on the way home.

"Mr. Jones wouldn't be so mean," she said finally.

Mr. Jones was very quiet about it. I felt though as if he would have liked to talk. He forced a feeble smile and said he'd "do what he could," and we came out.

On the way home my wife told me in a few (?) well chosen words just what she thought of me. "Don't give to the church yourself and trying to keep other people from doing it!" "Haven't the first idea of what charity means!" "Mr. Jones puts you to shame with his generosity!" and so on and so on. And so on. And so on.

"All the same," I said when I could get it in, "It's a hold-up game and nothing else! There's no more reason why the grocers should give the stuff for that supper than there is that I should!"

"Of course there is! Don't we all patronize his store?"

"Well, he gives you the value of your money, don't he? He don't want to give to it," I said.

"Don't make any mistake about that! He only does it because you females won't treat him right if he don't!"

A day or two after that my wife went over the list of things that she and the rest of the committee of vampires had held the grocer up for. By George, there was enough to feed an army!

"And Mr. Jones was perfectly lovely about it," she said triumphantly.

Of course he was. It was up to Jonesy to be lovely.

THE STROLLER.

Don't You Read the Advertisement?

Mr. H. P. D. Kingsbury, of Redland Cal., wants to know why he does not hear from more of our readers. He has been getting some inquiries, but should have more. It appears to him as if you were not interested in a high-grade grocery specialty (jams, preserves, marmalades), on which you can make some money and please your trade. It only costs a post card to show him he is wrong and prove to him that you are up to the times.



FLI-STIKON THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

Are You Willing to Save Money?



There is only one answer. What do we do? PLAN stores! Who pays us? Competition! What do you save? More than our fee! If you

Let Us
"Connive"
Your
Store

and we can't show you a better arrangement of goods and actual saving of space we don't get the job. How's that? How do we do what seems impossible? Write us.

J. A. FLESCH & SON
ARCHITECTS AND DESIGNERS
OF STORE FIXTURES FOR MODERN GROCERY STORES
1012 OPERA HOUSE BUILDING
112 CLARK STREET
CHICAGO

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Corn Flake Display.

Take a few stocks of corn, tie them near the centre with a light shock, making it look as near as possible to a shock of corn in the corn fields. Stand this in the centre of the window. Then add a stock or two in the rear corners of the window. Place several packages of Corn Flake around the shock of corn, having

at 15 cents. Cover the bottom and back with white crepe paper, making it solid. Next, get a couple of rolls of brilliant red crepe paper.

Cut this in strips of about one-half to three-quarters of an inch with a sharp knife. From the centre of the bottom and the back run these strips to the top and sides of the window.



gn stuck in edge of shock saying "New, Fresh Corn Flakes, 15 cents." It might be well to make several ears of corn and place them carelessly around in the window.

The above can also be used with cornstarch to good advantage.

Here is another striking idea regarding coffee:—

Take three or four pounds of loose coffee and form the letters

COFFEE
2 lbs 25¢

and figures, Coffee, 2 pounds, 25 cents. For a special.

FRED. T. HOLLOCK.
Wellsboro, Pa.

A Canned Peas Window.

Now that the new canned peas are on the market and the fresh peas are about gone, it is the time for a canned peas display.

We used a sifted pea retailing

Nobody Wants to Cook This
Hot Weather.

USE CANNED GOODS.

A Small, Sifted Pea, Noted for
Its Taste and Tenderness,
15 Cents Can.

On this sign we also had a small lithograph of a man holding his coat in his arm, fanning himself, and the drops of sweat dropping off.

This makes a very brilliant window without being cheap looking.

It looks fine at night with just the light in the reflector light.

CHARLES W. LOOP.

2301 N. Gratz street,

Philadelphia, Pa.

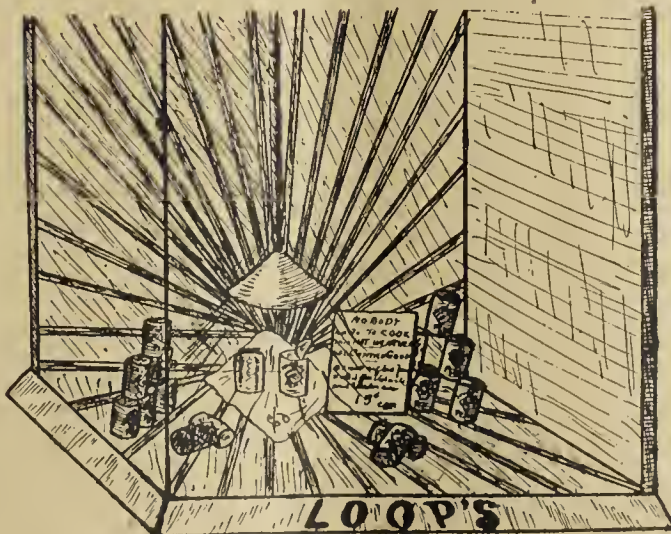
ASSOCIATION NEWS.

La Crosse, Wis.

Alleging that the La Crosse, Wis., Retail Grocers' Association, a branch of the Wisconsin Grocers' Association, is a conspiracy by which wholesalers and retailers are terrorized and the public defrauded, Nicholas Birnbaum, a La Crosse grocer, has brought suit against the local association and a score of the most prominent members, including James B. Murray, president both of the local and State associations, for \$2,000 damages. Birnbaum alleged that the wholesalers were not permitted to sell to him and that farmers are prevented from delivering him produce.

Des Moines, Iowa.

The commercial organizations, trade conventions and mercantile clubs of Des Moines are behind a plan to urge the bulk sales bill through the Iowa Legislature this year. The plans are all ready, and instead of waiting until the first of the year at the regular session, a similar bill will be introduced at the special session if opportunity offers itself.



MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS
already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.



Sell a Special Brand

No grocer can make any money on the ordinary domestic oil and mustard sardines. To make money he must sell a special brand like our Harbor mustard sardines. Beautiful goods. Packed in green and gold cartons. Handsome shelf goods and as good as they are handsome. Selected, tender fish, prepared by experts for epicures. Retail at 10 cents.

JED FRYE & CO., 25 South St., New York

FREE TO DEALERS!



A carton of "Huebener's Genuine Lititz Bretzels" will be sent free to dealers (only) requesting it. You'll be surprised to know a pretzel could be so good. Let's get acquainted

JAMES J. HUEBENER
Box 254, Lititz, Pa.



Guaranteed Sale to You! Guaranteed Purity to Your Customer!

(nobody loses)

That is the proposition on Ralston Health Food and Purina Whole Wheat Flour.

When you push these cereals you are building up business that is sure to stay with you on a basis of **satisfaction**.

We are making an advertising campaign that takes in the biggest magazines in the country.

"Grocers' clerks write us for information as to how to get attractive jewelry set, cuff buttons and stick pin to match."

Ralston Purina Co.
ST. LOUIS, MO.

The Great Esteem

in which Fels-Naptha soap is held by women is shown by the fact that over 75 per cent. of grocers' wives use Fels-Naptha in their households.

If your good-wife does not, Mr. Grocer, perhaps you haven't pointed out to her the special washing values of **Fels-Naptha** soap?



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, N. J.—About two months ago a salesman representing the Continental Jewelry Co., of Cleveland, Ohio, called upon me and by his slick tongue persuaded me that their plan of selling jewelry was just what I needed to build up a good trade, claiming that they gave \$25 worth of jewelry free to be given away to customers, etc., and also stating that it was not to be paid for until sold. I finally consented and signed the order and he, being in a hurry, I didn't read the order closely. He didn't give me a copy. When the firm sent bill they sent what they claimed was a certified copy of the order, which read different from what I thought I was signing. The claimed certified copy gave so many days to pay for it at a certain discount and limited time net, and stated that at the end of one year, if less than three-fourths of the goods were sold, that they would buy same back at original cost.

Almost immediately after the salesman left I regretted signing it, and I notified the house at once to hold the order until further notice as I had decided to go out of business here (which is true), and of which I spoke to salesman, but he persuaded me that I had better buy and move to new place of business.

Result of my notice was that they held the jewelry, but shipped the showcase by freight, and I refused it at freight station.

Now they write me that unless I state a definite time and place to ship to they will ship at once to original place named on order.

I replied by naming November 10th and also a place to which I expected to move, which apparently satisfies them for the present, but since writing that to them I have changed my mind and am going out of business here and will not move where I expected to and the place named to them. Now then, can they compel me to receive the goods if I go out of business here and start in another place in another State? The amount involved is \$192. Are they a reliable company? Please advise in your next issue or by mail. Can they com-

pel me to pay for it if I don't receive it from the railroad company and then go out of business here, which I am going to do expect to at least within two months?

One lawyer told me that in his opinion they could collect. Please advise and I shall be very grateful.

Answer.—This is the identical jewelry scheme which has been several times been exposed in this journal. It has imposed on hundreds of retail merchants, and the remarkable part of it is that it probably would not have imposed on one of them had they read what they were to sign. The law holds that an ordinary person, neither weak-minded nor aged nor blind, is under the obligation to read his contracts and understand them. If a man signs without reading what he could have read, he is himself to blame if the terms are not what he supposed. In such a contingency the law will not usually relieve him from the consequences of his own acts.

The Continental Jewelry Co. is just about like the other concerns who work this scheme. They have contracts that are perfectly plain, but use salesmen who misrepresent the terms. The chance is they can collect, but nevertheless I do not advise you either to take the goods or to pay the money. The concern is not in my judgment straightforward in its business methods and I should resist a claim that is morally if not legally wrong. Your position is better than some of the other victims, because the goods have not yet been placed in your possession.

It is, of course, idle to discuss your legal status without seeing what you signed, although I have a general knowledge of the jewelry scheme contracts. Generally speaking, I should refuse the goods and defend on the ground that the wilfully false representations of the salesman caused you to relax the care with which you would have otherwise have read the agreement. This is not an invincible defense by any means, but will supply some fighting ground and may frighten the concern. It of course goes without saying that they cannot enforce a different contract from that which you signed.

The most practical way to deal with such concerns, after the harm has been done, is not to have anything in your name which they can reach. A much better way would be to read every contract before signing it.

Question: * * *, Troy, N. Y.—Our customer, an employee of the city, obtains credit on the strength of a written order on the paymaster to pay the amount of his bill from his salary. When he presents the order the department refuses to pay it unless signed and certified before a notary. This debtor refuses to do so. Have we any redress against him? Is he not guilty of obtaining goods under false pretenses? Credit was given only because of agreement to give order on pay. Will the law not hold him to a genuine agreement and not a fraud and a sham? Customer is worth nothing. This is an important point to grocers, as the pay-order scheme is often worked to obtain credit. Amount, \$115.

2—Is it not a fact that the common law makes any person receiving and using any article, or receiving the services of anyone, liable for payment for the same? Also that the Supreme Court has decided that the United States cannot make use of a man's property or patent right without payment for them?

3—If these things are so, how is it that it has been held that in the absence of an express contract no court of the United States is vested with jurisdiction to entertain an action by a patentee seeking to recover compensation for the use of his invention by the government? (Schillinger vs. the United States, 155 U. S. 163; Russell vs. United States, 182 U. S. 516; Shavor & Corse vs. United States, Court of Claims, 868.) Where is the justice of such a decision as this? What is the patentee's redress? Writer is interested in an invention that the United States Post-Office Department used for years, by the confession of its own officers, and saved many hundred thousand dollars by.

Answer.—1—This query raises somewhat close question. There are two ways of looking at it. The first is that the tender of an order upon his superior officer was substantially a representation that it was such an order as the department would accept. If it was not such an order, and the employee knew it, he was guilty of obtaining goods under false pretences, just as if he had presented a check which he knew would not be honored. Naturally

there may be some difficulty in proving what is an essential feature of the case, i. e., that the employee knew the order was not good and would not be honored. If he sincerely thought it was good, he is not guilty of false pretence. The fact that after he had obtained the goods on the strength of it he refused to execute the order before a notary is good evidence that he gave it in bad faith, knowing it to be bad, and that he had no intention of making it good when he should be required to. Other evidence in the same direction is that the requirement as to signing before a notary is probably one of the rules of the department of which the employee had actual or constructive knowledge.

The other way to look at the matter raises the question whether the grocer should have been deceived by such an order. If it bore its worthlessness on its face, his loss is the grocer's own fault. I do not believe, however, that the order figuring in this case is of this kind. If it was a straightforward order on the paymaster for a certain sum of money, I am clearly of the opinion that the grocer had a right to rely upon it.

My advice is to prepare a formal complaint of this case and submit it to the city officer in whose department this employee is. If that fails I should take the matter to the Mayor, and if nothing comes from that I should arrest the debtor for obtaining goods under false pretences. I am clear that there is sufficient evidence here to warrant criminal proceedings.

2—Yes.

3—In this case I should apply for an injunction against the Governmental department unlawfully using the patent.

Going After the Trust Again.

Baking Powder Consumers Receive Strong Attack on Trust Powder by Mail. Renewal of the "Grocery World and General Merchant's" Old Contentions as to Rochelle Salts.

The enemies of the Royal Baking Powder Trust are again attacking it with consumers, thereby using one of the Trust's own weapons. During the last few days thousands of consumers in all parts of the country have re-

Gold Mines

Almost everybody has dreamed of owning one.

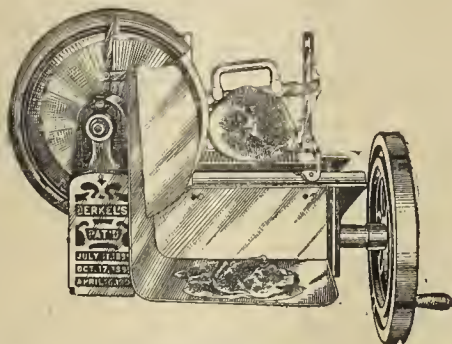
Everybody has one, if he only knows it.

The merchant's gold mine is his business.

There's a lot of difference about the returns from mining.

The old-time miner, with hard labor and rude tools, took out some gold, but he left more than he secured.

Modern miners, with modern machinery, come along and extract fortunes that the old-timer was unable to reach.



So in business.

The merchant with out-of-date methods and out-of-date tools must be content with small returns.

The up-to-date, progressive merchant, with modern ideas and modern inventions, will extract every ounce of paying trade, every dollar of golden profit.

The **American Slicing Machine** will enable *you* to do this, because it brings new trade and increases profits on the old.

Drop us a postal and let us show you how to get all the gold from *your* mine.

American Slicing Machine Co.

54 Fifth Avenue, Chicago



"EXTON" Crackers Sell!

That's the main point!

They **please**, that's why.

For 61 years they have been "*The Best Known and Known as the Best.*"

Even an Oyster Cracker can be made "the best" as we have proved, and it pays grocers to **sell** "the best" as you can prove.

A. Exton & Company

TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"*The Best Known and Known as the Best*"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.

ceived in private mail the following circular:—

MEDICINE FOR FOOD.

If you want health, do not fail to study this great question of pure food. Read this circular carefully and then if you continue to eat medicine for food, do not complain because your stomach weakens and your bowels have a flatulent-gone-feeling. To be healthy you must not continually take into the stomach and bowels an irritant.

Analysis of the "Royal Baking Powder" by Mr. Charles G. Merrell, one of the most scientific chemists in this country, and a member of the American Chemical Society and also of the Deutschen Chemischen Gesellschaft in Berlin.

(CUT.)

In the above space appeared the cut of a bottle containing the 10 ounces and 241 grains of Crystallized Rochelle Salt, the residue left in bread baked with one pound of "Royal Baking Powder."

ANALYSIS.

Cincinnati, Ohio.

Mr. C. B. Matthews,
Attorney at Law, City.

Dear Sir:—In compliance with your request, I have examined the "Royal" baking powder, purchased on the open market, and wish to report that the residue remaining in bread baked with one pound of the above powder is 10 ounces and 241 grains Rochelle salt and 3 ounces and 320 grains starch. I herewith send the bottle containing the crystallized Rochelle salt.

Respectfully submitted,

CHAS. G. MERRELL,
Analytical Chemist, Vice-Pres. and
Supt. of the Wm. S. Merrell
Chemical Co.

Your attention is also called to what Dr. H. W. Wiley, chemist to the Department of Agriculture at Washington, D. C., says:—

"The directions that accompany these powders, generally give two teaspoonfuls as the proper amount to use to the quart of flour, probably more is generally used, this would be at least 200 grains; deducting 20 per cent. for the starch filling, we have 160 grains of mixed bitartrate and bicarbonate, and this would form 165 grains of crystallized Rochelle salt in the loaf of bread made from the quart of flour."

Rochelle salt is an irritant and continued use weakens the stomach and bowels. All persons having weak stomachs should avoid such an irritant laxative mixture with their every-day food.

To Get Potatoes in Carload Lots.

Lewistown, Pa., Oct. 1, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Will you kindly let me know as soon as possible by mail who or where to apply to for prices on New York State potatoes in carloads?

Trusting that you may be able to supply me with the needed information and thanking you in advance, I am,

Yours truly,

WM. T. SHILLING.

This correspondent might write to Charles B. Justice, 127 Dock street, Philadelphia, or Darmon & Co., 115 Dock street, Philadelphia.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

PROFITABLE GOODS.

In addition to keeping account of the volume of goods sold over the counter, we commence Monday keeping track of the items sold by each clerk. A man may sell \$100 worth of goods in our business and show little or no net profit on the sale. We must get down to selling stuff that there is something in. Our own brands soap, soap powder, package spices, baking powder, loose spices, teas, coffees and cereals. These are the things that there is a little extra profit in and the things that *must* go. The percentage of profitable goods sold, as well as the volume, will be published in the "General" store news bulletin every Wednesday.

NIGHT OF MEETING CHANGED.

We have decided to change our conference meeting to Thursday night, instead of Monday. Thursday seems to be a sort of "off night," as one of the boys put it, and then that is the evening that our big advertisement comes out in the "Times." The manager will go over this advertisement in detail pointing out the reason why certain things are cut and giving some information regarding other goods that are made prominent for the Friday and Saturday selling. Every man must report at the main store not a minute later than eight o'clock, as the door will be closed at that hour. A cigar will be handed you as you enter and seven minutes allowed each one to speak. Outside of the limitation of speaking, the meeting will be informal. Questions relative to the mutual aid sheet may be brought but the matters pertaining to the question box must be eliminated.

QUESTION BOX.

No. 3 asks, "Why are ripe olives so unpopular?" Because the *are* ripe. A ripe olive has fully matured. Being matured, it naturally contains its natural oil. This oily

taste, along with the fruit itself, is not, to our western palates, an agreeable combination. The olive of commerce is picked green and then pickled.

No. 5 asks, "What makes the holes in Swiss cheese?" Well, broadly speaking, fermentation does. The manipulation of this class of cheese by the workman has everything to do with the holey part. Those who take notice of a domestic Swiss, especially from Ohio (we handle only Wisconsin domestic), will observe that one without holes or very small ones is characterless. The more fermentation the better the flavor.

No. 7 asks, Why is it that you advertise canned spinach better than fresh spinach?" Because we have proved "Our Own" brand better. It is cut, washed, cooked and canned within a few hours. The process of removing the grit absolutely is a process that no woman can command in her kitchen. Apart from the grit nuisance, the price of 15 cents a can for the finest is cheaper by far than the fresh—all things considered.

GOOD THINKING.

The literary man doesn't do all the good thinking; neither does the man at the head of this establishment. Nor does any man or any woman at the head of any concern.

Think out your own problems. You have many. It's wonderful the ideas that come to you when you really think. Not in a spasmodic way but in a quiet, unobtrusive, earnest way that means—I want to get at the bottom of this thing. That's "good thinking."

ABOUT SUGAR IN CLOTH.

Since we changed about and commenced bagging sugar ourselves, you have had many rebel. Sugar in two, five and ten-pound cloth sacks looked familiar to them. It looked good. That's about the size of it. Should we

or should we not sell sugar in cloth sacks? It means that we must sell the 5s in cloth for 1 cent more than the 5s in paper. As the cost is just 20 cents a hundred more in this shape than loose. The answer to this will largely govern our purchases of sugar in the future. In other words, do you lose any sugar sales on account of dispensing with cloth sacks? What are the nature of the remarks when paper packages of sugar are passed out?

AMONG THE TRADE.

Practically all grades of olive oil are higher, particularly the French brands. The general advance is about 7 per cent., and due to the shortness of supply.

The catch of French sardines has proven much poorer than was expected, and prices have advanced. Boneless halves, that normally rule at \$24 per case, are to-day quoted at \$32. They have been as low as \$28 within the last six months. During the scarcity of last season they sold as high as \$38. Other grades are quoted proportionately.

Creditors filed a petition during the week to have George W. Hansell, of 4025 Market street, adjudged an involuntary bankrupt. These are the creditors and the amounts claimed: Combs Flanigan & Co., \$553.75; William Moland's Sons, \$293.52; Frederick Lemont, \$57.

A Mining Scheme.

Conshohocken, Pa.,

October 6, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you kindly inform me if the Doyle Consolidated Mining Co., offices 507 E street, Washington, D. C., is a reliable corporation. Would you advise buying stock in their company? Thanking you in advance for the information

Yours truly,

B.

The "Grocery World and General Merchant's" advice as to the case is not to buy of the stock under any circumstances.

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per line.

WANTED.

WANTED.—To buy chestnuts and apples. F. McCloud, Grocer, Manheim, Lancaster Co., Pa. 15

WANTED.—A good second-hand roll top truck. Price must be reasonable. F. D. W., 7 Arch Street, Philadelphia, Pa. 15

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 15

FOR SALE.

FOR SALE.—Brownie electric window paper, dry cells and all, complete. A neat show window attraction. Price, \$10. Also electric flash sign, lettered to suit buyer. Connects with any electric light socket. Price, \$10. Address, E. W. Alexander, Oxford, Pa. 16

FOR SALE.—One National Cash Register, No. 424. New, used but three months. Will sell at \$180. Also one new, low platform, Dayton Scale, No. 140. Weighs up to 30 lbs. Used but three months. Will sell at \$100. W. E. Detwiler, 206 S. 13th Street, Harrisburg, Pa. 15

FOR SALE.—A Kitson Light for inside use; 1,500 candle power; complete in every detail. Never been in use. Will sell cheap. Geo. P. Ogden, 203 Sinnickson St., Flem, N. J. 19

FOR SALE.—Steam-power silent-cutter; never been used. No reasonable offer refused. Fred. C. Berrien, 7930 Frankford Ave., Holmesburg, Philadelphia, Pa. 15

FOR SALE.—A good farm and home located near Clayton, N. J. Farm is good and well fertilized and contains 34 acres. Within one mile of station. House contains 6 rooms and is in fine condition. Good barns and outhouses. Will sell reasonable. Call and see it. Alex. C. Pentland, Elmer, N. J. 18

FOR SALE.—Seasonable hand-picked apples, "Smoke-House," etc. \$1.75 to \$2.00 per bushel (guaranteed three bushels). Choice potatoes, 85 cents per bushel (60 lbs.). O. B. cars here to parties who can give good references. W. B. Zullinger, Mt. Holly Springs, Pa. 16

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Astorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. 15

FOR SALE.—The large display printed posters that have made Philadelphia cut-rate grocers and butchers successful and sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 Broad Street, Philadelphia. 15

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$3,000 without impairing business. Uses 10 teams. Net clear 10 per cent. Balance building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory. No. 401.—General store in Mifflin County, Pa. An extremely strong proposition. Size 100 x 100 feet. Business about \$4,000 per month, 10 per cent. cash. Stock \$6,000, which can be

reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 405.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 30 feet. Does \$300 weekly, three-quarter cash, balance weekly. Nets clear 10 per cent. above everything. Stock about \$300. This store was established seven years ago and is thoroughly prosperous and profitable. Will sell fixtures at \$400 and stock at inventory. Will take all told about \$700. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$250 weekly, two-thirds cash. Stock \$600. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$900.

No. 409.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 413.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22 x 45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store

16 x 22 feet. Does \$250 weekly, three quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20, with back room 16 x 14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

No. 420.—North Philadelphia. Fine residence district. Groceries, meats and provisions. Store 20 x 50 feet. Does \$400 weekly, half cash, balance weekly and monthly. Stock about \$500. Clear, net profits, 10 per cent. No team delivery. Good dwelling connected. Owner going to Germany and will sell at inventory. Will take about \$900.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 428.—In West Philadelphia. Grocery store, 17 x 40 feet. Does \$15,000 to \$17,000, two-thirds cash; balance all good trade. Stock \$800 to \$900. No team. Good dwelling. Actual net profits 17 per cent., as expenses are low. Real estate for sale or rent, as desired. Owner's wife don't like the business, which is the only reason for retiring. Will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa. town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real

estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS? We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about. In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line. If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you. Write, call or telephone. WARNER & CO., 927 Arch Street, Philadelphia, Pa. Phones, Bell Filbert 2500, Keystone, Race 746.

SITUATION WANTED.

WANTED.—Position as salesman, manufacturer's preferred, to sell through jobbers, as I have been accustomed to selling through jobbers; have also sold direct. Twenty years' experience. Can furnish reference. Central Pennsylvania preferred, but am acquainted all over the State. Address P. O. Box 283, Harrisburg, Pa. 17

HELP WANTED.

WANTED.—Grocery clerk. One with some experience and not afraid of work. Must give references. Chance for advancement. Wages moderate. Fred. C. Berrien, 7930 Frankford Ave., Holmesburg, Phila., Pa. 15

WANTED.—Traveling men who call on the retail grocery trade. Write us for our side line. Exclusive territory and liberal commissions. Address F. H. Knipe, Reading, Penna. 18

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS

Sixty-Third and Market Streets
Philadelphia, Pa.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. October 12, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.40 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 8 hands, packed 3 in crate.....	.85 per bunch
Selected, 7 hands, packed 1 in crate.....	.80 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.15 per bunch
Selected, 8 hands.....	.75 per bunch
Selected, 7 hands .....	.60 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA GRAPES.

Fancy Tokays, per 4-basket crate (about 26 pounds).	\$1.00 to \$1.75
Fancy Italian Prunes, per 4-basket crate (about 26 lbs.)	1.40

APPLES.

Apples, New York State, per barrel.....	\$2.75 to \$3.25
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MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.00
Extra Fancy Messina, 360 size, per box.....	3.25 to 3.50
Choice Messina, 300 size, per box.....	3.25
Choice Messina, 360 size, per box.....	2.75 to 3.00

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$3.50
Fancy quality, 126 to box	3.75
Fancy quality, 150-176 to box	4.75
Fancy quality, 200-216 to box	4.75
Fancy quality, 250-288 to box.....	4.50
Extra choice, 96-112 to box	2.75
Extra choice, 126 to box	3.75
Extra choice, 150-176 to box	4.00
Extra choice, 200-216 to box	4.50
Extra choice, 250 to box.....	4.00

NEW JERSEY SWEET POTATOES.

We are handling some of the finest sweet potatoes grown in New Jersey.

Orders filled at ruling prices on day of shipment.

SPECIAL.

Another lot of California Valencia late oranges, fine quality large fruit, 80 to box, at \$2.50 per box. This is the last chance.

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having and nearly every merchant knows it. Simplest way of keeping accounts. FORBES INDEXED COUPON BOOKS



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCKTON, OHIO

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—	
MOLASSES AND SYRUPS.	
Porto Rico Molasses—	Per gal.
Fancy, bbls.....	.42 @.45
Choice, bbls.....	.40
Good, bbls.....	.26 @.30
Fancy, qt. jars.....	per doz. 1.20
New Orleans Molasses—	
Fancy Open Kettle.....	.41 @.43
Prime.....	.37
Good.....	.35
Ordinary.....	.22
Blended, fancy.....	.36
“ choice.....	.33
“ good.....	.30
2-lb. tins, 3 doz.....	per case 2.90
Quarts, 2 doz.....	“ 2.90
Sugar Syrup—	
Pure, extra fancy.....	.35 @.38
“ choice.....	.24
Blended, fancy.....	.32
Choice.....	.29
Vanilla Drops.....	.29 @.30
2-lb. tins, 2 doz.....	per case 1.95
2½-lb. tins, 2 doz.....	“ 2.30
3-lb. tins, 2 doz.....	“ 2.50
5-lb. tins, 1 doz.....	“ 2.25

SALT FISH.	
Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@95.....	32.00
Georges, count 110@115.....	25.00
Cape Shore, medium, count 160@175.....	14.50
Medium Irish 2s, thin, count 300@400.....	14.00
Norway, count 400@450.....	21.00
“ “ 300@350.....	24.00
“ “ new, count 240@270.....	18.00
“ “ 300@350.....	16.00
“ “ 350@400.....	15.50
Codfish—	Per lb.
Fancy, strips, 60 lb. boxes.....	.10½
“ bricks, 40-lb. boxes.....	.09
“ middles, 40 lb. boxes.....	.12
Choice, strips, 40-lb. boxes.....	.08½
“ middles, 40 lb. boxes.....	.08½
Hake, bricks, 40 lb. boxes.....	.06
Fancy, whole, quintals.....	.08
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy, chunks, Iceland, 20 lbs.....	
Bloaters, Cromarty, roos.....	

TEAS.	
Gunpowder—	Per lb.
Common to fair.....	.15 @.18
Superior to fine.....	.20 @.25
Extra fine to finest.....	.28 @.35
Choicest.....	.45 @.65
Imperial—	
Common to fair.....	.22 @.25
Superior to fine.....	.30 @.35
Extra fine to finest.....	.40 @.45
Choicest.....	.50 @.55
Young Hyson—	
Common to fair.....	.16 @.18
Superior to fine.....	.22 @.30
Extra fine to finest.....	.35 @.40
Choicest.....	.45 @.60
Hyson—	
Common to fair.....	.14
Superior to fine.....	.18
Extra fine to finest.....	.25
Japan—	
Common to fair.....	.23 @.25
Superior to fine.....	.28 @.30
Extra fine to finest.....	.32 @.38
Choicest.....	.45 @.55
Basket-fired, common to fair.....	.22 @.25
“ “ superior to fine.....	.28 @.30
“ “ extra fine to finest.....	.32 @.38
“ “ choicest.....	.45
Dust.....	.12½
Oolong—	
Common to fair.....	.17
Superior to fine.....	.17 @.22
Extra fine to finest.....	.25 @.35
Choicest.....	.40 @.65
Fouchong—	
Common to fair.....	.17 @.18
Superior to fine.....	.20 @.25
Extra fine to finest.....	.30 @.35
Choicest.....	.40 @.60

ROASTED COFFEES.	
Sumatra—	Per lb.
Mandheling, fancy brown.....	.36
Old Government, best.....	.29
“ choice.....	.27
“ prime.....	.25
“ good.....	.23
Mocha—	
Genuine Arablan.....	.28
Maracaibo—	
Cucuta, best.....	.16½
“ choice.....	.16
“ prime.....	.15
“ good.....	.14
Laguayra—	
Caracas, finest.....	.20
“ choice.....	.17

—2—	
Peaberry—	
Santos, fancy.....	.17½
“ choice.....	.17
“ fine.....	.16
Rio, fancy.....	.17
“ choice.....	.16½
“ fine.....	.16
Santos—	
Best.....	.16
Choice.....	.15
Prime.....	.14½
Good.....	.13½
Fair.....	.12½
Rio—	
No 1, golden.....	.15½
No. 2.....	.15
No. 3.....	.14½
No. 4.....	.14
No. 5.....	.13½
No. 6.....	.13
No. 7.....	.12½

SPICES.	
Whole, bags or bbls—	Per lb.
Allspice.....	.07
Cassia buds.....	.35
Cinnamon, mats.....	.10
“ Twaio.....	.20
“ Ceylon.....	.23 @.27
“ Batavia.....	.25 @.30
“ Saigon.....	.75
Cloves, Zanzibar.....	.17 @.20
“ Amboyna.....	.25
“ Penang.....	.35 @.38
Ginger, African.....	.08
“ Jamaica, bleached.....	.21 @.22
“ “ unbleached.....	.20 @.21
“ Calcutta.....	.08
Nutmegs, 75@80s.....	.22 @.25
“ 105@110s.....	.18 @.20
“ 130@140s.....	.10½ @.12
Black Pepper, Singapore.....	.10½ @.12
“ shot.....	.14
White Pepper, Singapore.....	.15 @.17
“ fancy.....	.25 @.30
Red Peppers.....	.15
Pure Ground, highest grade, 6@10-lb. boxes—	
Allspice.....	.15½
Cinnamon, extra.....	.26½
“ Saigon.....	.73½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.39½
Black Pepper.....	.18
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, straight Penang.....	.87½
Mustard.....	.24½
Pure Ground, ¼-lb. tins, case 2 doz.—	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
“ Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
“ Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Black Pepper.....	.96
Cayenne Pepper.....	.98
White Pepper.....	1.56

CANNED GOODS.	
Vegetables.	
Asparagus—	Per doz.
Mammoth, white, 2½s, unpeeled.....	4.75
California.....	3.25
Medium, green, 2½s, California.....	3.25
Tips, green, 1s.....	2.75
“ white, California, 1s.....	3.75
Beans, Baked—	
Standard, plain, 1s.....	.55
“ “ plain or sauce, 2s.....	.75 @.80
“ “ 3s.....	1.00 @1.05
Fancy, plain or sauce, 2s.....	.90 @1.35
“ “ 3s.....	1.10 @1.80
Beans, Lima—	
Fancy, 1s.....	1.35
“ 2s.....	1.50
Extra standard, 2s.....	1.15 @1.25
Standard.....	1.10 @1.15
Soaked.....	.75 @.85
Beans, Stringless—	
Fancy, 2s.....	2.00 @2.10
“ 1s.....	1.10 @1.35
Extra, 2s.....	1.40 @1.75
“ standard, 2s.....	1.10 @1.15
Standard, 2s.....	.90
“ not stringless, 2s.....	.80
Beans—	
Yellow Wax, fancy, 2s.....	1.20 @1.25
“ “ standard, cut.....	1.00 @1.10
Red Kidney, 2.....	.85 @1.00
Corn—	
Fancy Maine, 2s.....	1.20 @1.25
“ New York, 2s.....	1.00 @1.10
Standard New York, 2s.....	.90 @1.00
Maryland, 2s, Maine style.....	.75 @.80
Other standard grades, 2s.....	

—3—	
Peas—	
Smallest sifted, 2s.....	2.10
Extra sifted, 2s.....	1.60 @1.75
Sifted, 2s.....	1.15 @1.35
Telephone, 2s.....	1.25
Sweet wrinkled, 2s.....	1.40 @1.60
Standard Early June, 2s.....	1.00 @1.10
Soaked, 2s.....	.75 @.80
Succotash—	
Extra fancy Maine, 2s.....	1.40
Fancy Maine, 2s.....	1.10 @1.25
Extra standard, 2s.....	.95 @1.00
Pumpkin—	
Fancy, 3s.....	1.10 @1.20
“ gals.....	2.40
Squash—	
Fancy, 3s.....	1.20
Tomatoes—	
5½ in. cans, fancy New Jersey.....	1.60
5½ in. cans, extra standard New Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95 @1.00
2-lb. cans.....	.75 @.80
Standard New Jersey, gals.....	2.75
Extra standard Maryland, gals.....	2.50
Glass jars, qts.....	2.75
Beets—	
Fancy Strawberry, 3s.....	1.40 @1.60
Cut, 3s.....	1.10 @1.15
Sweet Potatoes, 3s.....	1.15
Sauer Kraut, 3s.....	.95 @1.10
Spinach—	
Standard Maryland, 3s.....	1.15 @1.40
Fancy New Jersey, 3s.....	1.40 @1.65
Gals.....	4.75 @5.00

FRUITS.	
California.	
Apricots—	Per doz.
Extra, 2½s.....	2.25
“ standard, 2½s.....	1.75
Standard, 2½s.....	5.25 @6.25
Gals.....	
Cherries—	
Extra, white, 2½s.....	2.75
“ standard, white, 2½s.....	2.40
Standard, white, 2½s.....	2.35
Extra standard, gals.....	7.50 @9.25
Bartlett Pears—	
Extra fancy, 2½s.....	3.25
“ 2½s.....	2.40
“ standard, 2½s.....	2.40
Standard, 2½s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
“ standard, 2½s.....	2.00
Standard, 2½s.....	1.75
Gals.....	5.50 @7.00
Peaches—	
L. C., extra fancy, 2½s.....	3.25
“ 2½s.....	2.75
Crawford, extra fancy, 2½s.....	2.75
“ standard, 2½s.....	1.85

Eastern.	
Pears—	
Fancy New York, 2s.....	1.75
“ “ State, 2½s.....	2.90
Standard, 2s.....	1.50
Pineapples—	
Sliced or grated, 2s.....	2.25 @2.40
“ 1s.....	1.10 @1.20
Pie, grated, gals.....	3.00
Singapore, 1½s.....	1.15 @1.25
Plums, egg, 3s.....	
“ gage, 3s.....	
Apples—	
Gals.....	2.25
Strawberries—	
Fancy, 2s.....	3.00
Extra, 2s.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard, 2s.....	

FISH.	
Lobster—	
Flat, 1s.....	5.00
“ ½s.....	2.50 @2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink, 1s.....	1.10
Medium Red.....	1.25 @1.30
Choice Red, 1s.....	1.40 @1.50
Columbia River Chinook Salmon—	
Flat, ½s.....	1.25 @1.30
Tall, 1s.....	2.00
Flat, 1s.....	2.20
Oval, 1s, steaks.....	3.00
Sardines—	
Domestic, ¼s, oil, 100 tins.....	3.35 @6.00
“ ¾s, mustard, 50 tins.....	2.65 @4.25

DRIED AND EVAPORATED FRUITS.	
Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs.....	.14

—4—	
Smyrna Sultana, choice, 4 crown, 30 lbs.....	
Cleaned Sultanas—	
Smyrna, fancy, 1-lb. cartons.....	
“ choice, 1-lb. cartons.....	
California, 1 lb. cartons.....	
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	
California, 4 crown, 50 lbs.....	
“ 3 crown, 50 lbs.....	
“ 2 crown, 50 lbs.....	
Figs—	
Baskets, 1 and 2 lbs.....	.15 @
Layers, 2¼ in., 10 lbs.....	
2½ in., 12 lbs.....	
2¼ in., 12 lbs.....	
2-in., 12 lbs.....	
Currents—	
Fancy, 1-lb. cartons.....	
Cleaned, choice, 1-lb. cartons.....	
Bulk, choice, 50 lbs.....	
Natural, choice.....	
Citron—	
According to quality.....	.14½ @
Lemon Peel—	
According to quality.....	.11½ @
Orange Peel—	
According to quality.....	.11½ @
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	
Persian Dates—	
60 lbs.....	
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30.....	
30@40, choice.....	
40@50, “.....	
50@60, “.....	
60@70, “.....	
70@80, “.....	
Choice, 50-lb. box—	
60@70, 80@90.....	
70@80, 90@100.....	
Fancy, 25-lb. boxes—	
40@50.....	
50@60.....	
60@70.....	
70@80.....	
Oregon, 25-lb. boxes—	
30@40.....	
40@50.....	
Apples—	
Fancy, 50 lbs.....	
“ 1-lb. cartons.....	
Prime, 50 lbs.....	
Choice, 1-lb. cartons.....	
Peaches—	
Fancy, peeled, 25 lbs.....	
“ unpeeled, 25 lbs.....	
Extra choice, Muir.....	
Apricots—	
Royal, extra fancy, 25 lbs.....	
“ fancy, 25 lbs.....	
“ choice, 25 lbs.....	
Moorpark, fancy, 25 lbs.....	

NUTS.	
Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @
Valencia, 28 lbs.....	
Flot, shelled.....	
In shells—	
California, paper shell, 80 lbs.....	
French Princess.....	
Tarragona, 120 lbs.....	
Hard Shell, 100 lbs.....	
Brazils—	
New, large, 180 lbs.....	
Filberts—	
Turkish.....	
Sicily, 130 lbs.....	
Jumbo, Naples, 110 lbs.....	
Long, Naples, 110 lbs.....	
Pecans—	
Polished, 80 lbs.....	.11 @
Louisiana, paper shell.....	
Walnuts—	
Chili, 1907 crop.....	
Grenoble, 220 lbs.....	
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, 25 lb. boxes.....	
Extra choice, 25-lb. boxes.....	.13 @
Choice, 125-lb. bags.....	.11 @

IMPORTED GROCERIES.	
Imported Sardines, 100 in case—	Per case
Reduced, ¼s, boneless.....	7.00 @22.00
“ ¼s, with bones.....	
French, ¼s, boneless.....	17.00 @22.00
“ ¼s, with bones.....	24.50 @27.00
High, ¼s, boneless.....	15.00 @40.00
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00 @20.00
Mushrooms—	
¼s, according to quality.....	16.00 @35.00
½s, according to quality.....	15.00 @20.00
String Beans—	
According to quality.....	12.00 @17.00
Lima Beans—	
According to quality.....	18.00 @20.00
Brussels Sprouts.....	12.00 @16.00
French Macaroni, cartons, 25 lbs.....	.08 @

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
	Column.		Column.		Column.		Standard Weights per Bushel.
er	6	Sugar.....	1			Marrow Beans.....	60 lbs.
isions.....	24	Lard	24			Medium Beans.....	60 "
Poultry.....	25	Rice	28			Pea Beans.....	60 "
						Red Kidney Beans.....	58 "
						Hominy.....	56 "
						Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

COL.	COL.	COL.	COL.	COL.	COL.	COL.	COL.
m Cash Drawer.....18	Pie Fruit..... 8	Drugs, Grocers' .....26	Ink.....20	Mustard.....30	Preserves.....25	Spices.....30	
1.....26	Sardines..... 9		Insect Powder.....26	Prepared.....31	Provisions.....24	Whole.....31	
onia..... 3	Meats..... 9		Ironing Wax.....32	Marmalade.....26	Puddine.....18	Starch.....31	
munition..... 6	Soups.....10	Eggs..... 16			Putty.....26	Stove Polish.....31	
Grease..... 3	Capers.....16	Essence of Coffee..... 5		Noodles, Egg.....17		Soap Powders.....30	
	Catsup.....11	Extracts.....27	Jams.....26	Nuts.....	Rennet.....27	Sugars..... 1	
, Paper..... 23	Cereal Specialties.....17		Jars and Jar Rubbers..... 6		Rice.....28	Sulphur.....26	
and Iwine Holders.....18	Cereal Coffee.....20	Fancy Groceries.....16	Jellies.....25	Oat Meal.....17	Rolled Oats.....17	Sundries.....32	
ng Powder..... 3	Cheese.....16	Farinaceous Goods.....17	Junket Tablets.....27	Oils.....22	Root Beer.....29	Syrups.....33	
Brick.....17	Chocolate and Cocoa.....11	Fish, Canned..... 8		Oil, American.....22	Rosin.....26		
s.....32	Chewing Gum.....27	Fixtures.....18	Ketchup.....11	Olive Oil.....22		Tacks.....32	
ding, Shoe..... 4	Cider.....27	Flour.....17		Olives.....22	Sago.....17	Tapioca.....17	
ig..... 6	Clothes Pins.....18	Self Rising.....17	Lamp Goods.....20		Salad Dressing.....28	Tar.....27	
.....26	Cocoa nut.....13	Buckwheat.....17	Lard.....24	Paper.....22	Sal Soda.....28	Teas..... 1	
ms.....33	Codfish.....19	Fly-paper.....32	Lemons and Oranges.....	Paper Bags.....23	Salt.....28	Tobacco, Chewing.....36	
hes.....35	Coffee..... 5	Food, Bird.....32	Lentils.....17	Peanuts.....	Sapolio.....30	Smoking.....36	
wheat Flour.....17	Chicory..... 5	Fruit Butters.....25	Licorice.....26	Peanut Butter.....23	Sardines..... 9	Cutters.....18	
orbers.....18	Coffee Mills.....18	Fruits, Domestic, Dried.....19	Lime.....20	Peas, Dried.....17	Sauce and Condiments.....28	Twine Holders.....18	
bers' Sundries.....25	Cooking Herbs..... 6	Foreign, Dried.....19	Live Poultry.....25	Pickles.....23	Sauer Kraut.....25	Twine.....32	
er Dishes..... 34	Condensed Milk.....12		Lye and Potash.....21	Pickled Meats.....23	Scales.....18		
er Color.....26	Condensed Mince Meat.....21	Gelatine.....18		Plum Pudding.....25	Scoops, Grocers'.....18	Vermicelli.....18	
	Corn Meal.....17	Gravel, Bird.....32	Macaroni.....18	Polishing and Cleaning.....	Scouring Soap.....30	Vinegar.....24	
	Corn Starch.....31		Mackerel.....19	Compound.....29	Seeds.....29		
	Cottolene.....16		Maple Syrup.....33	Popping Corn.....23	Shoe Dressing.....4	Shot..... 6	
phor.....26	Crackers, Cakes, etc.....13	Herring.....15	Matches.....21	Pork and Beef.....24	Smoked Fish.....19	Washboards.....34	
ies.....10	Crescent Mapleine.....33	Hominy and Grits.....17	Meat.....24	Potash.....21	Soap, all kinds.....29	Wax, Fruit Jar.....32	
les..... 6	Cutters, Tobacco.....18	Honey.....33	Milk, Evaporated.....12	Potato Chips.....23	Soda, all kinds.....29	Wrapping Paper.....22	
ed Goods..... 7		Horseradish.....20	Mince Meat.....21	Poultry Seasoning.....25	Soda, Bicarb.....29	Woodenware.....34	
ifornia Fruits..... 7	Delicatessen.....14		Molasses.....33	Dressed.....25	Soft Drinks.....29		
getables..... 7	Dressed Meats.....24			Live.....25	Soups.....10		
h..... 8					Specialties.....30	Yeast Cakes.....36	

-1-

SUGAR.

ctioners' Lorence, XXXX.....	5.20
" Powdered.....	5.10
" Crown A.....	5.50
" Crystal A.....	5.15
" Coarse Granulated.....	5.40
Tablets.....	6.45
al Dominoes.....	7.47½
oaf.....	5.93½
it Cubes.....	5.10
lered.....	5.10
i Fine Granulated.....	5.00
e Granulated.....	5.00
ulated.....	5.00
Granulated.....	5.00
" in 50-lb. bags packed 2 in 100-lb. bag.....	8.05
" in 25-lb. bags packed 4 in 100-lb. bag.....	5.05
" in 10-lb. bags packed 10 in 100-lb. bag.....	5.15
" in 5-lb. bags packed in bbls.....	5.20
" in 5-lb. bags packed in 100-lb. bags.....	5.20
" in 2-lb. bags packed in bbls.....	5.30
" in 2-lb. bags packed in 100-lb. bags.....	5.30
" in 2-lb. cartons in cases.....	5.20
" in 2-lb. paper packages in cases.....	5.20
ctioners' A.....	4.85
Keystone A.....	4.80
American A.....	4.75
Centennial A.....	4.70
California A.....	4.65
Franklin B.....	4.60
Keystone B.....	4.55
American B.....	4.50
Centennial B.....	4.45
California B.....	4.40
Franklin Extra C.....	4.35
Keystone Extra C.....	4.30
American Extra C.....	4.25
Centennial Extra C.....	4.20
California Extra C.....	
Franklin C.....	
Keystone C.....	

TEA.

s—Basket-fired.....	20 @ 35
s—Pan-fired—Common to fair.....	20 @ 23
icest.....	24 @ 28
osa—Superior to Fine.....	30 @ 38
ice to Extra.....	18 @ 20
icest.....	22 @ 35
ow—Common, cargo.....	40 @ 50
d, medium.....	14 @ 16
erior.....	17 @ 22
lceat.....	23 @ 28
	30 @ 35
	40 @ 40

-2-

GUNPOWDER—Choice to Extra.....	29 @ 35
Choicest.....	40 @ 45
MOTUNE—Good.....	27 @ 30
Fine.....	35 @ 40
Choice.....	45 @ 50
Choicest.....	55 @ 60
IMPERIAL—Superior to fine.....	15 @ 20
Choice to Extra.....	22 @ 25
Choicest.....	30 @ 35
YOUNG HYSON—Superior to fine.....	15 @ 20
Choice to Extra.....	28 @ 30
Choicest.....	35 @ 40
INDIA—Common to Fine.....	18 @ 38
CYLON—Common to Fine.....	18 @ 40
ENGLISH BREAKFAST—Fair to Good.....	14 @ 27
Choice to Extra.....	18 @ 28
Choicest.....	30 @ 40

PACKAGE TEAS.

Lipton's Teas—	Per lb.
In ½ & lb. In ¼ lb.	
Ceylon and India, No. 1.....	.45 .47
Ceylon and India, No. 2.....	.40 .42
Ceylon and India, No. 3.....	.35 .37
Black and Green, No. 1.....	.45
Black and Green, No. 2.....	.40
English Breakfast, No. 1.....	.45
English Breakfast, No. 2.....	.40
Formosa Oolong, No. 1.....	.45
Formosa Oolong, No. 2.....	.40
Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00	
Tetley's Tea—	Per lb.
½ lb. or ¼ lb. in lead or tin, 25 lbs. in case.	
No. 2, Green Label, India and Ceylon.....	.45
No. 1, Buff Label, India and Ceylon.....	.60
Ex. Gold, India and Ceylon.....	.75
Mixed (Green and Black), same prices as above.	
Formosa and Oolong, same prices as above.	
½-lb. tins, per lb.	
India and Ceylon, Sun-Flower.....	.50
Mixed (Green and Black), Sun-Flower.....	.50
Formosa and Oolong, Sun-Flower.....	.50
Sun-Flower, roc. sample size, 36 in carton, all three grades.....	.90
Caricot Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks.....	.22
1-lb. Silver Sacks.....	.22½
¾-lb. Silver Sacks.....	.23
½-lb. Silver Sacks.....	.23½
¼-lb. Silver Sacks.....	.25
Spring Garden Tea—	
100 lb. barrels.....	per lb. net .18
5 lb. silver bags.....	" " .19
1 lb. silver bags.....	" " .19½
¾ lb. silver bags.....	" " .20
½ lb. silver bags.....	" " .21
Packed in cases containing 100 pounds.	

-3-

McCormick & Co., Banquet brand, Ceylon, Blended, etc.—	Per lb.
1-lb. canisters, 8-lb. boxes.....	.45
½-lb. " 12-lb. ".....	.45
¾-lb. " 10-lb. ".....	.45
Trial " 10-lb. ".....	Per lb.
McCormick & Co., Bee brand—	Per lb.
1-lb. lithographed cans, 20-lb. boxes.....	.53
½-lb. " 10-lb. ".....	.55
¾-lb. " 10 and 20-lb. bxs..	.57
Travellers pocket canister, 4 doz....	.80

AMMONIA.

Purple Ribbon. 16 oz., 2 doz. boxes.....	Per doz. .90
Purple Ribbon, quarts, 1 doz. boxes.....	1.50
Purple Ribbon, ½ gals. ½ doz. boxes.....	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75
Colburn's Autumn, hotel size, 1 doz. boxes....	.90
Violet, pints, 2 doz.....	.90

AXLE GREASE.

Frazer's, 15 lb. pails.....	.80
Frazer's, boxes, ¼ gross.....	per gross 9.25
Mica, ¼ gross.....	per gross 8.40
Peerless, ¼ gross.....	per gross 4.50
Paragon, ¼ gross.....	per gross 5.50

BAKING POWDER.

Sea Foam Baking Powder—	
¼ lb., 4 doz. in case.....	.95
½ lb., 2 doz. in case.....	1.75
1 lb., 1 doz. in case.....	3.40
Davis' O. K., ¼-lb., 4 doz.....	per doz. .45
Davis' O. K., ½-lb., 3 doz.....	per doz. .90
Davis' O. K., 1-lb., 2 doz.....	per doz. 1.65
Davis' O. K., 5-lb., ½ doz.....	per doz. 7.20
Cleveland's, 10-c. size, 4 doz.....	per doz. .84
Cleveland's, ½-lb., 4 doz.....	per doz. 1.23
Cleveland's, ½-lb., 2 doz.....	per doz. 2.28
Leslie's, ¼-lb. cans, 1 or 2 dr. cartons, 4 dr. cases	.45
Leslie's, ½-lb. cans, 2 doz. cases.....	.90
Leslie's 1-lb. cans, 1 doz. cases.....	1.65
Leslie's, 5-lb. cans, 6 cans in case.....	per lb. .12
Sea Gull, 6 oz., glass, 4 doz.....	.45
Parrot and Monkey, 4 doz.....	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.....	.82½
6 oz. glass, 2 doz.....	1.07½
6 oz. glass, 4 doz.....	1.04
6 oz. glass, 6 doz.....	1.03
6 oz., 1 gross, in bbl.....	per gross. 12.25

-4-

Rumford Baking Powder:—	
5c.-tins, 4 doz.....	per doz. .45
10c.-can, 2 doz. in box.....	per doz. .90
¼-lb. cans, 2 doz in case.....	per doz. 1.25
1-lb. cans, 1 doz. In case.....	per doz. 2.50
Royal, roc. size, 4 doz.....	.86
" ¼ lb., 4 doz.....	1.30
" ½ " 2 ".....	2.42
" 1 " 1 ".....	4.65

BLACKING—Shoe.

Shinola.....	per doz. .75
Shinola, ½ gross in box.....	per gross 8.50
Blackola, 1 doz., 10 cent size.....	.60
Blackola, 3 doz., 10 cent size.....	per gross 6.90
Blackola, 3 doz., 5 cent size.....	per gross 4.25
Mason's No. 1, ¼ gross.....	2.22
" " 2, ".....	2.60
" " 3, ".....	2.85
" " 4, ".....	4.35
" " 5, ".....	7.50
T. M. French.....	per doz. 1.00

SHOE DRESSING.

Mason's.....	.78
Acme, 1 doz.....	1.15
Bixby's Royal Polish, 1 doz.....	.78
Bixby Jet Oil Polish.....	.80
Brown's Shoe Dressing, 1 doz.....	.80
Brown's, Army and Navy, 1 doz.....	.80
Boyer's French Dressing.....	.65
" Oil Polish.....	.75
Admiral Russet Combination.....	.70
Admiral Shoe Dressing.....	.70
Whittemore Bros. & Co.:—	
Gilt Edge Polish, black.....	2.00
Boston Waterproof, black.....	2.00
Boston Jr. Waterproof, black, 10-cent size....	.85
Elite Combination, Baby, black.....	.85
Elite Combination, large, black.....	2.00
Superb Patent Leather Paste, large.....	.75
Champion, black, friction polish.....	2.00
Champion Jr., black, friction polish.....	.85
French Gloss, black, self-polishing.....	.75
Royal Gloss, black, self-polishing.....	.75
Dandy Combination, russet.....	2.00
Star Combination, russet.....	.75
Dandy Russet Paste, large.....	.75
Bossola Waterproof Paste Polish, large.....	.75
Bossola Waterproof Paste Polish, small.....	.45
Quick White, cleans dirty canvas shoes.....	.65
Quick White, cleans dirty canvas shoes.....	2.00
Oil Paste black, never dries up, lawn shoes.....	.75

—5—

GREEN COFFEE.

		Per lb.
Rio, Golden, fancy.....	09	@. 09 1/2
“ prime.....		@. 08
“ choice.....		@. 07 1/2
Santos, Peaberry, extra fancy		@. 12 1/2
“ fancy.....	10	@. 10 1/2
“ choice.....		@. 09 1/2
Maracaibo, strictly fancy, mild.....	12	@. 12 1/2
“ choice.....		@. 11 1/2
Washed Caracas, fancy	14	@. 14 1/2
Laguayra, fancy	14	@. 11 1/4
Java, extra fancy Old Government.....	20 1/2	@. 21
“ extra fancy		@. 20
“ fancy		@. 19 1/2
Mocha, 1/8 and 1/4 bales, genuine, finest...		@. 19
“ Seed, Santos, fancy.....		@. 10 3/4
“ “ choice.....		@. 10 1/2

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@. 12
“ Prime.....	@. 10
“ Choice.....	@. 09½
“ No. 2, bags about 50 lbs.....	@. 08½
Santos, Peaberry, extra fancy.....	@. 16
“ extra fancy.....	@. 13
“ fancy.....	@. 12½
“ choice.....	@. 12
Laguayra, fancy.....	@. 14
Maracaibo, choice.....	@. 14½
“ fancy.....	@. 15
“ extra fancy.....	@. 15½
Java, extra fancy Old Government.....	@. 25½
“ fancy.....	@. 24½
Mocha, finest.....	@. 23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	. 22
“ “ 2.....	. 20
“ “ 3.....	. 17
“ “ 4.....	. 14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.		
New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa.....	15 $\frac{1}{4}$	15 $\frac{3}{8}$
Aurbuckle's Seven Day.....	10 $\frac{1}{4}$	10 $\frac{1}{8}$
Lion.....	13 $\frac{1}{8}$	13 $\frac{1}{4}$
B. Fischer & Co.—		
Hotel Astor Coffee, 1-lb tins.....		.26
Thos. Martindale & Co.—		
Saludo, lbs.....		.20
“ 50-lb. tins.....		.19
“ barrels.....		.18
Viv, lbs.....		.16
“ 50-lb. tins.....		.15
“ barrels.....		.14
Ground or pulverized without extra charge.		
Lipton's—		
Special.....		.26
Perfection.....		.20
Packed in 30 and 60-lb. cases.		
German-American Coffee Co.—		
Triunfo, 24 2 lb. cans.....		.29
“ 48 1-lb. cans.....		.29 $\frac{1}{2}$
Trinidad, 60 or 100 1-lb. cartons.....		.26
“ (G-A) Blend, 20 3-lb. cans.....		.24
La Cruzada, 60 or 100 1-lb. cartons.....		.21 $\frac{1}{2}$
Iowa, 60 or 100 1 and 2-lb. cartons.....		.18 $\frac{1}{2}$
Tumbala, 60 or 100 1-lb. cartons.....		.16 $\frac{1}{2}$
Quezal (after-dinner), 12, 24 or 48 $\frac{1}{2}$ -lb. cans per $\frac{1}{2}$ lb.....		.35

**COFFEE ESSENCE AND
CHICORY.**

Pfeiffer & Diller's "Kosyr"—		
50 tins in box.....	per box	3.90
12 in tins box.....	per carton	.95
2-lb. tins.....	per doz.	5.75
George Floto's Sons—		Per gross
Coffee Essence, ½ gross improved cans.....		2.25
“ “ ½-gross cans, tin ends.....		2.70
“ “ ½-gross cans all tin.....		2.85
Vienna Coffee Essence, Manilla, ½ gross....		2.25
Package Chicory, 65-lb. cases.....	per lb.	.04½
Hummel's Essence, tin can, ½ gross, per gross		2.85
“ “ tin ends, “		2.70
“ “ improved “		2.15
Chicory, Selig's 65's.....		.05¾
“ English, ground, bags about 160 lbs...		.05¼
“ Franks's, stick, 65 lbs.....		.06½
“ Muller's, Columbus brand, 5 sticks		
to lb., 65 lbs.....		.04¾

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

—6—

BLUING—Dry.

	Per gross
Barlow's, small, 2 doz.....	2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Ball Blue, 1 oz., 3 doz.....	2.60
" " 2 oz., 3 doz.....	4.80
Reckitt's, sc. and roc. asst., 8 lbs.....	Per lb. .30

BLUING—Liquid.

	Per gross
Boyer's Bengal, 8 oz., $\frac{1}{4}$ gross.....	3.85
Army and Navy, No. 8, 3 doz.....	5.10
Crystal, No. 2, 3 doz.....	3.00
Jack Rose, No. 14, 3 doz.....	5.00
Troy, No. 32, bbls., 6 doz. barrel.....	5.50
French Laundry, large, $\frac{1}{2}$ gross in barrel.....	2.45

BUTTER.

Tub Butter—	Per lb.
Creamery, extra, 60-lb. tubs .....	.29
“ first, “ .....	.28
“ second, “ .....	.27
“ third, “ .....	.26
“ imitation, 30-60 lbs. ....	.25
5 and 10-lb. rolls, 60 and 100-lb. boxes .....	.30
Ladles, 30-60 lbs., bakers' use .....	.21
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs. ....	.34
B. B., E. D. brands, 20-50-lb. boxes .....	.33
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes .....	.32
Sheaf ("400") Elgin, 20-50-lb. boxes .....	.31
Sheaf .....	.27-
Milhen Farm, lbs. and ½ lbs. ....	.35
Gurnee, lbs. and ½ lbs. ....	.33
Belle Spring .....	.30

CANDLES.

P. & G., 8's, 30 lbs.....	Per lb.
" 16's, 30 lbs.....	.10%
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.11%
Searchlight, hotel, 16's, 30 lbs.....	.083%
Pearless, hotel, 16's, 30 lbs.....	.09%
Bright Light, 16's, 30 lbs..... per box	.10%
Werk's, 8's, 30 lbs.....	2.00
" 16's, 30 lbs.....	.11
" 16's, 30 lbs.....	.12

JARS AND JAR RUBBERS.

Glass Jars.....	Gross
Pints.....	4.15
Quarts.....	4.45
Half-gallons.....	7.25
Jelly Tumblers—	
Barrels, 22 doz.....	per doz. .17
(No charge for barrels.)	
Jar Tops—	
½ gross, no rubbers.....	per gross 1.70
Jar Rubbers—	
Lip, wide.....	per gross .85
Acme, wide, 1 doz. cartons, 5 gross box,	
“ medium, 1 doz. cartons.....	per gross .45
Reliable, white rubber, wide.....	per gross .40
“ “ medium.....	.26
Black, medium.....	per lb. .25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....per doz.	.25
“ Sage..... “	.25
“ Thyme..... “	.25
“ Savory..... “	.25
Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sag 1, ½ doz. Thyme, ½ doz. Savory.... per case	1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savory—	
⅛-lb. cartons, 1 doz.....per doz.	.40
¼-lb. “ “..... “	.75
½-lb. “ “..... “	1.25
¾-lb. screw cap bottles, 2 doz..... “	.90
1½-lb. square cans, 2 doz..... “	.85

—7—

CANNED GOODS.

	Per doz.
Tomatoes—	
Mrs. Hancock's, frying.....	1.20
DuBois', frying.....	1.15
Jersey King, No. 3, standard Jersey.....	.92½
“ 5-case lots.....	.90
Silver Lake, fancy Jersey.....	1.05
“ Jersey, No. 3.....	1.00
Peerless, extra fancy, No. 3.....	.97½
Plantation, No. 10, standard, ½ doz.....	2.30
Silver Lake, No. 10, 1 doz.....	2.75
Golden Rule, off standard.....	.80
Alta, No. 2, good.....	.62½
Favorite, No. 10, 1 doz.....	2.50
Brandywine Hill., extra fancy.....	1.10
Bull Dog, extra standard 2s.....	.62½
Mrs. Lippincott's, Frying.....	1.25
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake, fancy Jersey.....	1.00
Early Autumn, No. 2.....	.92½
Oxford, Maine packed.....	.87
String Beans—	
Extra fancy.....	1.50
Boyer's, 25.....	.57½
Acorn, 35.....	.85
“ No. 2.....	.57½
Safe, No. 2.....	.50
White Wax Beans—	
Boyer's, No. 2.....	.60
Acorn, No. 2.....	.57½
Brandywine Hills, No. 2.....	1.10
Winsom, N. Y., No. 10, 1 doz.....	3.60
Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
“ No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.87½
“ No. 2, sauce.....	.90
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37½
Van Camp's, No. 1, sauce, 4 doz.....	.87½
“ No. 2, sauce, 2 doz.....	1.32½
Moore & Brady, No. 3, plain.....	.85
“ No. 3, sauce.....	.90
“ No. 1, picnic size, plain.....	.42½
“ No. 1, picnic size, sauce.....	.47½
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97½
“ No. 3, tomato sauce.....	1.05
“ Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 2, sauce.....	.95
“ No. 2, plain.....	.90
Snider's, tomato sauce, No. 3, 2 doz.....	1.70
“ No. 2, 3 doz.....	1.32½
“ No. 1, 4 doz.....	.85
Sunnyside, sauce, No. 3, 2 doz.....	.87½
“ plain, No. 3, 3 doz.....	.87½
“ sauce, No. 1, 4 doz.....	.47½
Red Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77½
Red Jacket.....	.85
Martin Wagner's, No. 2, 2 doz.....	.72½
Corn—	
Paris, fancy Maine.....	1.20
American Beauty, extra fancy, Shoe Peg... ..	.85
Cream of Susquehanna.....	.95
Baker's, G. W., whole grain.....	.75
Shoe Peg, Susquehanna, No. 2.....	.85
“ Osborn's.....	.77½
Mark, crushed.....	.70
Rex, No. 2, fancy, whole grain.....	.67½
Vanity, No. 2, whole grain.....	.65
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
“ fine, 100 cans.....	11.75
“ medium, 100 cans.....	10.25
Boyer's, Midgets.....	1.55
“ Extra Sifted.....	1.25
“ Sifted.....	1.10
“ Early June.....	.95
Jumbo June.....	.90
B. B. F., Early June.....	1.00
Hermit brand, No. 2, soaked.....	.52½
Lotus, Sweet Wrinkle, No. 10.....	4.50
Brandywine Hills, Extra Sifted.....	1.50
Kent County, Sifted.....	.87½
Our Favorite, No. 2.....	.87½
Plantation Standard, Early June, No. 2.....	.82½
Pride of Delaware Standard, No. 2.....	.77½
Wyoming, extra fine, June, No. 2.....	1.25
Beets—	
Red Belle, N. Y., No. 3.....	1.05
Silver Lake, fancy, No. 3.....	.95
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.12½
Poland, No. 2, fancy Maine.....	1.05
Brandywine Hills, extra fancy.....	1.05
Spinach—	
Champion, No. 3.....	1.05
Shawnee, No. 3.....	1.00
Farren's, No. 3.....	.95
“ No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Pumpkin—	
Silver Lake, No. 3.....	.85
Catawba brand, extra fancy, N. Y. State, No. 3.....	.95
Andrews & Co., No. 2.....	.42½
Silver Lake, No. 10, 1 doz.....	2.35
Asparagus—	
Del Monte Mammoths.....	3.75
• Oak, large.....	3.20
Superior, large, No. 2½.....	3.25
Staple, medium, No. 2½.....	3.00
Swan, medium, No. 2½.....	2.90
Del Monte Tips, No. 1½.....	2.60
Extra Tips, No. 1½.....	2.55
El Dorado Tips, No. 1½.....	2.50
El Rio, medium, No. 2½, 2 doz.....	2.25

—8—

California Canned Fruit.

Apricots—	Per
Extra quality.....	3
Extra standard.....	2
Standard.....	2
Pears—	
Bartlett, extra quality, 2½s.....	2
“ extra standard, 2½s.....	2
“ standard, 2½s.....	2
Cherries—	
Extra quality, 2½s.....	2
Extra standard, 2½s.....	2
Standard, 2½s.....	2
Peaches—	
Goddess, No. 2½, ex. standard, lemon cling	2
Tioga, No. 2½, extra standard, lemon cling	1
Valley, No. 2½, standard, lemon cling.....	1
Agate, No. 2½, standard, lemon cling.....	1
Lake View, No. 2½, yellow, free.....	1
Oak, sliced, lemon cling, No. 1, 4 doz.....	1
Columbus, No. 2½, pie, peeled, yellow, free	1
“ No. 2½, pie, peeled, lemon, cling	1

Domestic Canned Fruit.

Apples—
Wayne Co., No. 10, 1 doz.....
Booth's, oval, No. 3.....
Blackberries—
Farren's, extra preserved, No. 2.....
Silver Lake, syrup, No. 2.....
Nigger Head, No. 2.....
Spring Garden, No. 2.....
Blueberries—
Loggies, No. 2.....
 No. 10.....
Cherries—
Silver Lake, pitted, No. 2.....
Flour City, white, No. 2.....
Peaches—
Maryland Leader, yellow, No. 3.....
 " white.....
P. & B., yellow, No. 3.....
Pears—
Silver Lake, No. 3.....
Fowling Creek, good, No. 3.....
Ayres Good, No. 3.....
Raspberries—
Red Farmside, extra preserved, No. 2.....
Pride of Rochester, fancy, preserved, No. 2.....
Rhubarb—
Silver Lake, No. 3, 2 doz.....
Silver Lake, No. 10, 1 doz.....
Strawberries—
Anchor, No. 2.....
Jumbo, No. 1, 4 doz.....
Silver Lake, No. 2.....
Defence, No. 2.....
Pineapple—
Acorn, E. & C., No. 2.....
General, E. & C., sliced, No. 2.....
Indian River, E. & C., No. 2.....
Terrapin, E. & C., sliced, No. 2.....
Orange Grove, E. & C., No. 2.....
Singapore Chunks, No. 1½, 4 doz.....
Wallace, E. & C., sliced, No. 2.....
Singapore, cubes, No. 1½, 4 doz.....
Wagner's, No. 1, cocktail, 2 doz.....
P. & B., grated, No. 3.....
James, No. 3, pie, grated.....
Singapore, cubes, No. 1, 4 doz.....
The Paul Taylor Brown Co's
Singapore Pineapple, extra preserved—
Chop Tan Hin, ⅞ lb., cubes.....
 " ⅞ lb., sliced.....
 " 1½ lb., cubes.....
 " 1½ lb., chunks.....
 " 1¾ lb., spiral sliced.....
 " 1¾ lb., smooth sliced.....

**Canned Crabs, Clams, Lobsters,
Shrimps, Mackerel, Kippereds
Herring and Oysters.**

Crabs—
Devised, No. 1, 4 doz.....
 " No. 2, 2 doz.....

Clams—
Gold Label, No. 1, 4 doz.....
Star, No. 1, 4 doz.....

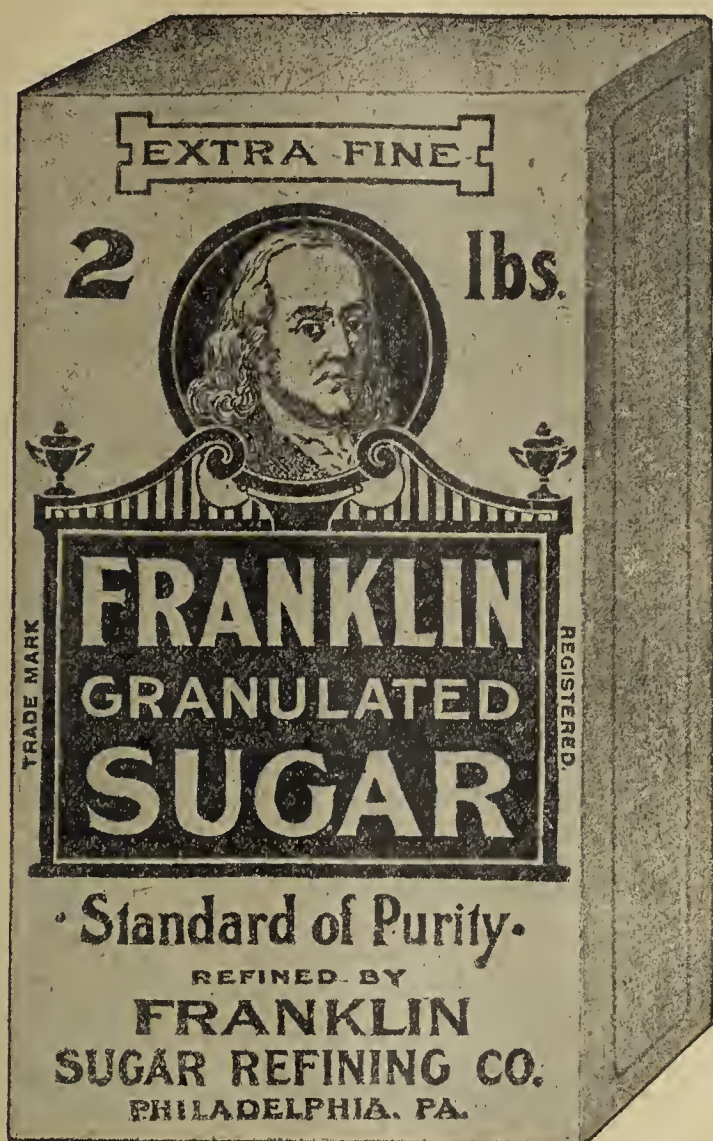
Loibster—
B. & M., No. 1, flat, 4 doz.....
 " No. ½, flat, 4 doz.....
 " No. 1, tall, 2 doz.....
 " No. ¾, flat, 4 doz.....
Star brand, No. ¼, flat, 4 doz.....
 " No. 1, tall, 4 doz.....
 " No. ½, flat, 4 doz.....

Shrimps—
Peerless brand (Barataria), new, pickled,
 No. 1, 2 doz.....
Cotton Bale, pickled, No. 1, 2 doz.....

Mackerel—
Pickert's, soured, No. 1, 4 doz.....
 " " No. 2, 2 doz.....
 " " No. 3, 2 doz.....
Underwood, soured, No. 1, 50 cans.....
 " " No. 1, 4 doz.....

Oysters—
Boyer's, No. 1, 2 doz.....
 " " No. 2, 2 doz.....
M. & B., No. 1, 2 doz.....
Stewart's, No. 2, 2 doz.....
 " " No. 1, 2 doz.....
Victory, No. 1, 2 doz.....

Kipperd Herring—
Maconache's, 2 doz., plain.....
Gold Label, No. 1, spiced, 4 doz.....



THEY'D RATHER BUY AND YOU'D RATHER SELL

There is not a retail grocer, small or large, credit or cash, but who would find it more satisfactory to sell sugar in **Franklin Cartons** than in bulk.

Neither is there one—except very, very rarely—but whose customers would rather buy in **Franklin Cartons** than in bulk.

To the dealer **Franklin Cartons** bring less work and better profit, to the housewife they bring greater cleanliness and better sanitation.

There is no flaw in the **Franklin Carton Sugar** proposition.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia



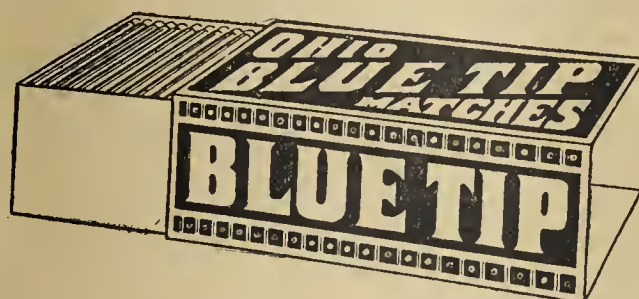
The Lindsley Delivery Car

eats only while it's working; its illnesses can always be cured in a few minutes; it can work all day and all night and during that time can do the work of three teams.

The ordinary delivery team is so far behind in the comparison that it's hardly a comparison at all. The Lindsley Car will carry 1500 pounds over thirty miles of rough road on one gallon of gasoline. In all sorts of ways we will prove this if you'll give us a chance.

J. V. LINDSLEY & CO.

Suite 1112 Monadnock Building, Chicago



81% Profit

DOES THIS TEMPT YOU TO HANDLE THE OHIO BLUE TIP SAFETY MATCHES?

An independent safety, double tip match, that is just about twice as reliable as the best other match made.

A good profit on a good thing—isn't that the ideal mercantile proposition? Alljobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street



It's a Hard Job, but We've Done It

You know how hard it is to please all your customers with coffee. It is natural for you to find it harder than we do, because you have a lot of things to do and we do nothing else. Private Estate Coffee is the result of many years' experimenting to please the popular taste, and it does it so well that we don't know of a grocer who has induced a customer to try it who isn't still using it. This is one important reason for your making a leader of it, and another is that we share our profits with you by giving you Universal Coupons with every case.

F. A. CAUCHOIS & CO.

THE FULTON MILLS

33-34 Fulton Street, New York

Philadelphia Branch, 139 S. Front Street

ZIPP'S Flavoring Extracts

Branded "U. S. P."

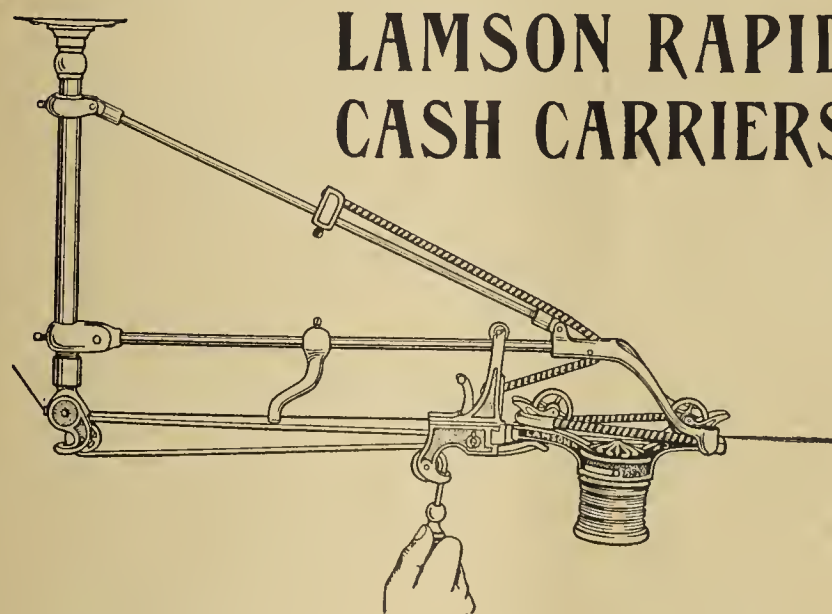
Vanilla		Ginger
Lemon	Wintergreen	Orange
Almond	Peppermint	Rose

are guaranteed under the National Pure Food Act to be ABSOLUTELY PURE EXTRACTS FROM CHOICE NATURAL FRUITS.

Recommend them to your best trade for your own protection. No other dealer can offer them any better extracts . . .

Flavoring Power Unequalled

THE ZIPP MANUFACTURING COMPANY
CLEVELAND, OHIO



These Carriers will

*Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.*

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Building

District Offices
in all
Principal Cities

Boston Office
161 Devonshire Street

The Wise Dealer is Always Looking
for Articles Like

A M M O

(DRY AMMONIA)

because he knows it pays to show customers a good thing. **Ammo** is a dry, odorless powder until it comes in contact with water, then it turns into ammonia.

*One 10 cent. can equals three pints of
best liquid ammonia*

Never loses its strength or evaporates like liquid ammonia. Put up in handy sifter-top cans, no bottles to break and lose your profit. Used from cellar to garret, from Monday to Saturday. Strong, steady seller. We are telling your customers about it and pushing it. Why don't you? Your jobber can supply you.

THE FRANK C. EBY CO.

213-215 E. Atwater Street
DETROIT, MICH.

**WE
NEED
YOU**

We know we can *make* the best Macaroni, Spaghetti, Noodles and Pastels in the world, but we know we need your help to *sell* them. We know you can work with us or against us and swing your trade either way.

So we make it to your interest to recommend our goods—not only because they will build you a good trade but also because our terms to you are the best.

Besides the regular profit every case has additional value for you in Universal Coupons. You can exchange them for hundreds of useful articles.

The

Freihof

Vienna Baking
Company

Philadelphia, Penna.

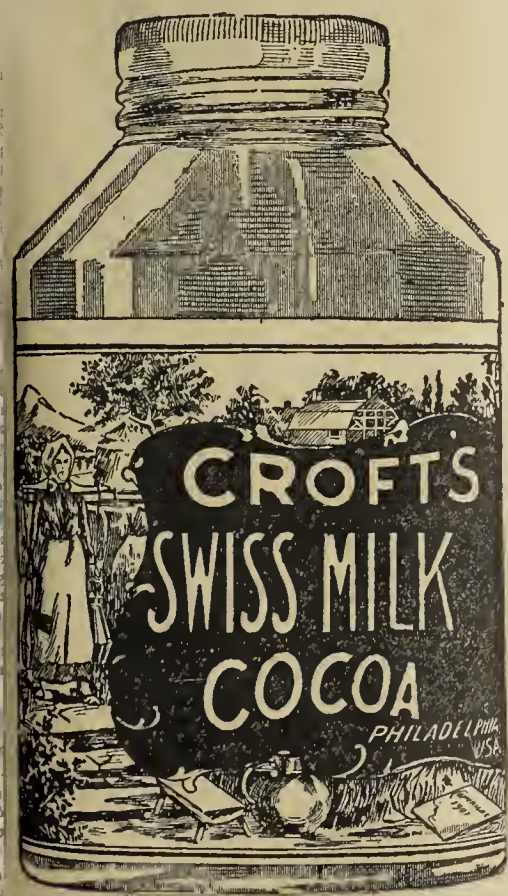
**WHERE *the*
GLASS JAR
COMES IN**

The glass jar in which Croft's Swiss Milk Cocoa—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, Croft's Swiss Milk Cocoa will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.



WASHBURN-CROSBY CO'S

**Gold
Medal
Flour**



Now Sold by Philadelphia Jobbers

**IN
FIVE POUND SACKS**

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.60
Gold Medal	6.45
Millbourne	6.25
On Top	6.50
Ceresota	6.50
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	4.80
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	3.00
Purina, 36 packages	2.10
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

Corn Meal—	Per bag.
White, granulated, 100 lbs.	2.45
Yellow, granulated, 100 lbs.	2.45
" table, 100 lbs.	2.35
Western, yellow, granulated, 100 lbs.	2.10
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 is.	per case 1.50
Schumacker's, 24 packages	1.20
Beans—	Per bushel.
California Lima, about 80 lbs.	per lb. .05 1/2
Marrows, fancy, N. Y. State, grain bags	2.50
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.50
Pea, fancy, grain bags	2.40
" Michigan, grain bags	2.45
Red Kidneys	2.10
Peas—	
Green	2.40
Scotch	2.60
Split, yellow	2.20
" green	
Lentils—	Per lb.
ooooo, 110-lb. bags	.04 1/2
Less quantity	.05 1/2
Shaker Corn—	
Fancy, barrels	.05 1/2
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacher's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100-lb. bags	
" Grits, 100-lb. bags	
Barley—	
OO	.05 1/2
No. 3, 100 lb. bags	2.75
Noodles—	Per case.
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B.	per bbl.
B, 100-lb. kegs	per keg 4.00
Oaten Goods—	Per case.
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.00
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62 1/2
" 36 packages	3.25
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg
Standard, 180 lb. bbls.	
" 90-lb. bags	
Sago—	
Fine, bags about 160 lbs.	.03 3/4
50-lb. lots	.04 1/2
Admiral, pearl, 24s	.07 1/4
Tapioca—	
Instantaneous, 50 is.	.08 1/2
Colburn's Hasty, 36 packages	.06 3/4
Minute, 1/4 gross	per box 2.85
Flake, about 125 lbs.	per lb. .04 1/4
" less quantity	.04 3/4
Pearl, 150 lb.	.03 1/2
" less quantity	.04

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.85
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	
Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	
Wheatena, 36 packages	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.25

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57 1/2
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87 1/2
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87 1/2
Jell-O Ice Cream Powder, 2 doz.	.97 1/2
Jellycon, 1 doz.	.87 1/2
" assorted flavors, 3 1/2 doz.	.87 1/2
Chalmer's, shredded	.95
" granulated	1.00
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Imperial Wine Jelly	.95
Gelatine, McKinley's	per gross 11.00
Wetmore's, double refined, 36 10-c. packages	.85
Pudding, assorted, 2 doz.	2.70
D-Zerta Jelly, assorted, 2 doz.	1.65
	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 pkgs.	.05 3/4
" Elbows, square, 25 pkgs.	.05 3/4
" Macaroni, long, 25 pkgs.	.05 3/4
" square, 25 pkgs.	.06 1/2
" Spaghetti, long, 25 pkgs.	.05 3/4
" Vermicelli, square, 25 pkgs.	.05 3/4
" Macaroni, bulk, 25 pkgs.	.05 1/4

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starb.	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1 1/2 to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" No. 4	" 5.40
" No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

Sherer's Eclipse Counters—			
No.	Length.	No. of Drawers	Each.
6½.....	3 feet, 8 inches.....	9.....	15.00
8½.....	4 feet, 10 inches.....	12.....	20.00
10½.....	6 feet,	15.....	25.00
12½.....	7 feet, 3 inches.....	18.....	28.00
14½.....	8 feet, 6 inches.....	21.....	31.00
16½.....	9 feet, 8 inches.....	24.....	35.00
18½.....	10 feet, 10 inches.....	27.....	40.00
20½.....	12 feet,	30.....	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.	
Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.65
Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10 1/2
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	270-290				
Ex. Norway, No. 3	325-375	22.00	11.60	6.00	1.35
Ex. Norway, No. 4	410-460	17.00	9.10	4.75	1.10
Ex. Bloaters, XXX	90-95				
Ex. Bloaters, XX	100-110	30.00	15.60	8.00	1.75
Ex. Shore, No. 1					
Med. Shore, No. 1	170-190	17.00	9.10	4.75	1.10
Large Shore, No. 1	110-130				
Extra Irish, No. 2	325-375	17.00	9.10	4.75	1.10
Medium Irish, No. 2	375-450	16.00	8.60	4.50	1.05
Small Irish, No. 2	475-525	15.00	8.10	4.25	1.00
New Medium Shore	160-180				
New Large Shore	110-130				
Large, No. 2	210-220	16.00	8.60	4.50	1.05

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1	7.00	4.10			
Lab. Split, Lg. No. 2	6.00	3.60			
Shore, Round, Large					
Shore, Round, Med					
Ocean Whitefish	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middles, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 3s, wood boxes	.15 1/2
12 2s, "	.15 1/2
24 1s, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 "	1.65
Strips, 40 size, boxes	.10
" 20 "	.10 1/4
Middles, 40 size, boxes	.12
" 20 "	.12 1/4

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08 1/2

Star Brand Boneless Herring.

Beardsley—	
Tins, keyed, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.50
Screw Top Jars, 2 doz. in case	.90

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04 1/2
In original cases, 450 lbs., 1/4 c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	" .27
Cromarty Bloaters, 50s.	per box
" 100s.	"

Swift & Co.—	Per case.
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.06 3/4
" 5 and 10-lb. lots	.06 3/4
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	
Fair N. Y. State, 50-lb. boxes	.07 1/2

-20-

Apricots—	
Extra Choice Royals, 25 lbs., new	.09
Choice Royals, 25 lbs., new	.08
Oak Brand, fancy	.12
Cherries—	
California, unpitted, Black, 25 lbs.	
California, pitted, Black, 25 lbs.	.15
Currents—	
Gold Medal, recleaned, 36 1s.	.07
Gold Medal, loose, 25 lbs.	.07
Private Growth, extra, cleaned, 36 lbs.	.07
" cleaned, 30 lbs. bulk	.07
Peaches—	
Fancy Muirs, 50 lbs.	.10
Extra Choice Muirs, 50 lbs.	.10
Choice Muirs, 50 lbs.	.08
Extra Choice, Yellow, 25 lbs.	.08
Choice Yellow, 25 lbs.	.08
Pears—	
Choice California, Bartlett, 25 lbs.	.10
Prunes—	
Boxes.	Extra Fancy Cal. Stand. Fam. Oreg.
20- 30, 25 lbs...	
30- 40, 25 " "	.08 3/4 .08 1/2
40- 50, 25 " "	.07 3/4 .07 1/2
50- 60, 25 " "	.07 1/4 .06 3/4
60- 70, 25 " "	.07 .06 3/4
70- 80, 25 " "	.06 3/4 .06 1/2
80- 90, 50 " "	.05 1/2
90-100, 25 " "	
100-120, 50 " "	.04 1/2
Raisins—	
Muscatsels, 4 crown, 50 lb.	
" 3 " 50 lb.	
" 2 " 50 lb.	
Cal. Thompson Seedless, 50 lbs.	.08
Cal. Cleaned Sultanas, 50 lbs.	.08
Cal. Sultanas, 50 lbs.	.08
Cal. Seedless Muscatsels, 50 lbs.	.08
Gilbert's, Laver, Valencias, 28 lbs.	.08
Raisins, Seeded—	
G. & S. fancy, 36 1s.	.08
Gold Ribbon, fancy, 36 1s.	.08
Owl, fancy, 36 1s.	.08
Harvest, choice, 36 1s.	.08
Citron, fancy, boxes, 10 lbs.	.10
" fancy, 25 lbs.	.10
Lemon Peel, fancy, boxes, 10 lbs., net	.10
Orange Peel, fancy, boxes, 10 lbs., net	.10

CEREAL COFFEE.

Postum Cereal—	Per d.
15-cent size, 2 doz.	1.30
25- " 1 " "	2.20
15- and 25-cent size, assorted	2.50
Ralston Health Cereal, 36 packages	3.50

HORSERADISH.

Tumblers, 10-c. size, 2 doz.	per doz. .7
Tumblers, 5-c. size, 2 doz.	" .4
Tumblers, 10-c., Lord's Prayer, 2 doz.	" .8
Tumblers, imt. cut glass, 10-c., 2 doz.	" .8

INK.

Arnold's, black, 32	per bottle .4
Continental, red, 1 doz.	.30
" black, 3 doz.	.2
Royal, black, 3 doz.	.2
Superior, black, 3 doz	.2
Stafford, Commercial, 32	per bottle .5

LAMP GOODS.

	Per case of 6 doz.
Lamp Chimneys—	No. o. No. 1. No. 2.
Macbeth Pearl Top	3.90 4.10 4.80
Acme, Victor Top	3.60 4.20 4.80
Pure Flint, Lustre Top	3.00 3.60 4.20
Crystal, Crimp Top	2.10 2.70 3.30
No. o. Tubular Lantern Globes	5 doz. 2.7
Cold Blast	5 doz. 3.2
Jumbo Chimneys, plain	per doz. .75
" dec., 107	" .90
Banner Burners	No. o. No. 1. No. 2.
	.45 .55 .7
No charge for packages.	
Oil Cans—	Per d.
1-gal., glass	2.20
1-gal., galvanized, Pearl	1.90
5-gal., Leamox, spout	6.0

We Want You to Sell This



There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them ONCE they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.

76 Wabash Avenue

Chicago, Illinois

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company

QUINCY

CHICAGO

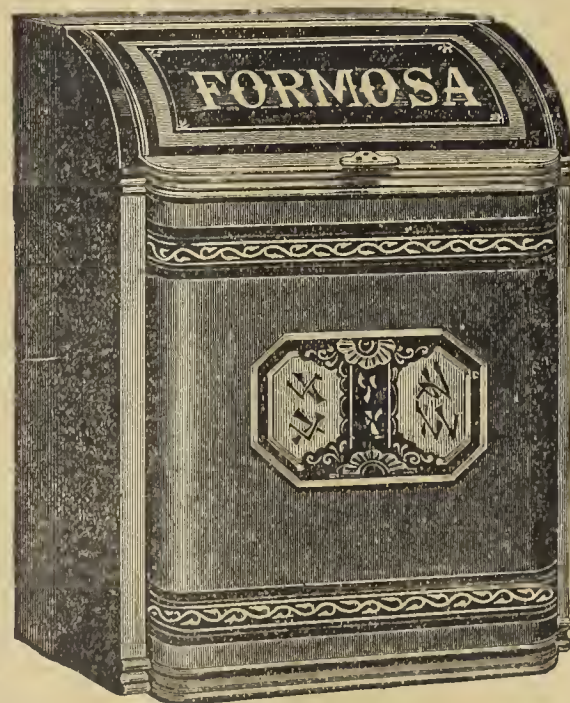
BUFFALO



TEA, COFFEE and SPICE CANISTERS, BINS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. **Base Delivery Canisters** with revolving doors are the best.

We import Chinese Scenery Paper for Tea-store Decoration



**TROEMNER'S SCALES and the
"Star" Coffee Mills, Electric Coffee Mills**

WRITE FOR CATALOGUE

MORGAN & CORNELL

211 DUANE ST.
NEW YORK

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.10
Lewis', 4 doz.....	3.25
Red Seal, 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
100s, 1 gross.....	1.00
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
Parlor, 500s, 1 gross.....	4.25
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
100s, 5 gross.....	.90
500s.....	4.20
Vulcan Safety—	
65s, No. 2.....	.50
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazeppa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s, extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¾
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.10
" 18, 37 and 68-lb. buckets.....	.10½
" 6 10-lb. buckets.....	6.85
" 6 5-lb. buckets.....	3.95
" 6 5-lb. glass jars.....	4.50
" XXX, 18, 37 and 68-lb. buckets, per lb.....	.14
" " 6 5-lb. glass jars, per case.....	5.10

	Per case.
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....	11.00
Condensed, 6½ doz. in case.....	11.00
Keystone.....	
Bbls., ½s and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.08
18 and 37-lb. kanakins.....	.08½
10-lb. kanakins, 6 to crate.....	10.95
5-lb. " 6 to crate.....	6.10
5-lb. glass jars, 6 to crate.....	6.45
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., kegs and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.07
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.05¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¾

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" " ½ pints.....	2.20
" Extra, quarts.....	5.40
" " pints.....	4.00
" " ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farces.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per case.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" " ½ pints, 2 doz.....	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" " 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscano, J. L. Neff & Co., Agents—	
24 ½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	

	Per case.
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 1 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-gal. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	

	Per case.
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints, 2 doz.....	4.75

	Per case.
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	2.10
10 ½ gal. tins.....	2.20
20 ¼ gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	.03
Roll—	
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¾
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Embossed'd Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union, Self-opening Square.	Union Bear Auto-matic, Self-opening Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peer-less Satchel Bot.
¼.....	.43	.41	.35	.31	.29	
½.....	.52	.50	.43	.37	.32	
1.....	.78	.71	.67	.55	.49	
2.....	.88	.85	.71	.61	.53	
3.....	1.09	1.04	.89	.75	.65	
4.....	1.26	1.19	1.05	.87	.77	
5.....	1.47	1.38	1.21	1.07	.91	
6.....	1.95	1.72	1.64	1.41	1.23	
8.....	2.29	2.08	1.99	1.68	1.49	
10.....		2.39	2.16	1.83	1.65	
12.....		2.75	2.56			
14.....	3.97	3.56	3.20			
16.....	4.41	3.81	3.68			
20.....	4.79	4.32	4.17			
25.....		4.80	4.59			

Price per 1,000 and not less than 500 lots.
Plain flour sacks, 12½-lb.....per M. 4.00
" 25-lb....." 5.75
" 50-lb....." 11.25

PICKLED MEATS AND FISH.

	Per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" " quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....	2.50
Tripe, 10-lb. pails.....	.90
" 5-gal. kegs.....	2.00
Pigs' Feet, 10-lb. pails.....	1.00
" 5-gal. kegs.....	2.25
Pickled Beef Salad, in glass.....	1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....	.75
" 5-lb. pails.....	.50
" 10-lb. pails.....	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case.
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.00
100 10-oz. ".....	3.90
24 20-oz. ".....	2.00
48 20-oz. ".....	3.90
I-X-L, 40 1s, White Rice.....	2.65

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

	Per bbl.
45 gal., 1200s.....	8.75
45 gal., 1000s.....	8.50
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....	3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	1.00
Williams Bros.—	
No. 8, Sour Gherkins, 2 doz.....	.85
No. 8, Sweet Gherkins, 2 doz.....	.87½
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—	2 doz.	1 doz.	1 doz.	½ doz.
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.				
½ pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.20				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gals.				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

	Per gal.
Duffy's—	
Pure Apple, extra old, bbls.....	.16
" 40 grain, bbls.....	.15
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.16
White Wine, 90 degrees.....	.20
Crown brand, pure cider, quarts.....	.90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" " extra strength.....	.15
Crosse & Blackwell's.....	2.00

PROVISIONS.

	Per lb.
Hams, skinback, 18-20 lbs.....	.14½
" 14-16 lbs.....	.12½
" 10-12 lbs.....	.13
Picnics, 6-8 lbs.....	.08½
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets, city smoked.....	
" tenders and knuckles.....	
" flats.....	
" air dried, sets.....	
" tenders and knuckles.....	.24
Jersey Pork, butt.....	18.00
" family.....	20.50
Breakfast Bacon, rib in.....	.13
" boneless.....	.14½
S. P. Bellies, 14-15 lbs.....	.12½
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.21
Beef Tongues, smoked, 5-6 lbs.....	9.00
Cooked Compressed Ham, 25-lb. boxes.....	
Covered Hams, ¼-cent extra; Covered Shoulders	
Picnics and Bacon, ½-cent extra.....	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	.14½
" " 12 to 14 lbs.....	.14½
" " 14 to 16 lbs.....	.14½
" skinbacks.....	.15
Shield Hams, 10 lb. average.....	.13½
" 12 ".....	.13
" 14 ".....	.13
" 16 ".....	.13
" 18 ".....	.13
" skinbacks.....	.14
Picnic Hams, 5 to 6 lbs.....	.08½
" 6 to 8 lbs.....	.08½
Star Smoked Ox Tongues, long cut.....	.14½
" short cut.....	.17
Beef Bologna.....	.08
Shield Parafined Bologna.....	.08
Berliner Ham.....	.09½
New Orleans Luncheon Meat.....	.10
Star Cooked Ox Tongue.....	.30
John Bower & Co.—	
Honey-cure brand Hams, skinback.....	.15
" " large.....	.15
" " medium.....	.15
" " small.....	.15
" Breakfast Bacon.....	.14
" boneless.....	.16
Beef, air-dried, regular sets.....	.20
" insides and knuckles.....	.22
Ham Bologna.....	.10
Beef Bologna.....	.10
Boiled Hams.....	.24
Beef Tongues.....	8.00 10.00
Swift & Co.—	
Premium brand Hams, 8 to 10 lbs.....	.14
" " 12 lb.....	.14
" " 14 to 16 lbs.....	.14
" " 16 lb.....	.14
" " 18 lb.....	.14
" " skinned, 18-20 lbs.....	.15
" " boiled, skinned, fatless.....	.26
" Bacon.....	.22
" Dried Beef, insides.....	.26
" Beef Tongues, short cut.....	.

CURRENTS

Pay 40 to 75
Per Cent. Profit

other articles that only pay 5 or 10 per cent. profit.

Contain 75 Per
Cent. Food Value

as meats rise in price.

Are Used in 50
Different Recipes

and will use them more freely if you suggest them,
as often as you do some less profitable articles.

"Freshen up and push
CURRENTS"

Nothing but teas, coffees and
spices are as good money makers
for the grocer who often pushes

They are twice as nourishing
as lean beef and their use as
a food is rapidly increasing

Women make pies, cakes,
puddings and desserts of all
kinds out of **CURRENTS**

Even Cooked the Old Way

Even cooked by the old way,
which always overcooked the
edges or undercooked the centre,
Onarga Country Gentleman
corn is a mighty fine piece of
goods, and we will put it beside
any corn on the market. It is
the finest Country Gentleman
seed, and there is nothing any-
where better than that.

When you cook this corn in
the new automatic cooker, that
cooks every grain alike, and all
just right, you have a brand of
corn to push, to demonstrate, to
window display, to be proud of.

Look into it.

IROQUOIS CANNING CO.
ONARGA, ILLINOIS



JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia

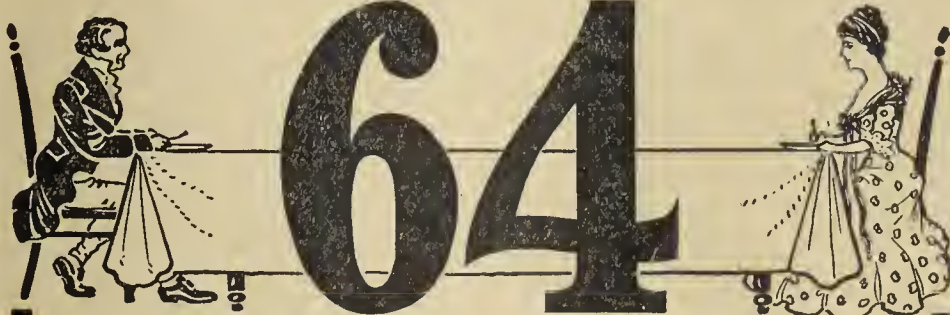


CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. LARD a Specialty

BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



YEARS AGO

We Used NO Adulterants
or Chemical Preservatives
in Making

**ATMORE'S
MINCE MEAT**

We Make it Just the Same To-day.
Remember "It IS Pure"

ATMORE & SON - Philadelphia

-25-

Western Dressed Beef—	
Choice, native cattle	.08 -1.10
Common to fair	.06 -1.08
City Dressed Veal—	
Prime	-1.12
Good to choice	-1.10
Dressed Hogs—	
Pigs	.09 1/4 -1.10
Hogs, heavy	.09 1/4 -1.10
180 lbs.	.09 1/4 -1.10
160 lbs.	.09 1/4 -1.10
140 lbs.	.09 1/4 -1.10
Dressed Sheep and Lambs—	
Lamb, western, good	-1.09
" " culls	-1.08
Sheep, choice	-1.08
" " medium	-1.07

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.70 - .80
Cow Tongues	.50 - .70
Calf Heads, scalded	.50 - .75
Sweetbreads, veal	.60 - .90
" " beef	-1.00
Calf Livers	.20 - .25
Beef Kidneys	-1.00
Beef Livers	-1.06
Ox Tails	.50 - .65
Hearts, beef	.03 - .05
Rolls, beef	-1.14
Tenderloin, beef, western	-1.20
Fresh Pork, loins, city	-1.10
" " western	-1.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.	
Turkeys—	Per lb.
Western, young hens, 8 to 10 lbs.	.24 - .27
" " young toms, 15 to 17 lbs.	.24 - .27
Old hens and toms	.23 - .25
Common to good	.20 - .23
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 - .25
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair	.22 - .25
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy	.22 - .25
Western, 4 to 4 1/2 lbs. to pair, fancy	.18 - .20
" " 3 to 3 1/2 lbs. to pair, fancy	.18 - .20
" " fair to good	.15 - .16
Fowls—	
Western, fancy	.15 1/2 - .16 1/2
Heavy Roasters, 4 to 5 lbs.	.18 - .20
Fair to good	.16 - .18
Old cocks	.10 - .11
Western capons, fancy	
" " small	
Squabs—	Per doz.
Prime, large, fancy	3.00-3.50
Mixed	2.50-3.00
Dark	1.25-1.50

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.	Per lb. .15 - .16
Large Springers	.15 - .16
Fowls	.14 - .15
Roosters	.10 - .10 1/2
Ducks	.11 - .13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or No. 1, 2 doz.	per doz. .85
" " 1 doz.	" .85
Large, or No. 2, 1 doz.	" 1.40
1-lb. cans, 1 doz.	per case 4.00
2-lb. cans, 1/2 doz.	" 3.75
3-lb. cans, 1/2 doz.	" 5.40
5-lb. cans, 1/2 doz.	" 8.70

SAUER KRAUT.

Extra quality, 50-gal. tierces	8.00
" " 15-gal. kegs	2.75
Victory, extra fancy, No. 3, 2 doz.	per doz. .82 1/2
Spring Garden, fancy, No. 3, 2 doz.	" .80
Compass, No. 3, cans, 2 doz.	per doz. .67 1/2
Casks, 50 gals., long cut	6.75
Bbls., 30 gals., long cut	5.65

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, 1/2 lb.	.95
Round conical, with key, No. 1, 1 doz.	2.35
" " No. 2, 1 doz.	4.20
" " No. 3, 1/2 doz.	6.30
" " No. 4, 1/2 doz.	8.15
P. P. Sauce, No. 1, 2 doz.	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.	2.00
No. 1, cans, 1 doz.	2.25
No. 2, cans, 1 doz.	4.00
No. 3, cans, 1/2 doz.	3.25
No. 4, cans, 1/2 doz.	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars	.97 1/2
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.83
National, No. 10, tumblers	.72 1/2
" " No. 6, tumblers	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13 1/2
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06 1/4
" " 4 1/2-lb. toy pails, 1/2 doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
" " Southwark, No. 3, tins	1.00
" " No. 5, toy pails	2.70
" " 30-lb. pails	per pail 1.08
" " 20 lb. crocks	per lb. .07 3/4
" " Schimmel's, 30-lb. pails	" .06
Prune, 30-lb. pails	" .07 1/4
Peach, 30 lb. pails	" .07
Jams—	
Schimmel's, pure, jars, 2 doz.	1.70
Southwark, assorted, jars, 2 doz.	.93
Orange Marmalade—	
Hartley's, imported	1.80
Schimmel's, pure	1.65
Warrock's Guava Jelly—	
1-lb. tumblers	4.00
1/2-lb. " "	2.25
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, jars	4.60
Raspberries, jars	4.60
Apricots, peeled, jars	4.85
Pineapple, jars	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.	
	5c. sz. 10c. sz. 25c. sz.
Essence Peppermint	.85 1.95
Castor Oil	.45 .85 1.95
Sweet Oil	.40 .85 1.95
Spirits Nitre	.45 .85 1.95
Spirits Camphor	.85 1.95
Spirits Painters' Commercial	.45 .85 1.95
Paregoric	.45 .85 1.95
Glycerine	.45 .85 1.95
Syrup Squills	.45 .85 1.95
Syrup Rhubarb	.45 .85 1.95
Syrup Ipecac	.45 .85 1.95
Turlington Balsam	.45 .85 1.95
Golden Tincture	.45 .85 1.95
Tincture Arnica	.45 .85 1.95
Balsam de Malta	.45 .85 1.95
Bateman Drops, rd bots	.45 .85 1.95
Godfrey's Cordial, rd bots	.45 .85 1.95
Turpentine	.45 .85 1.95
Machine Oil	.45 .85
Laudanum, 15c. size	per doz. 1.20
" " 25c. size	" 1.90
5 per cent. discount in gross lots assorted.	
Alum	per lb. .03
Beef Capsules, Anker's	3.00
Borax, powdered, bulk	per lb. .07
" " lump, bulk	" .06
" " 20 Mule-Team, pure, 24 1 lb.	per case 2.40
" " 48 1/2 lb.	2.60
" " 96 1/4 lb.	2.80
Butter Color, W. & R.	per doz. 2.00
Bull's Cough Syrup	" 1.90
Bluestone, bulk	per lb. .06
Copperas	" .01
Camphor, gum, 1-oz. blocks	" .60
" " flakes, 250-lb. bbls.	" .02 3/4
" " less quantity	" .03 1/4
" " Tar Balls, 250-lb. bbls.	" .02 3/4
" " less quantity	" .03
Castoria, Fletcher's	per doz. 2.80
" " Pitcher's	" .85
Carbonate of Ammonia	per lb. .11
Epsom Salts	" .01 1/2
Glauber Salts	" .01 1/2
Glue, ordinary	" .09 1/2
" " white	" .20
Gum Arabic	" .50
Haarlem Oil	per doz. .35
Husband's Magnesia	" 2.85
Jamaica Ginger, Hires', flasks	" .90
Licorice, P. & S., 5c. stick, imported	" .36
" " M. & R., 5-lb. boxes	per lb. .23
" " lozenges, 5-lb. boxes	" .27
" " 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	" .24
" " root	" .11
Putty, 25-lb. cans	per 100 lbs. 1.60
" " 50-lb. cans	" 1.55
Petroleum Jelly, screw top, 5c. size	per doz. .35
" " 10c. size	" .75
Paris Green, 100-125-lb. kegs	per lb. .24 1/2
" " 1/4-lb. packages	" .29
" " 1/2-lb. packages	" .28
" " 1-lb. packages	" .27
Rosin	" .03 1/2
Roach Powder, Omega, 4-oz. cans	per gross 9.00
Roachsalt, 10c. size	per doz. .80
Saltpetre, crystal, about 350-lb. bbls.	per lb. .06 3/4
" " granulated, about 100-lb. kegs	" .06 3/4
Sulphur, flour, 175-lb. bbls.	per 100 lbs. 2.55
" " 100-lb. bags	2.35
" " less quantity	per lb. .03 1/2
Venetian Red	" .01
Whiting	" .02

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size	1.75
Herb Bitters, 25c. size	1.75
Oil Liniment, 25c. size	1.75
Sarsaparilla, 50c. size	3.50
Worm Syrup, 15c. size	1.20
Horse and Cattle Powder, 15c. size	1.20
Dyspepsia Tablets, 10c. size	.75
Iron Glue, McCormick & Co.—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.75
Triangular Quinine	.80
Quinine Capsules	.75
W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
" " Jr., (Mankind)	9.00
Taroleum, small cans	6.00
" " large cans	16.00
Young's Kidney and Nerve Powders	2.00
" " Fattening and Condition Drops	4.00
" " Colic and Indigestion Cure	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz. 4.15
Bath Brick, box 25 bricks	per box .60
Sealing Wax	per box .03
Silver Sand	per bbl. 1.25
Tar, pints	per doz. .75
" " quarts	per doz. 1.00
" " gallons	each .30
" " 1/2 bbls.	" 3.50
" " bbls.	" 6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case 3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.90
" " 25c. size	2.00
" " 35c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet, 10c. size	.85
" " 15c. size	1.75
" " 25c. size	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla	.45
No. 2, Vanilla and Rose	.90
No. 2, Lemon and assorted	.85
No. 4, " "	2.00
No. 4, Vanilla	2.25
Assorted cases, Nos. 1 and 2	10.80
" " Nos. 1, 2 and 4	11.80
Bulk.	pts. qts. 1/2 gals. gals.
XXX Vanilla	1.50 3.00 6.00 12.00
XX Vanilla	1.25 2.50 5.00 10.00
X Vanilla	1.00 2.00 4.00 8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00 1.60 3.00 6.00
Peach, Rose, Apricot, Violet	1.50 2.75 5.50 10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25 2.25 4.00 7.50
Tea	per doz. 7.00
Kitchen Queen—	Per doz.
Extract Vanilla, No. 25	2.00
" " No. 2X	.80
" " No. X	.45
Extract Lemon, No. 25	1.75
" " No. 2X	.80
" " No. X	.45
Ingersoll's Flavoring Extracts—	
High Grade Vanilla	1.75
" " Lemon	1.75
Select Vanilla	.85
" " Lemon	.85
" " assorted	.85
" " small size	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz. 1.10
" " Rennet Tablets, 3 doz.	.75
Shinn & Kirk's Liquid Rennet	1.50
Hanson's Junket Tablets, 3 doz.	.73
Union Tablets, 3 doz.	.45

CIDER.

Corson's—	Per gal.
Barrels	.14
1/2 barrels	.16
Kegs	.19
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50
" " 2 doz. pts.	4.00
Anchor brand Golden Russet, 1 doz. qts.	3.75
" " 2 doz. pts.	4.25
Mott's brand Golden Russet, 1 doz. qts.	3.75
" " 2 doz. pts.	4.25

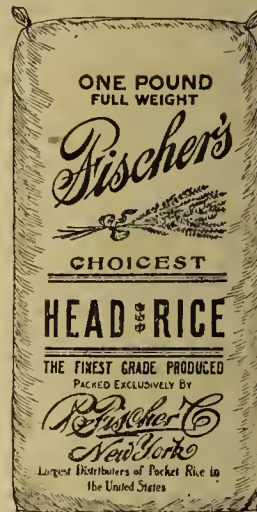
-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75
" " boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25
Spearmint, 20 packs, 100 pieces	.55

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	Per lb. .07 1/2
Fancy Head, 100-lb. bags	.06 1/2
Choice, 100-lb. bags	.04 1/2
Prime, 100-lb. bags	.04 1/2
Japan, fancy, 100-lb. bags	
" " choice, 100-lb. bags	
Java, fancy, polished, 100-lb. bags	.05
B. Fischer & Co.—	



Fischer's Choicest Head, 1-lb. bags	.07 1/2
Queen Quality, ex. fancy head, 1-lb. bags	.07
" " 3-lb. " "	.06 1/2
" " 5-lb. " "	.06
Coronet, choice head, 1 lb. bags	.05 1/2
" " 3-lb. bags	.05 1/2
Imperial, choice, Dom. Japan, 1-lb. bags	.06
" " 3-lb. " "	.05 1/2
" " 5-lb. " "	.05 1/2
Extra fancy head, XXXX, 100-lb. bags	.07 1/2
Fancy head, 100 lb. bags	.07
Choice head, 100 lb. bags	.06 1/2
Fancy Java head, 100-lb. bags	.05 1/2
Extra fancy, Patna, 100-lb. bags	.07
Siam, Patna style, 100-lb. bags	.06
Broken, 100-lb. bags	.04 1/2
Fancy Japans, 100-lb. bags	.06
Choice Japans, 100-lb. bags	.05 1/2

SALT.

Worcester—	
Bbls., contain 280 lbs.	2.50
" " 60 5-lb. bags	4.00
" " 22 14 lb. bags	3.75
" " 30 10-lb. bags	3.75
" " 115 2 1/2-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" " 56-lb. bags	.65
" " 28-lb. bags	.35
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.	per bbl. 3.00
Pretzel, 280-lb. bbls.	2.40
" " 180-lb. sacks	1.55
Cheese, 280-lb. bbls.	2.40
Packing, 70-lb. cotton bags	.40
" " 140-lb. cotton bags	.75
Ivory, dime size, 36 wooden boxes to case	2.20
New Ivory, 24 large cartons to case	1.50
Agricultural, 200-lb. burlaps	.60
Silver Springs, quick-freezing ice cream salt, 30 in bbl.	per bbl. 2.60
Less than 5 bbls. the list net: 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7 1/2 per cent. discount may be allowed.	

SALAD DRESSING.

Campbell's, small, patent cap, 2 doz.	Per doz. .87 1/2
Durkee's, large, 1 doz.	4.00
" " small, 2 doz.	2.40
Schimmel's, small, 2 doz.	.87 1/2
My Wife's, large, 1 doz.	2.30
" " small, 2 doz.	1.45
Snider's, pts., 1 doz.	2.30

SAL SODA.

Bbls., 375 lbs.	per 100 .65
Kegs, 170 lbs.	per 100 .82 1/2
60-lb. boxes, bulk or granulated	62

THERE IS SATISFACTION

In handling a product which you know to be high grade. Gail Borden was the Pioneer in the condensing of Milk. The Borden Products have been Manufactured for 50 years with scrupulous care for those who demand the Best, and you are safe in recommending the Borden Brands as the

STANDARDS OF QUALITY.



PEERLESS

BRAND EVAPORATED MILK

An Unsweetened Condensed Milk.

ONE OF THE
BORDEN
STANDARDS.

EST. 1857

BORDEN'S CONDENSED MILK CO.
"LEADERS OF QUALITY"

NEW YORK

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

The Biggest Reason of All

There are many reasons why grocers should sell **Electro-Silicon** in preference to other less known and less praised silver polishes, but we admit that all those reasons would be overborne in the grocer's mind if **Electro-Silicon** paid too little profit.

No matter how good a thing is you can't expect the dealer to sell it unless he is paid to.

But **Electro-Silicon** does pay a profit that, so far as we know, no grocer has ever objected to. From top to bottom it is a splendid selling proposition—a perfect polish at a generous profit.

The yellow box with the red lady on the lid.

ELECTRO-SILICON COMPANY, Proprietors, NEW YORK, N. Y.



Two Chances To Go Wrong

You have two chances to go wrong when you buy syrup in the ordinary way:—

1. Your own inability to tell whether the syrup is what it purports to be.
2. The similar inability of your jobber, if you buy from one.

Judging syrup is an expert's business.

There are no chances to go wrong when you buy **Karo**, whether you buy through a jobber or not. **Karo** is a corn syrup made by us and sealed under conditions that never vary. Neither you nor the jobber needs to judge something you know little or nothing about. We do the judging, we stand behind every tin.

All jobbers. 10, 25 and 50 cent tins.

Corn Products Manufacturing Co., Chicago, Illinois

-29-

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

	Per lb.
Canary	.04
“ bush. 60-lb.	2.25
Caraway	.12
Celery	.09
Coriander, bleached	.05
Flax	.05
Hemp	.04½
“ bush 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape	.05½
“ bush	2.50
Poppy, per lb.	.10
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 112 lbs., kegs.	1.75
Bi-Carb., bulk, less quantity	.02½
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼s, 36 lbs.	.05½
“ “ “ ¼s, 36 lbs.	.04½
“ “ “ ¼s, 36 lbs.	.05½
Saleratus, Babbitt's bd., ¼s, 25-tb. bxs.	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
	Per case
Clicquot Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross.	2.50
Bon Ami, 10-cent size.	2.50
Electro Silicon, 1 doz.	.72
Putz Liquid, large, 3 doz.	16.50
“ “ “ 3 doz.	1.45
“ “ “ small.	7.00
“ “ “ per doz.	.60
Putz Paste, large.	.55

SOAP—Laundry.

	Less than	Bars.	5 bxs.
Acme	100	3.25	
Acorn	120	2.45	
Ark	100	1.75	
American	72	2.80	
Bee	100	3.90	
Best, Babbitt	100	3.45	
Babbitt's New York City	60	3.52½	
Big Master	70	2.80	
Brown	60	2.40	
Borax, Dreydoppel	40	2.60	
“ Pearl, Young & Co.	40	2.80	
“ Day & Frick, Novelty	40	2.80	
“ Handsome	60	2.60	
“ Eavenson, large	100	4.75	
“ “ small	100	3.75	
“ Kirkman's	100	3.75	
“ Red Seal	100	3.80	
“ Swift's	100	4.00	
“ Climax	100	2.10	
Circus	100	3.25	
Cotton Oil, White	100	5.80	
Coal Oil Johnny	100	3.57½	
Cygnat	100	4.00	
Dobbins' Electric	100	4.25	
Dewey	100	2.15	
Fairy	100	4.00	
Fels-Naptha	100	4.00	
Five case lots freight prepaid	100	3.95	
Good Morning	100	3.85	
Glycerine Tar	100	3.75	
Gloss	100	3.25	

-30-

Grand Pa's, large	50	3.15
“ “ “ “	100	3.80
Ivory	100	7.00
“ small	100	4.00
Lenox	100	3.00
Life Buoy	50	1.95
“ “ “ “	100	3.90
Lautz's Naptha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
“ 5-cent size	100	4.00
“ toilet size	100	4.00
Master	100	3.25
Mayer's	100	3.80
“ “ “ “	50	1.90
Miller's Naptha	100	3.75
Naptha, Swift's	100	3.75
“ P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75
Oleine, Conway's	60	2.50
“ Golden	60	2.55
“ Eavenson's	60	2.35
“ Kirk's	60	2.07½
“ Philadelphia, 60 blocks	60	2.60
“ “ “ “	60	2.60
“ Pennsylvania	60	1.60
“ Procter & Gamble	60	3.00
“ Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
“ tubs	150	4.60
Sunlight, oval	100	3.85
“ twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.00
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
“ small	100	4.00

Toilet Soaps.

Buttermilk Cosmo	gross	6.60
“ “ “ “	doz.	.60
“ “ “ “	gross	4.05
Castile, imported, Conti	lb.	.13½
“ Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	doz.	4.50
“ “ “ “	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliott	doz.	8.10
Oatmeal, 3 cakes in box	doz.	3.25
Olive Oil Castile, white, green or mottled,	9 ¼-lb. bars to box	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
“ “ “ “	doz.	4.05
“ “ “ “	doz.	3.50

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	
Sapolio, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ “ “ “	2.70
“ “ “ “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ “ “ “	4.50
Naptha Borax, 100 packages, large	4.75
“ “ “ “	3.75
Kirkoline, white, 24 large packs	3.55
“ “ “ “	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy, Washing Powder, 24 4s.	4.00
“ “ “ “	4.00
“ “ “ “	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	.43
Swift's Washing Powder, 100 1s.	3.85
“ “ “ “	3.85
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
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PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	.45
Dime size, 2 and 4 doz.	.85
¼-lb. net, tins, 2 and 4 doz.	1.00
½-lb. net, tins, 2 doz.	1.90
1-lb. net, tins, 1 doz.	3.70
6 lb. cans, full weight	.23
10 lb. cans, full weight	.22
Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
½-lb. “ “ “ “	“ “ 2.70
¼-lb. “ “ “ “	“ “ 1.45
½-lb. “ “ “ “	“ “ .90
18-b. kegs	43

-31-

	Bbls.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade	.28	.30	.30
White, Low Grade	.17	.19	.19
Red, High Grade	.21	.23	.23
Red, Low Grade	.16	.18	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.17	.18	.20
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade	.75	.77	
Nutmegs—			
High Grade	.30	.32	
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			
Bee Brand—Pepper, Cinnamon, Mustard,			
Cloves, Ginger, Allspice	¼-lb. cartons	.40	
“ “ “ “	¼-lb. cartons	.75	
Banquet Brand—Mustard, Cinnamon, Pep-			
per, Cloves, Ginger, Allspice	¼-lb. cartons	.35	
“ “ “ “	¼-lb. cartons	.70	
Bee Brand, in canisters, above assortment,			
No. 45 size		.45	
No. 90 size		.85	

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ “ “	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon,	
2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.11½
Mace	.48
Nutmegs, large	.16
“ medium	.12½
Cinnamon Bark, Canton	.12
“ Java Thin Quills, 5-lb. rolls.	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes.	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ “ “ “	“ “ 2.70
Duryea's, 40-lb., 1-lb. packages	.07½
“ “ “ “	.07½
Niagara, 40 lb., “	.05
Cream, 48-lb., “	3.45
Kingsford's, 40 lb., “	.07½
“ “ “ “	.07½
Rex, 40 lb., 1 lb. packages	.04

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.04
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.06
“ Linen Gloss, 3-lb. cartons	.05
Kingsford's, Pure, 3-lb. cartons	.06¾
“ Pure Gloss, 40 1-lb. packages	.06¾
“ Silver Gloss, 12 6-lb. wd. bxs.	.07½
Duryea's, Superior, 3-lb. cartons	.06¾
“ “ “ “	.07¾
“ Superior B, bulk	.04¾
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.08½
Niagara, laundry, 50 lb. bulk	.04
“ 1-lb. packages, 48 lbs.	.05
“ 3-lb. cartons, 48 lbs.	.05
“ 6-lb. boxes	.06
Celluloid, 64 10-cent packages	4.30
“ “ “ “	2.20
Elastic, 64 10-cent packages	5.00
“ “ “ “	2.50
Dreydoppel's Mourning Starch for black goods,	
36 packages	.08
Starch Polish, 20 cakes	.50
Rex Gloss, 50 lb. bulk	.03¾

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ “ “	7.00
“ “ “ “	6.65
“ “ “ “	4.90

-32-

Electric Paste, ¼-gross boxes	4.20
Magic Paste, ¼-gross boxes	4.75
Parlor Pride, large size	.87
“ “ “ “	10.25
“ “ “ “	per doz. 7.00
Climax Enamel, ¼-gross	9.40
Black Jack, ¼-gross	7.00
Rising Sun	5.75
Sun Paste, 5-cent size	4.50
“ “ “ “	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼-gross	1.25
Per box of ½-gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼-gross	2.25
Per box of ½-gross	4.50
Per gross	9.00

F. F. Dalley Co.—	
2-in-1, smaller size	per doz. .75
2-in-1, large size	“ “ 1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkge. .04
Excelsior, 24 packs	“ .05
McAllister, 36 packs	“ .05
Rosensteins, 1-lb. pkgs., 2 doz.	per lb. .05
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz. .35
Red, quarts, 3 doz.	“ .70
Silver, pints, 3 doz.	“ .35
“ quarts, 3 doz.	“ .70
Bath Brick, 25 bricks	per box .60
Toothpicks, Eureka, 100 boxes	case 1.85
“ “ “ “	“ “ .42
Royal Glue, 1 doz.	“ .80
Paist's Glue, 1 doz.	“ .40
Carpet Tacks, Wooden Keg, ½-gross case,	
assorted, 6, 8, 10s.	per case .90
Carpet Tacks, Silver Steel, 4-oz.	per doz. .06
6-oz.	“ .06
8-oz.	“ .07
10-oz.	“ .08
12-oz.	“ .09
Matting Tacks—	
No. 10, steel	per doz. .10
No. 11, “	“ .10
No. 12, “	“ .12
G. B. Weiss & Son—	
Sole leather, No. 1	.25
“ “ “ “	.25
“ “ “ “	.25
Cut Sole Leather, cut into taps, 6 ins. high	1.50
“ “ “ “	5½ “ 1.48
“ “ “ “	5 “ 1.42
“ “ “ “	4½ “ 1.25
“ “ “ “	4 “ 1.18
“ “ “ “	3½ “ 1.05
“ “ “ “	3 “ .90
Fly Ribbon	per gross 4.80
Ely Paper, Tanglefoot	per case 2.20
“ “ “ “	“ “ 2.20
Sticky, 10 cartons	“ “ 2.20
Stickite Fly Paper, 100 cartons	per case 2.35
“ “ “ “	“ “ 2.35
Wax, White and Yellow	per lb. .35

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.....	per lb.	.01
“ “		

No Friends Among the Wheelwrights

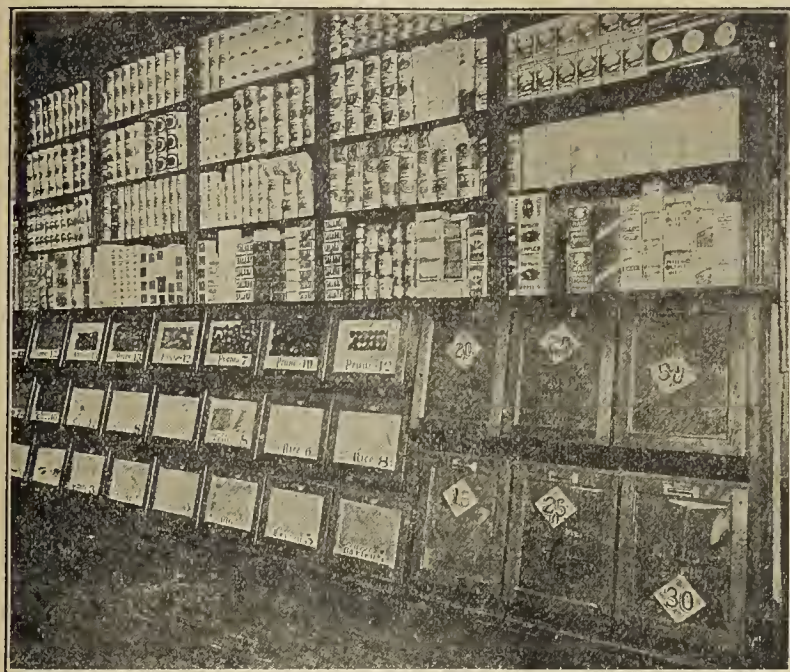


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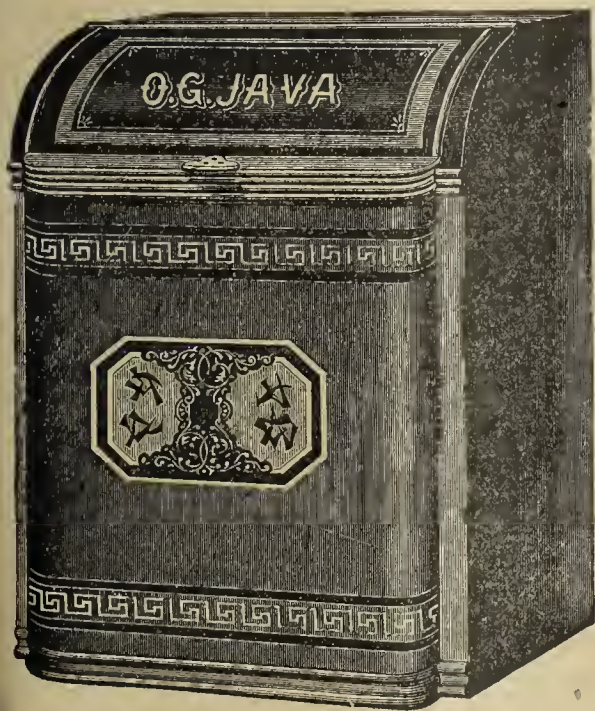
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Contents.

	PAGE
Second Pennsylvania Food Law Test Case Decides Law Only Partly Bad..	6
Books Like Cuts in Sugar.....	8
California Fruit Canning Trust Guarantees California Retailers 25 Per Cent. Profit.....	8
Among the Trade.....	9
Two-Minute Sermons for the Retail Grocer.....	9
Editorial.....	10
Too Old at Forty-five. Business, Not Mawkish Sentiment. United They Stand. The Second Food Law Decision.	
Our Grocers of the Middle Atlantic States.....	10
Dr. Wiley Said to Have Declared Against Tomato and Apple Trimmings.....	11
How a General Storekeeper Can Meet Mail Order Competition.....	12
Small Tomato Packers Badly Hit by Decrease in Future Sales.....	13
The New York Letter.....	14
The Grocery Markets.....	16
Individual Market Reports.....	17
Window Dressing Articles Wanted.....	17
Market Notes.....	18
The Science of Advertising.....	19
The Stroller's Column (Contributed).....	20
Is It Right?	
Another Coffee Label Analyzed by Request.....	23
Large Consignment of Goods Seized Under Federal Food Law.....	24
Legal Department.....	26
Window Dressing for Grocers.....	27
Association News.....	27
Selling Talks With Grocery Clerks.....	28
New Association at Smethport, Pa.....	28
Correspondence.....	28
Over Eight Million Bags of Rio and Santos Coffee Held Off Market.....	30
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	27
Anker's Bouillon Capsules.....	39
American Can Co.....	9
American Slicing Machine Co.....	25
Arbuckle Bros.....	Cover 3
Armour & Co.....	13
Atmore & Son.....	45
Babbitt, B. T.....	20
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	31
Barber & Perkins.....	8
Beardsley's Sons, J. W.....	23
Bell & Sons, Samuel.....	41
Bishop, R. W.....	31
Blooker's Cocoa.....	39
Bower & Co., John.....	45
Bradshaw Company.....	50
Brown & Co., P. F.....	30
Buckley, Elton J.....	6
Burk, Louis.....	15
Butler Brothers.....	21
Cauchols & Co., F. A.....	50
Ceylon Tea.....	7
Computing Scale Co., The.....	3
Croft & Allen Co.....	41
Daetwyler & Co. R.....	32
Eby Co., The Frank C.....	20
Egg-O-See Cereal Co.....	43

	PAGE		PAGE
Electro-Silicon Co., The.....	47	Millbourne Mills.....	27
Enterprise Mfg. Co. of Pa., The.....	47	Moore & Co., E. B.....	Cover 3
Esterbrook Steel Pen Co., The.....	Cover 4	Nicelle Olive Oil Co.....	39
Exton & Co., A.....	25	Oakdale Baking Co.....	30
Fell Manufacturing Co., E. C.....	Cover 2	Ohio Match Sales Company.....	43
Fischer & Co., B.....	39	Philadelphia Electric Co., The.....	12
Fleischmann's Yeast.....	12	Pressing & Orr Co., The.....	Cover 2
Fly Ribbon Mfg. Co., The.....	15	Quaker City Preserve Co.....	15
Forbes, J. P.....	32	Quaker Oats Company, The.....	37
Franklin Sugar Refining Co.....	Cover 1	Ralston Purina Mills.....	29
Frehofer Vienna Baking Company.....	41	Ritter Conserve Co., Philip J.....	16
Frye & Co., Jed.....	30	Royal Specialty Co.....	39
Fulton & Walker Co.....	49	Sauer Co., C. F.....	Cover 4
Goff & Sons Co., S. B.....	12	Shinn & Kirk.....	43
Gold Medal Flour.....	41	Swift & Co.....	43
Great Western Cereal Co., The.....	9	Swift & Co., Gloucester, Mass.....	12
Grocers' Printing Co.....	24	Taylor Bros. Co., Inc.....	19
Heacock, H. F.....	39	Troemner, Henry.....	49
Heinz Company, H. J.....	23	United Store Service and Tube Co.....	50
Hires Condensed Milk Co.....	Cover 4	Van Camp Packing Co.....	45
Huebner, James J.....	27	Vance & Co., James M.....	16
Indexed Coupon Books.....	32	Walker Patent Pivoted Bin Co.....	49
Iroquois Canning Co.....	Cover 2	Washburn-Crosby Co.....	41
Kingsbury, H. P. D.....	16	Welch Grape Juice Co., The.....	4
Kirk, Foster & Co.....	22	Welles & Davis Mfg. Co., The.....	39
Knight Cooking Extract Co.....	45	Wells & Richardson Co.....	11
Lamson Consolidated Store Service Co.,	41	Wheatena Company, The.....	12
Lautz Bros. & Co.....	Cover 2	Wilde's Sons Co., Samuel.....	19
Lindsley J. V., & Company.....	43	Williams Bros. Co., The.....	47
McCahan Sugar Refining Co., The W. J.,	Cover 3	Young & Co., Chas. W.....	30
		Zipp Manufacturing Co.....	43

Second Pennsylvania Food Law Test Case Decides Law Only Partly Bad

**Clearfield County Court in Second Bleached Fruit Case Says
Part of Clause 5 is Unconstitutional, but Balance of the
Law Can Stand. Text of Decision.**

The second of the two test cases brought under the new Pennsylvania food law of 1907 was decided last Tuesday against the constitutionality of a portion of the act. This case was brought in Clearfield County, the defendants being Edward and George Dougherty, retail grocers of DuBois. The charge, as in the Blair County case decided several weeks ago, was that the sale of evaporated peaches bleached with sulphur was a violation of the act. The court decides that a portion of Clause 5 is unconstitutional, but unlike Judge Bell, of Blair County, he does not believe that this destroys the whole law.

The verbatim text of the Clearfield County decision is as follows:—

OPINION.

October 3, 1908.

The above suit comes into Court on an appeal by the defendants from the judgment of a Justice of the Peace in favor of the Commonwealth and against the defendants for \$60 and costs, being the penalty prescribed for violation of the Pure Food Act of June 1, 1907. The case being regularly on the September trial list, was called, when parties agreed upon the facts and submitted to the Court a case stated in the nature of a special verdict, and on September 28, 1908, the law applicable to these facts as contended for respectively by counsel was fully argued orally and by submission of briefs.

The defendants are retail grocers of DuBois Borough, Clearfield County, Pennsylvania, who sold 'evaporated peaches,' which being submitted to chemical analysis showed the presence of a preservative called sulphur dioxide. The following paragraphs of the case stated are quoted verbatim, because they contain the essential facts:—

"Third. That the peaches sold as aforesaid by the defendant were taken from the box in which they were purchased by the defendant, which said box had a label thereon containing the following directions and instructions: 'For the purpose of shipment the peaches contained herein are preserved by the external application of sulphur fumes which are removable by maceration or soaking in water.' Said peaches were so preserved and the preservative could have been removed by soaking in water. No such label appeared upon the package in which the peaches sold were wrapped or contained when delivered to purchaser. Fourth. That the analysis made as aforesaid of the said peaches was made without first submitting the same to the process of maceration as directed on label upon

said box. Fifth. Sulphur dioxide is not native in peaches, but is added as a preservative and is injurious to health. Sixth. The rules and regulations promulgated for the enforcement of the Act of Congress, approved June 30, 1906, known as 'The Food and Drugs Act,' permitted the use of sulphur dioxide as a preservative in peaches and the amount found in the peaches in this case is less than the amount allowed by such rules and regulations. Seventh. The defendants purchased said peaches from a dealer residing outside of the State of Pennsylvania, and received a guaranty in writing, signed by the vendor who resides in the United States, to the effect that the said peaches were not adulterated or misbranded within the meaning of the Food and Drugs Act of June 30, 1906, enacted by the Senate and House of Representatives of the United States of America in Congress assembled, and the said peaches were sold and delivered to the defendant in a sealed package. The said guaranty contained the name and address of the vendor. Eighth. The Commonwealth contending that the peaches in question were adulterated within the meaning of paragraph 5 of the Fifth Section of the Act of June 1, 1907, P. L. 386, brought a suit for the recovery of the penalty provided in said Act, before F. G. Chorpening, a Justice of the Peace of the Borough of Clearfield, Pennsylvania, who after hearing entered judgment against the defendants for the sum of \$60 and costs, from which said judgment an appeal was allowed by the Court of Common Pleas of Clearfield County, after hearing upon the question of the allowance of said appeal. Ninth. All the formalities which may be conditions precedent to bringing said suit under the provisions of said Act of June 1, 1907, have been complied with."

The defendants, by their counsel, contend that the above admitted facts disclose two defenses entitling the defendants to a reversal of the judgment entered by the Justice against them. First. That the admitted facts bring the defendants squarely within the proviso clauses of the fifth paragraph of Section 5 of the said Pure Food Act, which reads as follows:—

"Section 5. That for the purposes of this act an article shall be deemed to be adulterated—in the case of food: First. If any substance has been mixed and packed with it so as to reduce or lower, or injuriously affect its quality or strength. Second. If any substance has been substituted, wholly or in part, for the article. Third. If any valuable constituent of the article has been wholly or in part abstracted. Fourth. If it be mixed, colored, powdered, coated, or stained in a manner whereby damage or inferiority is concealed. Fifth. If it contains any added substance or ingredient which is poisonous or injurious to health: provided, however, that no action shall be brought or sustained for violation of the provisions of this section when the article alleged to be adulterated is not

adulterated within the meaning of the 'Food and Drugs Act' of June 30, 1906, enacted by the Senate and House of Representatives of the United States of America, in Congress assembled, and the rules and regulations promulgated, from time to time, for the enforcement of the same: And provided, further, that when, in the preparation of food products for shipment, they are preserved by any external application, applied in such manner that the preservative is necessarily removed mechanically, or by maceration in water, or otherwise, and directions for the removal of said preservative shall be printed on the covering of the package, the provisions of this Act shall be construed as applying only when said products are ready for consumption."

Clearly and admittedly, if this proviso is operative, these defendants are not guilty of any offense under this law and are entitled to a judgment in their favor. In the construction of this Act, therefore, we have the anomaly of the Commonwealth contending for the unconstitutionality of at least a portion of the Act in order to maintain their action, and of the defendants contending for the constitutionality of the Act under and by virtue of which they are being prosecuted.

Is then the first proviso clause of paragraph 5 constitutional? As will be seen by reading, it in effect embodies and enacts the provisions of the National "Food and Drugs Act" by reference to a generalized name only and not even by its title, although, of course, it gives the date of passage. Moreover this proviso clause seeks to adopt and make effective as a part of paragraph 5 the "rules and regulations promulgated, from time to time, for the enforcement" of the National "Food and Drugs Act." It is contended that this method of adopting and enacting an entire Act of Congress and of the rules and regulations of a commission for enforcing said Act into our Act violates the restrictions imposed upon the Legislature by the Constitution, in Article III, Section 1, Article III, Section 3, and Article III, Section 6. These provisions of the Constitution are clearly intended to require that every law shall be complete in itself and that notice of its provisions shall be given in the title not only to the members of the Legislature, but to the public. It is not necessary for us to decide that this proviso clause does offend against the provisions of Article III, Sections 1 and 3, for, to our mind, it is a clear violation of Section 6 of Article III, which provides that "no law shall be revised, amended, extended or conferred by reference to its title only, but so much thereof as is revised, amended, extended or conferred shall be re-enacted and published at length." It has never yet been held that a former Act of Assembly in Pennsylvania could be later embodied into an Act of Assembly by reference to its title only.

What then is sacred about an Act of Congress, enabling it to override the provisions of the Pennsylvania Constitution? It seems to us that an Act of Congress should not have greater force than our own Acts of Assembly in matters of constitutional construction. But in this case not even the title of the National Act is given. It is merely known or phrased as the "Food and Drugs Act," either in the rules and regulations of the Department enforcing the same or in contemporary writings as a proper designation of the Act. The title of the National Act is, "An Act for preventing the manufacture, sale or transportation of adulterated or misbranded or poi-

sonous or deleterious foods, drugs, medicines and liquors, and for regulating traffic therein, and for other purposes," which became a law June 30, 1906, and went into effect January 1, 1907. It will thus be seen that the use of the words "Food and Drugs Act" in our Act of Assembly is merely a short phraseology designating the National Act. The purpose of the Legislature in the passage of the Pennsylvania Act is apparent. It was doubtless intended to make this paragraph uniform with the provisions of the National Act and except for the insertion of the first proviso clause is almost a literal copy of the same paragraph in the National Act. Under our Constitution we believe that the uniformity intended to be secured could only have been done by re-enacting and publishing at length the parts to be adopted. In effect the provisions of the paragraph was an effort to extend and confer the provisions of the National Act into this Act by its trade name only and not even by its legitimate title. But this proviso clause goes further and seeks to embody the "rules and regulations promulgated from time to time" for the enforcement of the National Act. A rule and regulation of to-day may be abolished to-morrow by the National Commission, thus rendering the law very uncertain. As is well said by Judge Bell, of Blair County, in *Commonwealth vs. Kephart*, decided August 20, 1908, "to allow the law to be determined by such bulletins would be to render confusion twice confounded." We agree with the opinion of Judge Bell in said case fully as to the proviso clause of paragraph 5 of Section 5, and deem it unnecessary to repeat either his logic or to cite the authorities on which he relied. Without further elaboration, we conclude that this first proviso clause is unconstitutional and void.

If we are right in this opinion, what is the effect of striking out the proviso (a) upon the paragraph in which it occurs, (b) upon the whole section, and (c) upon the whole Act? Judge Bell, in his opinion in the case just cited, *Commonwealth vs. Kephart*, declares that the unconstitutionality of this proviso destroys the entire Act, basing this opinion on two grounds. First, that the proviso clause is unconstitutional and that the whole Act shows that without this proviso clause the entire Act would not have been passed; and second, that it discriminates against dealers in Pennsylvania. We do not fully agree with Judge Bell in this opinion and think it too sweeping. In our judgment, with the first proviso clause decided unconstitutional, paragraph 5, Section 5, only is destroyed and that the balance of the Act is operative. There is, of course, room for contention that with the proviso clause decided unconstitutional, the whole section would have to go, because this proviso clause uses the language "that no action shall be brought or sustained for violation of the provisions of this section." We think the word "section" however, can fairly be said

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Telephones { Bell, Lombard 1727 /
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

to mean the "paragraph" or "sub-division" in which it appears. The proviso is made a part of paragraph 5 only. The section has six paragraphs, one following No. 5. It could not fairly have been intended by the Legislature that this proviso included the entire section or it would have followed the entire section. We think, therefore, that it can fairly be interpreted that the Legislature by this proviso intended to control only the affirmative portion of paragraph 6 of Section 5 with reference to that particular species, manner or method of adulteration, and if said proviso is abortive by reason of a violation of our constitutional restriction only, the paragraph should go out with it leaving the balance of the section and Act operative. The affirmative part of paragraph 5 is, the re-enactment of the prior Pure Food Act of 1895, and it is clear that the Legislature in so re-enacting in conjunction with the proviso clause intended to limit and control some of the harsh features of the former Act and that it would not have been passed as it is without such limitation. It follows, therefore, from this conclusion with reference to paragraph 5 that the operative or affirmative clause of said paragraph will fall and that the defendant is entitled to a reversal of the judgment for this reason alone.

The second defense set up by the defendants under the admitted facts is, that they have a guaranty to the effect that the said evaporated peaches were not adulterated within the meaning of the National Food and Drugs Act, and that this guaranty bars a prosecution under Section 8 of our Pennsylvania Act. The language of Section 8 is, "no prosecution shall be sustained under the provisions of this Act, for the selling or offering for sale, or having possession with intent to sell, any article or goods, as defined herein, when the same is found to be adulterated or misbranded within the meaning of this Act, when the accused can establish a guaranty, signed by the person residing in the United States from whom such article was purchased, to the effect that the same is not adulterated or misbranded within the meaning of this Act, designating it, or within the meaning of the Food and Drugs Act, June 30, 1906, enacted by the Senate and House of Representatives of the United States of America in Congress assembled;" Commonwealth's counsel contend that the word "or" should read "and," and that a guaranty to be effective and give immunity must not only state that the article is not adulterated or misbranded within the meaning of the National Food Act, but also within the meaning of our Pennsylvania Act. In other words, Commonwealth's counsel contend that a guaranty under the National Act alone is not sufficient to relieve a defendant. From a study of the entire section it is clear, however, that this contention is not correct. The Legislature meant just what it said when they use the word "or," because they have provided for such contingency in following clauses of the section. The concluding clause of the section is, "When the examination or analysis, herein provided for, shows that any of the provisions of this Act have been violated, and the person relieved from prosecution under this section, by the production of a guaranty produced by such person residing outside of this State, then the Dairy and Food Commissioner shall report such fact to the Secretary of Agriculture of the United States, or the proper officers appointed for the enforcement of the Act of Congress,

approved June 30, 1906, known as the Food and Drugs Act." There is another provision to the effect that a dealer who continues to sell after written notice by the Dairy and Food Commissioner that such article is adulterated or misbranded within the meaning of this Act, his guaranty will not operate as a defense. The section also gives the dealer a right of action against the guarantor. The entire section taken together constitutes a fairly clear guide as to what is and what is not an offense under the Act and as to just what kind of a guaranty will relieve a dealer from responsibility. There are, of course, cases where Acts of Assembly have been construed in which the word "and" has been substituted for the word "or," but all of such cases are clear that such was the meaning of the Legislature. In this case the very opposite is clear. The Legislature intended just what they said, as is shown by a study of the entire section. This may make the Act abortive or cripple the action of the Pure Food Department of the State of Pennsylvania, but the fault is with the Legislature and to that body they must go for remedy. It follows, therefore, that as the facts in this case are that these defendants had a guaranty which complied with the language of Section 8, they are relieved from prosecution.

Other questions are raised by counsel on both sides in this case, but we think that the two points of defense on which we have based the disposition of this case are the vital points to be considered. The prosecution is concededly brought under paragraph 5 of Section 5, and if we are right in our contention the whole section falls and leaves the Commonwealth without anything on which to base their action. It is conceded that the defendants have a guaranty which complies with the language of Section 8. For both reasons the action by the Commonwealth cannot be maintained and the judgment heretofore entered against the defendants must be reversed.

Now, October 3, 1908, the judgment of the Justice of the Peace in entering judgment in the above stated case against the defendants and in favor of the Commonwealth is hereby reversed and judgment is now entered for the defendants.

By the Court,
ALLISON O. SMITH, P. J.

Another Poison Squad to Disprove Wild Preservative Statements.

Three New York physicians and an expert chemist have subjected themselves to experiments soon to be made public, and some startling discoveries have been made. They are not expected to cause the alarm the first announcements of the use of preservatives did, but, on the other hand, they are said to prove that many of the assertions responsible for the new law were gross exaggerations. The physicians experimented upon are Dr. D. R. Lucas, of No. 65 West Eighty-third street, connected with the College of Physicians and Surgeons; Dr. A. I. Ringer, of the Bellevue Medical School, and Dr. S. A. Harvey, of Yale. The chemist is Edward O'Brien. Each of

To the Trade:

DO YOU KNOW WHY

CEYLON TEA

HAS

UNVARYING EXCELLENCE?

IT'S BECAUSE:

Ceylon's Climatic Conditions Are Equable;

Ceylon's Volcanic Soil Does Not Degenerate;

Ceylon's Tea Culture Is An Exact Science.

And, Step by Step,

CEYLON'S MACHINE PREPARATION PROCESSES

Can be relied on to

GIVE UNIFORM RESULTS

them has taken sixty grains of the much-talked of benzoic acid, yet show practically no ill effects. A report of the experiments, which ended last Thursday, will be published later.

Looks Like Cuts in Sugar.

Eastern Independent Refiners Being Gradually Shut into a Pocket and Are Expected to Make Some Price Concessions to Gain Business.

The heavy demand for sugar is over and there is much to justify the expectation that prices for refined sugar will be cut by some or all the refiners in the not distant future.

In all probability the cuts will be inaugurated by the independent refiners who are getting more and more in a position where they are obliged to fight to get business. This applies particularly to the Eastern independents. In the West a large slice of the trade is supplied with refined sugar by the beet refineries of California and the other Western States. The refinery at Lyons, N. Y., also helps to supply the trade of the Middle and Northern States. All the beet refiners

are selling 10 cents below the market. In the South there are already refineries at New Orleans, and a very large new one is in building there which will increase the New Orleans output to 12,000 to 15,000 barrels a day. This supplies much of the South and Southwest.

This is shutting the Eastern independent refiners into a pocket. Naturally, the Trust does not share in this situation, since the refineries in New Orleans are its own and it has heavy investments in the beet refineries. The Eastern independents are McCahan, in Philadelphia; Arbuckle, in Brooklyn; the Federal, at Yonkers, N. Y., and the Warner, at Edgewater, N. Y. Of these the last two are the worst put to it to sell sugar, partly because they are newer. The Federal is continually accused of giving secret and indirect rebates, and both grant thirty days to take in orders where the other refiners give only seven days.

Declines by the independents are expected, therefore, inasmuch as they seem to be necessary in order to sell goods in the small territory left to them.

California Fruit Canning Trust Guarantees California Retailers 25 Per Cent. Profit

California Fruit Canners' Association Joins Manufacturers Who are Limiting Retail Prices. Other Manufacturers Who are Doing Likewise in the West. Does it Pay to Solicit Orders?

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio,

October 14, 1908.

The ninth annual convention of the California Retail Grocers' and Merchants' Association took place in San Francisco, September 14th, 15th and 16th. The report of the Credentials Committee showed it to be the largest gathering of retail grocers and merchants of California during the existence of the State Association.

One of the principal plans adopted by the convention in the reports of the committee, etc., were:—

8. Accepting the proposition of the California Fruit Canners' Association to place their Del Monte brand of fruits, vegetables, catsups, etc., on the market under a protected price plan assuring the retailer a profit of 25 per cent. on the selling price, or 33 1-3 per cent. on the cost.

Mr. George W. Herbster, a grocer of Cleveland, Ohio, has raised the question whether it pays to solicit orders. His remarks are worth reading:—

To abandon taking orders means saving of expense, in labor, wear and tear on horses and wagons.

Taking orders stimulates credit business, consequently more losses, and often is the means of a great deal of unpleasantness usually found on the outside of the canvas which are really detrimental to any business.

It really prevents some people from coming to the store, where one could show goods to better advantage and naturally sell more goods to the consumer.

It takes one's working force away from the store, and out of sight, during the busiest time of the day, and cripples the serving force on the floor.

It causes to a large degree 50 per cent. of the work to be done in 10 per cent. of the time, compelling the utmost speed on putting up orders, which means, very largely, careless weighing and measuring and irregular packages, which make an order

STAND UP and SHAKE HANDS with yourself, if you are in position to buy goods for **CASH** and from B. & P. :: :: :: ::

Fancy White, Fat, New Irish Mackerel

420 to 460 fish per bbl., \$14.75
These are the greatest bargain in white, fat fish to retail at 5c. each that we have ever offered.

Fancy New New York State Marrow Beans

Grain bags, about 2½ bush. per bus., \$2.47½
5 or 10-bag lots per bus., 2.45

New Buckwheat Flour

Absolutely pure high-grade goods, bags 125 lbs. each per 100 lbs., 3.15

New California Lima Beans

Bags about 80 lbs., single bags per lb., .05¾
5 or 10-bag lots per lb., .05¼

New Gold Medal Currants, 36 ls per lb., .07¾
5 or 10-box lots per lb., .07¾

Lehigh Valley Brand Fancy New York State Refugee Cut String Beans, No. 2 cans, 2 doz. . per doz., .87½
5 or 10-case lots per doz., .85
These are particularly fine quality Cut String Beans, and a very decided bargain.

The **SAVING** and the **SATISFACTION** are more than you can imagine, unless you have been initiated into this way of buying goods.

La Belle de Paris French Style Macaroni, in long packages, in square packages, Elbow, Alphabet, Spaghetti, single boxes, 25 packages, . . per pkg., \$0.06½
5 or 10-box lots per pkg., .06¼
No. 1 Whisk Brooms, 1 dozen in box per doz., 1.40
No. 2 Whisk Brooms, 1 dozen in box per doz., .90
Belle Rose Brand Fancy New York State Corn, new goods, pack 1908, No. 2 cans, 2 dozen, . per doz., .85
5 or 10-case lot per doz., .82½

New California Lemon Cling Peaches

Crop and pack 1908, Tioga Brand, No. 2½ cans, Extra Standard Fruit, very heavy syrup, 2 doz., per doz., 1.80
Automobile Brand, No. 2½ cans, 2 doz. per doz., 1.55
Coliseum Brand, No. 2½ cans, 2 doz. per doz., 1.42½
These are particularly good quality goods and at low prices.

California Black Tartarian Unpitted Cherries, new 25-lb. boxes per lb., .11
Shasta Brand Extra Choice Red California Pitted Plums, new 25-lb. boxes per lb., .10
Deer Brand Choice New California Yellow Pitted Plums, 25-lb. boxes per lb., .09½
Pfeiffer & Diller's Essence of Coffee Kosyr, 50 cans in case per case, 3.80
Automobile Brand California New Apricots, No. 2½ cans, 2 doz. per doz., 1.32½
Oneida Brand Rolled Oats, new goods, bbls. . . per bbl., 5.95
90-lb bags per bag, 2.80
Schumacher's Avena, new bbls. per bbl., 6.65
90-lb. bags per lb., 3.17½
Extra Fancy Cape Cod Cranberries per bbl., 8.25
Fancy Cape Cod Cranberries, bbls., per bbl., 8.00

These Prices for This Week Only—October 19th to October 24th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street **Phila., Pa.**
28 N. Delaware Avenue

unsightly, consequently detrimental to one's business, for all the little things go to make up the one big item, viz, a first-class store.

Supposing a merchant loses 25 or 33 1-3 per cent. of his order business. This might mean 5 or 8 per cent. of his entire business, possibly more or less. This is the only possible loss by the change.

I verily believe that this loss can be made up by the increase of sales in the store, by the saving of petty accounts, and the wear and tear on horses and wagons and the help expense.

I hope to try it out after October 1, 1908, and will tell you more later. The following is a summary of my business to-day:—

Cash sales, 36 per cent.

Credit sales, 64 per cent.

Store charges, 37 per cent.

Phone charges, 15 per cent.

Solicits, 12 per cent.

If I would lose all solicited orders I would lose 12 per cent., but I don't think that I shall lose 10 per cent. of this business, which would mean 1.2 per cent. of the soliciting business.

The pioneer section for limiting the retail prices of proprietary food products is California, where the "California plan" originated. F. Spaulding, secretary of the Los Angeles, Cal., Retail Grocers' Association, writes the following letter concerning it:—

Dear Sir:—We had a very successful convention and our fixed price question was given a decided boost by reports from manufacturers who are behind the movement. One of the largest manufacturers in the United States has been following this plan for the past eighteen months with some success as to enforcing same, and the Pacific coast agent told me privately that they had definite plans perfected to put in operation within the next two weeks

that would bring any man who cuts the price to time without delay.

We have been waiting for some manufacturers to take this step and this particular manufacturer has placed \$10,000 at the disposal of the coast agent to enforce the contract. The largest canners in the world had a representative present and stated his company had decided to establish a price on a new brand of goods that they were introducing on the market and would enforce the contracts rigidly. The first manufacturer mentioned, The N. K. Fairbanks Company, have been putting notices on their Cottolene for the past eighteen months notifying the purchaser that a price has been established on all goods shipped to the coast. They are now going to enforce these notices and say that their act in establishing a price on the coast has done them so much good that they are going to take in the entire United States and also add their leading soap and Gold Dust.

We have also received word from the Log Cabin Syrup people that they will establish a price. These people are all of national importance and naturally made us feel we had done some good. Other noted manufacturers are working on the question.

JOHN A. GREEN,
National Secretary.

AMONG THE TRADE.

The trade are warned again to look closely at the flavoring extracts they are selling. There is considerable extract on the market too low in strength to comply with any standard.

Ralston Purina Co., of St. Louis, is doing some big advertising with the big magazines this fall. Their goods are profitable and easy to sell.

Two-Minute Sermons for the Retail Grocer

LVII.—Consider the Interest.

The capital invested in business is worth the regular percentage of interest.

Your business is theoretically always a borrower of capital. You may have plenty of money of your own to operate it, and may not need to borrow a cent, but if your business is using your own money it is virtually borrowing it from you and should pay interest on it. If you did not let your own business have the money you would be loaning it out on good security at regular rates of interest, very likely, so the business should also pay interest.

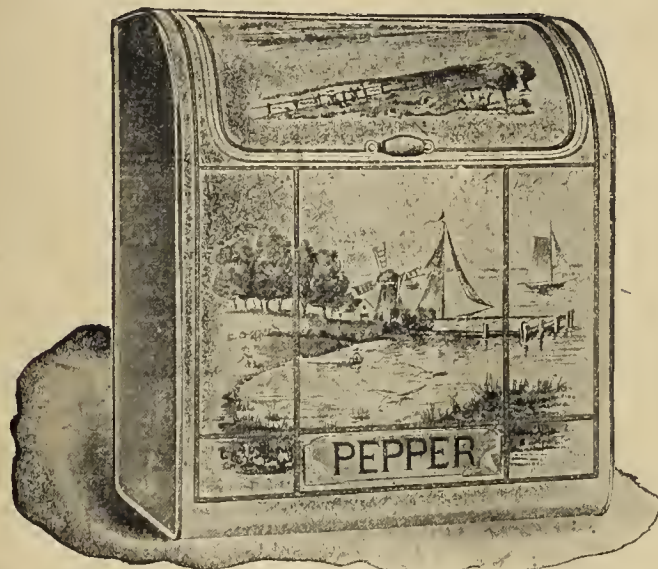
A great many business men fail to figure this way, and as a result allow themselves to carry more stock, and hence a larger investment than is necessary. It should be borne in mind all the time that

the business, to be really profitable, should not only pay all expenses of whatever nature, including a sinking fund to renew fixtures, machinery, etc., and salary of proprietor as well as clerks, but should then leave a profit above what the money invested would bring if placed out at interest on good sound security.

If the business cannot do this, it is not really profitable, for if you could loan all the money invested and go to work for someone else, and make as much money for your work, you would not be risking your money all the time without getting any pay for the risk, and you would not have the burden of business cares on your shoulders that you carry with a business of your own.

F. A. P.

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO



Start the Fall Season Right!

BY MAKING

MOTHER'S OATS YOUR LEADER

\$1.27 to \$1.45 per 36 pkgs. PROFIT

Order now for fall delivery from your jobber.

Cash bonus *DEAL* packed in every case and container—no red tape. MOTHER'S OATS Quality and Policy make MOTHER'S brand *Profits*.

No Profitless 10c. Price Advertised to the Consumer, on the package, bill boards, newspapers or magazines. Our policy does not make MOTHER'S OATS a "cut-rate store leader" like other brands whose manufacturers permit, if not encourage, this practice for "volume." We urge and help you to a "**Living Profit.**"

THE GREAT WESTERN CEREAL CO.
CHICAGO

Grocery World

AND

General Merchant

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President and General Manager.

ELTON J. BUCKLEY,

Vice-President and Editor.

DAVID EZEKIEL,

Advertising Manager.

W. H. NAYLOR,

Circulation Manager and Manager Prices-Current.

Monday, October 19, 1908.

In Philadelphia last week an

attempt at suicide was made by a

traveling sales-

man, who said in

excuse that his

most strenuous

efforts to obtain work had failed.

He was but 45 years old, yet

“everybody seemed to prefer a

younger man,” he said.

If this is the case we are push-

ing the demand for youth too far

True it is, especially in the case of

traveling salesmen, that the uni-

versal demand is for young men.

First because of greater capacity

for work, and second because of

longer future period of work. Yet

a man of 45 years is not an old

man. At most he is in the prime

of life, and many men at 45 are

young. For a man at such an age

to be rejected because he is too

old is not only cruel but ridicu-

lous. Heaven knows what we

will come to if such a rule should

become general.

Age in the abstract means noth-

ing. Many a man is old at 25,

many another is young at 60.

Even if middle age does lack

somewhat in the capacity for

work, it makes it up by the added

power of inspiring confidence,

speaking still of the traveling

salesman.

The present demand for young

men—young men—young men in

business is unreasoning and un-

less its application is discrimi-

nating, wholly illogical. A reac-

tion from it is just as sure as any-

thing can be.

During the week the National

Wholesale Druggists' Association

has issued a card

Business, Not attacking clubs of

Mawkish Sentiment. retailers who, like

retail grocers' as-

sociations, are buying co-oper-

atively over the jobbers' head.

The argument used is much like

the wholesale grocers' argument

—that the jobber has always been

a part of the plan for distributing

goods, and has a right to con-

tinue to be.

The “Grocery World and Gen-

eral Merchant” will give the job-

bers a piece of disinterested ad-

vice: don't use the infantile plea

of “right to live” any longer.

Neither you nor the retailer, nor

any other factor in the scheme of

trade, has a right to live one min-

ute after you or he can be dis-

persed with to advantage.

Put yourself on a business

basis. Take the position, if you

can, that the manufacturer should

deal through you exclusively be-

cause it pays him better to do so.

If you can show him that, your

fight is won. If you cannot show

him that, there is no justice in

your cause and no truth in your

claim of “right to live.”

Any retailer or retailers' or-

ganization will probably be glad

to debate the question if it is

made a business question instead

of a sentimental one.

A contributor to the National

correspondence of Secretary John

A. Green in this

United They issue argues earn-

Stand. estly that it

would pay any

grocer to stop soliciting trade.

And he makes out a strong case,

but all to no avail. Of the vari-

ous grocers in a given commun-

ity, all solicitinng trade, not one

has the courage to stop if the

others are to keep on. They

know, or think they know, that

the inevitable result would be

loss of business.

Not one of the evils and extor-

tions of the trade can be cured by

one grocer; in fact the solitary

grocer who makes any such effort

will travel swiftly from frying

pan to fire. But there is not an

evil in existence that cannot eas-

ily be cured by all the grocers in

To Grocers of the Middle Atlantic States

In all the above States the “Grocery World and General Merchant”

has many readers and for their benefit particularly it maintains i

Philadelphia price list.

To get at the real value of that price list, and to improve it

possible, the “Grocery World and General Merchant” asks the groce

of the above States to answer the following questions:

No. 1.—Is a Philadelphia price list of more value to you than

New York price list? If so, or if not, why?

No. 2.—If the Philadelphia price list is of more use to you, is th

“Grocery World and General Merchant's” Philadelphia price list a

good as it ought to be? If not, in what respect is it not?

Address replies, please, to Price List Editor.

concert. Is it not remarkable

that there should be reluctance to

act upon such a positive princi-

ple?

The decision of the Clearfield

County (Pa.) Court on the con-

stitutionality of

The Second Food the Pennsylvania

Law Decision. food law of 1907

follows in the

main the prior decision of the

Blair County Court on the same

points. It does not agree at all,

however, with the Blair court's

ruling that the entire law must

fall. Judge Smith, of the Clear-

field County Court, decides that

Clause 5 of the definition of adul-

teration is unconstitutional as to

that part which attempts to read

into the State act the Federal

statute, together with the rules

and regulations issued from time

to time under it. As to this he

agrees with Judge Bell, of Blair

County, that it improperly seeks

to introduce into the Pennsyl-

vania law a statutory standard

which may change over night.

The two county courts are widely

apart, however, as to the effect of

this mad spot upon the balance

of the act. Judge Bell says that

because of it the whole must

fall, as plainly the Legislature

would not have passed the law

without that protective clause in

it. Judge Smith says this does

not necessarily follow; in fact he

thinks it does not follow in this

case at all. So that we have the

two courts agreeing that the Fed-

eral law, rules and regulations

are not legally a criterion in

Pennsylvania at all, and in this

the Appeal Court will almost

surely agree, but it is not certain

which of the two decisions it will

affirm as to whether the whole

law stands or falls.

The clause around which th

battle has raged is the fifth defin

tion of adulteration in Section

which reads as follows:—

Fifth.—(An article of food shall

be deemed to be adulterated.) If it

contains any added substance or in-

gredient which is poisonous or in-

jurious to health. *Provided, how-*

ever, that no action shall be brought

or sustained for violation of the pro-

visions of this section when the ar-

ticle alleged to be adulterated is not

adulterated within the meaning of

the Food and Drugs Act of June

30, 1906, enacted by the Senate and

House of Representatives of the

United States of America in Con-

gress assembled and the rules and

regulations promulgated from time

to time, for the enforcement of the

same.

Both the Blair and Clearfie

County decisions throw out th

italicized portion of the above

clause. Judge Smith would leav

the unitalicized portion and th

entire balance of the act, thu

leaving the law operative in ever

vital part.

One other important point d

cided by the Clearfield court is a

to the validity of a guarante

from a seller outside the Stat

The defendants in the case und

discussion had a guarantee o

legality from the seller of th

peaches, who was located outsid

the State. The Food Departmen

contended that under the lan

guage of the State act such

guarantee, to avail, must warran

the goods to conform both wit

the Federal and the State requir

ements. The defendant argue

that the law said compliance wit

the Federal or State requirement

and since it was admitted that th

goods did conform with the Fed

eral requirements, the Pennsy

vania Department was obliged t

accept the guarantee and let th

retailer free. In this the cour

ruled in the defendant's favor, s

that the retailer would have wo

the case even had there been n

constitutional question.

Unless the Appeal Court renounces its decision quickly, the chance is that it will decide a dead question, as the law is reasonably certain to be amended, or replaced by a new act, at the coming session of the Legislature.

Ant Federal Food Department To Go Slow on Foreign Cheeses.

At a recent meeting of a committee of New York cheese importers, a resolution was adopted praying the Federal food authorities to slow in enforcing the law against foreign cheeses until the importers had themselves completed an investigation. The resolution was as follows:—

That while the committee is investigating the matter of the composition and standards of foreign cheeses, which will require some time in order to gather the necessary data to be incorporated in a memorial on the subject to be submitted to the Secretary of the Treasury, the Secretary of the Treasury be respectfully requested not to adopt, pending such investigation, drastic measures hindering the trade of foreign cheeses, which would cause considerable loss of money and unnecessary annoyance to importers and consumers alike, this committee feeling competent of demonstrating the impracticability of the too severe application of the law as now interpreted.

Dr. Wiley Said to Have Declared Against Tomato and Apple Trimmings

Told a Packer Recently that He Could Not Use "Packing House Offal," Meaning Skins and Trimmings. Both Tomato and Apple Trimmings Now Authorized by Regulation.

Packers who have recently conversed with Dr. H. W. Wiley, chief Government chemist, on the subject, say that he expressed to them the intention of preventing absolutely the use of canning house refuse such as tomato skins, trimmings, apple cores, etc., in the making of low priced food products. The packers declare that if Dr. Wiley is successful in this, everything but high-priced catsups, jellies, etc., will disappear from the market.

All manufacturers of cheap tomato catsup now use a pulp composed of tomato skins, trimmings, etc., from canning factories. It is clean enough, for the most part, and contains a certain amount of tomato substance. Dr. Wiley called it packing house "offal" in his conversation on the subject, but it is per-

fectly clear that it is several grades removed from offal. At any rate, offal or not, it is largely used by many factories, and if its use is to be forbidden, considerable disturbance will undoubtedly result. The catsup which is made from such pulp is pure, if the pulp is sweet, and it is otherwise unobjectionable, though naturally not to be compared with catsup made of fresh tomatoes, or whole tomato pulp.

In the case of apple trimmings, cores, peelings and trimmings are largely used by makers of cheap jellies.

The use of all such products is under the specific authority of the Department of Agriculture, for Regulation 26 provides as follows:

When an article is made up of refuse materials, fragments or trimmings,

the use of the name of the substance from which they are derived, unless accompanied by a statement to that effect, shall be deemed a misbranding. Packages of such materials may be labeled, "pieces," "skins," "trimmings," or with some similar appellation.

So that unless the above regulation is withdrawn it is hard to see how the use of such materials can be interfered with. And even if the regulation were withdrawn, it seems equally clear that if properly marked and pure and wholesome, the use of "refuse," as it is called, cannot be forbidden.

Anti-Trust Match Fight in California.

Wholesale grocers of Southern California have started a war against the Diamond Match Co., of Chicago, commonly known as the match Trust. Members of the Southern California Wholesale Grocers' Association say that in future they will not handle the product of the Trust. Already half a dozen independent match manufacturers, who have heretofore been unable to get a good foothold in Southern California, are having their goods handled by some of the biggest wholesalers in California. The trouble between the wholesalers and

OUR CHALLENGE

We challenge the World to produce as perfect a Vegetable Butter Color as our Dandelion Brand Butter Color, Purely Vegetable.

WE CHALLENGE THE WORLD UPON THE SIX FOLLOWING POINTS:—

FIRST:—Butter colored with Wells & Richardson Co.'s Dandelion Brand Butter Color never turns a reddish or bricky tinge; it always retains the lovely golden June shade.

SECOND:—Wells & Richardson Co.'s Dandelion Brand Butter Color is as harmless as the natural color of butter, it is pure and wholesome.

THIRD:—Butter colored with Wells & Richardson Co.'s Dandelion Brand Butter Color is perfectly free from taste or smell.

FOURTH:—Its keeping qualities are perfect. It does not become rancid, stale or sour.

FIFTH:—It does not color the buttermilk. The color is all absorbed by the butter globules, and its weight added to that of the butter.

SIXTH:—It is the strongest Vegetable Butter Color made, therefore the cheapest to use.



Dandelion Brand

Butter Color

PURELY VEGETABLE

We guarantee that Dandelion Brand Butter Color is purely Vegetable and that the use of same for coloring butter is permitted under all food laws—State and National.

WELLS & RICHARDSON CO., Manufacturers, BURLINGTON, VERMONT

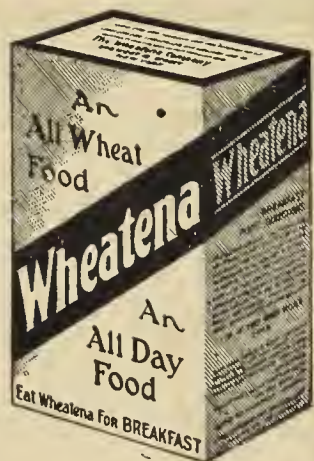
Try an Electric Coffee Grinder

A Motor-driven-coffee-grinding machine may be mounted on the counter or may be operated in your show window. It will not only grind your coffee economically, but it will serve as an advertisement of your up-to-date methods. It will save the time of your employes and of yourself.

Rates and estimates free of charge.

THE PHILADELPHIA ELECTRIC CO.

Tenth and Chestnut Streets



Despise Freak Cereals

There is a class of people who despise freak cereals, and have never bought a box since the craze began.

The grocer who sold only freak cereals, or who pushed them to the exclusion of solid, substantial breakfast foods like *Wheatena*, have lost considerable trade from people of the above class.

The toothsome kernels of hard winter wheat, roasted and prepared by processes of our own. Sterilized before being packed. There is nothing trifling about *Wheatena*—it is a food.

THE WHEATENA COMPANY
Rahway, N. J.



Why not start this year to sell Goff's Cough Syrup? You will sell it for the next 10 years and longer.

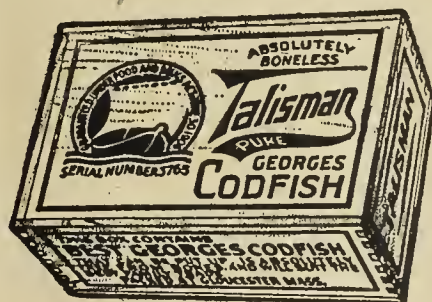
Write for our 1/2 gross deal.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

The Oldest Inhabitant Will Know



The finest Georges Codfish, such as the oldest inhabitant used to buy before codfish came to mean a lot of cheaper fish, cured in the sun and the ocean breezes, flaky, white, clean, tender—that is our **Talisman Georges Codfish**.

Packed in three-pound boxes as a rule, but sometimes in two-pound, ten-pound and one-pound. First carefully trimmed, square cut, handsomely faced up and wrapped in waxed paper.

SWIFT & COMPANY

the Diamond Match Co. has been brewing for several weeks. The controversy arose over the custom of giving one case of matches free to the retailer when he purchased ten cases at a time. The wholesalers contend that the free cases should be given to them for distribution to their customers, while the match company insisted on the wholesaler turning in his reports

of sales, which, being done, the match concern sent the free cases to the customers direct. The jobbers claim that the plan as proposed by the match concern necessitates an extensive system of bookkeeping that can be entirely eliminated by simply turning over the free cases to them for distribution when the match stocks are checked up by representatives of the company.

Written for the "Grocery World and General Merchant."

How a General Storekeeper Can Meet Mail Order Competition

A Veteran Retailer Makes the Point that Advertised Brands Put the Country Merchant on a Level with Anybody Usually Easier and More Profitable to Sell.

I have heard a good deal of talk in the last few years about the big mail order houses hurting the business of the general storekeeper. Some of you may be interested in the way my son-in-law has met the problem since I turned my store over to him ten years ago. At that time I was just beginning to feel the competition which has grown so much stronger since. I will admit I had left the business run down a little bit, but we decided that the store was there, the people were there, and put our heads together to get and hold their trade. You are in the same position we were and if you cannot sell to your own friends and neighbors better than a distant mail order house can sell them, there is something dead wrong with your business methods.

This may seem like an unjust statement, but it is my experience that if a mail order house can reach all the way from New York or Chicago and take a man's customers from him, he is weak. He is so weak that a live competitor in his own town would drive him out of business without any help from the mail order concerns. We found that the salvation of the general merchant lies in selling well-advertised goods and in reading a good trade journal regularly.

Advertised goods are easier to sell. Your customers know something about them when they come to your store. You have less talking to do to sell such goods and assume no risk in recommending articles backed up by the guarantee of concerns of a National reputa-

tion. Such goods also sell more rapidly, and you can turn your money quicker. There is no danger of getting stuck with well-advertised standard goods, and you will not have to sacrifice your reputation to get rid of them as you do on inferior unknown articles. You are also judged by the brands which you carry, and the best advertised brands produce the best impression with customers. We realized this and got rid of all our dead stock as fast as we could by special bargain sales. We replaced such goods with other goods that were being widely advertised as fast as we could. We called our place "The City Store" and let people know that they were able to get the best of everything from us right in their own town. We showed them that we could deliver their purchases promptly, saving them postage and money-order fees, besides three or four days waiting.

It was surprising how well the up-to-date policy paid us. Business increased so that we soon undertook larger purchases, thereby getting better prices, and we unloaded these goods rapidly by making specials of them.

Here was where our "Grocery World and General Merchant" helped us out. We read it regularly and carefully, because it showed many chances to buy goods at saving and gave us many valuable hints. In other words, we found out that we had the mail order man beat in location, and the secret of beating him in every other way was in not going to sleep over the

ter. The advertised brands ed us in every way, be- e when we sold them we were rt of a great big concern and the benefit of its big name and y advertising, and we only ed on its guarantee to the cus- er. When we sold unknown ls we had to give our own guar- e and we were the ones that kicked when the goods were not t. We had no come-back. You a better chance than we had rk along in the same line, be- e standard goods are being bet- advertised and manufacturers giving the dealer better profits ay, because they are realizing importance. Of course, we t spend much time on brands paid no profit.

ve could have done as lots of rs have done and failed as they but we woke up and put a le brains into our business and storekeeper who will do the e can succeed as we have. My in-law's store takes in four dings now, and he has the big- business of any kind in his n.

OLD YARD STICK.

—, Chester County, Pa.

Small Tomato Packers Badly Hit by Decrease in Future Sales

Forced to Carry a Stock Which They Were Not Qualified to Carry and Are Forced to Sell. Present Price Below Cost of Production.

The wholesale buyers of tomatoes who last spring resolved that they would this year cut down their purchases of futures and let the packer carry the goods, have accomplished their object. Sales of futures were only a fraction of what they usually were, and the packer has accordingly had to carry the pack. His utter incapacity for carrying it is the main reason why present prices are lower than for a considerable period—as low or lower, in fact, than this year's cost of production.

Offering of Maryland three-pound tomatoes are free at the present writing at 70 cents county. Only a few weeks ago they were firm at 80 cents, and more were selling at 80 cents than are now selling at 70. One reason for the slump was that the packing season

run out several weeks longer than was expected and the weather was so favorable that the pack toward the close was very heavy. This doubtless increased the pack many thousands above what it was expected to be.

That, however, was the secondary cause of the decline. The primary cause is the fact that many of the packers, who had not sold their futures, found themselves carrying too heavy stocks. Neither they nor their commission merchants were able to secure the usual advances from the banks, and the only course open was to sell. The goods pressed for sale on an unwilling market supply the principal reason for the decline. Prices may even go lower, as buyers are very indifferent indeed.

The above condition has not af-

ected some of the packers, meaning those whose brands are established and are always contracted for as futures. It is the small packer whose goods are the run of the market who have suffered, and some of these are said to have been very badly bitten indeed.

Cocoa Lowest in Three Years.

The cocoa market has during the past week touched the low level of three years ago, African "to arrive" selling for instance at 10 $\frac{3}{8}$ cents and Sanchez at 9 $\frac{1}{2}$ cents. The drastic readjustment from the high level of October 1, 1907, prior to the panic is shown by the fact that African then sold at 25 $\frac{1}{2}$ cents and Sanchez at 24 $\frac{1}{2}$ cents. In other words, there has been a decline of about 60 per cent. The high values of 1907, it is only fair to note, however, were in considerable part due to the operations of the rich Lisbon syndicate which controlled African cocoa. The prime factor in forcing prices to the prevailing low levels has been the heavy receipts in the face of the reduction in the consumption, estimated at 25 per cent.



Does Your Trade Get the Best of You?

They will get the *Veribest* if you handle Armour's Condensed Mincemeat in 12 oz. paper cartons. It is profitable to the dealer, because of the "Come Again" quality, which pleases the customer, and a satisfied customer is a good asset.

We use the same amount of ingredients in a 12 oz. package of *Veribest* Condensed as is used in a 1 $\frac{1}{2}$ -lb. package of wet mincemeat. We simply press out the moisture, the housewife adds it (water or cider) as she uses it.

The convenience, too, of neat packages is appreciated by all progressive dealers. They are easier to handle and add to the appearance of your store.

IT SELLS BECAUSE IT EX-CELS

Order now, as the season is commencing.

ARMOUR AND COMPANY



The New York Letter

First Meeting of New Manufacturers' Association. Mr. Callanan After Proper Garnishee Law. Oleo Conflict Sharper than Ever. Small Items of New York Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, Oct. 16, 1908.

This afternoon the organization meeting of the American Specialty Manufacturers' Association, the call for which was published in last week's issue, was held in one of the parlors of the Waldorf-Astoria Hotel. Samuel Fels, of Philadelphia, was elected temporary president and J. T. Austin, of the T. A. Snider Co., temporary secretary. Wm. Duff, of H. P. Duff & Sons, Pittsburg, was elected permanent treasurer, and that as the other officers had only been chosen temporarily, their names could be of no interest. The first page of the typewritten draft of the constitution was shown to explain the objects of the association, although it was said that the wording may be changed somewhat at another meeting. The present language is as follows:—

First. To foster and promote a feeling of fellowship and good-will among the members.

Second. To eliminate abuses, methods and practices inimical to the proper distribution of products represented by its members.

Third. To promote and insure co-operation and good-will between its members and the wholesale and retail trade.

Fourth. To assist in the enactment and enforcement of laws which, in their operation, shall deal justly and equitably with the rights of the consumer, retailer, jobber and manufacturer, and to protect the rights to trade-marks, etc., of members.

Fifth. To protect the sale and the distribution of the production of the members through legitimate channels where reciprocity is assured.

The dues were fixed at \$100 for admission fee and \$50 a year. The following temporary Executive Committee was appointed: William H. Duff, 2d, of P. Duff & Sons, Pittsburg; W. K. Kellogg, of the Toasted Corn Flake Company, Battle Creek, Mich.; D. O. Everhard, of the Ohio Match Co.; Louis Runkel, of Runkel Bros., New York, and A. W. Warren, of the Great Western Cereal Co., of Chicago.

Another committee of eight members was elected to promote the work of recruiting charter members before closing the lists for the formal election. They were W. H. Duff, 2d, W. B. McMechin, of the McMechin Preserving Co., Wheeling, W. Va.; A. J. Porter, of the

Shredded Wheat Co., Niagara Falls, N. Y.; Samuel Fels, of Fels & Co., Philadelphia; W. M. McCormick, of McCormick & Co., Baltimore; Louis Runkel, of Runkel Bros., New York; C. E. Pickett, of the Pacific Coast Borax Co., New York, and W. H. Hopkins, of the O. & W. Thum Co., Detroit, Mich.

A committee was appointed to frame constitution and by-laws as follows: A. J. Porter, Shredded Wheat Co.; Joseph P. Reichmann, Corn Products Co.; William H. Duff, P. Duff & Son; J. D. Lewis, N. K. Fairbanks & Co.; Wm. McCormick, McCormick & Co.; Walter H. Williams, Williams Bros. Co.; Leonard M. Frailey, Joseph Campbell Co.; C. E. Pickett, Pacific Coast Borax Co.; M. H. Hopkins, O. & W. Thum Co.; Samuel R. Beardsley, J. W. Beardsley's Sons; W. K. Kellogg, Toasted Corn Flakes Co.; D. C. Everhard, Ohio Match Co.; Louis Runkel, Runkel Bros. Co.; W. L. Garey, Royal Baking Powder Co.; A. M. Warren, Great Western Cereal Co.; Hooper Coyne, Sea Gull Specialty Co.

The fact that the new association is destined to amount to something may be gathered from the following list of firms present or represented: S. Fels, Fels & Co., Philadelphia Pa.; A. J. Porter, Shredded Wheat Co., Niagara Falls, N. Y.; Jos. B. Lewis, N. K. Fairbanks Co., Chicago, Ill.; William H. Duff, 2d, P. Duff & Sons, Pittsburg, Pa.; B. Garretson, Postum Cereal Co., Battle Creek, Mich.; Alexander Whyte, Lever Bros. Co., Boston, Mass.; E. A. Booth, N. K. Fairbanks Co., Chicago, Ill.; A. M. Warren, Great Western Cereal Co., Chicago, Ill.; George Nolan, Fels & Co., Philadelphia, Pa.; H. A. Moran, Great Western Cereal Co., Chicago, Ill.; D. O. Everhard, Ohio Match Co., Wadsworth, Ohio; E. E. Gridley, Minute Tapioca Co., Orange, Mass.; Andrew Ross, Toasted Corn Flake Co., Battle Creek, Mich.; N. L. H. Piercy, Columbia Chemical Works, Brooklyn, N. Y.; R. Wentworth Floyd, Stollwerck Bros., New York; B. R. Kenworthy, N. K. Fairbanks Co., Chicago, Ill.;

Fred. Fear, Fred. Fear & Co., New York; E. W. Murphy, Toasted Corn Flake Co., Battle Creek, Mich.; C. H. Falkenstein, Walter M. Lowney Co., Boston, Mass.; L. H. Soule, Bon Ami Co., New York; Walter Hudson Lipe, Beechnut Packing Co., Canojaharie, N. Y.; G. Lowenstein, Fred. Fear & Co., New York; A. M. Briggs, Lamont, Corliss Co., New York; W. F. Childs, Kellogg Food Co., Battle Creek, Mich.; A. R. Wendell, Wheatena Co., Rahway, N. J.; P. F. Powderly, P. Duff & Sons, Pittsburg, Pa.; Hooper Coyne, Sea Gull Specialty Co., Baltimore, Md.; R. H. Whitmore, Egg-O-See Co., Chicago, Ill.; Wm. C. Cushman, C. Van Houten & Zoon, New York; Jos. B. Reichmann, Corn Products Co., New York; W. K. Kellogg, Toasted Corn Flake Co., Battle Creek, Mich.; Samuel R. Beardsley, J. W. Beardsley's Sons, New York; W. L. Garey, Royal Baking Powder Co., New York; Leonard M. Frailey, Jos. Campbell Co., Camden, N. J.; Louis McDavit, Colgate & Co., New York; Geo. Schroeder, James T. Kirk & Co., Chicago, Ill.; John M. Ready, Jos. Dixon Crucible Co., Jersey City, N. J.; A. C. Monagle, Egg-O-See Co., Chicago, Ill.; J. Lloyd Jones, U. S. Canning Co., Fredonia, N. Y.; Chas. F. Pitt, Seafoam Baking Powder Co., New York; W. E. Reed, Columbia Chemical Co., Brooklyn; Walter Henry Williams, Williams Bros. Co., Detroit, Mich.; Louis Runkel, Runkel Bros., New York; W. M. McCormick, McCormick & Co., Baltimore, Md.; Ernst L. Woodward, Genessee Pure Food Co., LeRoy, N. Y.; I. Edesheimer, Huyler's, New York; Paul G. Henning, Federal Packing Co., New York; Chas. Jacob, Scourine Manufacturing Co., New York; C. E. Pickett, Pacific Coast Borax Co., New York; Fred. B. Thompson, Royal Cheese Co., Detroit, Mich.; B. Wolff, Celluloid Starch Co., New York; B. G. Gilchrist, Gordon-Pew Fisheries Co., New York; E. W. Harrington, Lauros & Bros. Co., Boston, Mass.; Wm. B. McMechen, McMechen Preserving Co., Wheeling, W. Va.; Geo. A. Mitchell, Shredded Wheat Co., Niagara Falls, N. Y.; Richard Bishop, Porcela Co., Pittsburg, Pa.; E. H. Marsters, New England Maple Syrup Co., Boston, Mass.

As chairman of the Legislative Committee of the New York Re-

tail Grocers' Union, and as a member of the same committee of the Brooklyn Association, L. J. Callanan is this week sending out the following letter, headed "Important" and addressed "To the Business and Professional Men of the State of New York":—

At the last session of the Legislature the Garnishee Law, which was enacted in 1904, and which, when enacted, only applied to the necessities of life, was amended to apply to debts of all kinds.

On September 1, when it went into force, numbers of judgments were filed immediately, a howl was raised by men who owed money and by their employers who were compelled under its provisions to deduct ten per cent. of their salary and pay it to the judgment creditor—they, the employers, being held personally responsible for the ten per cent. if they did not deduct it.

What does the Garnishee Law mean? It means that for the first time the State of New York has thrown the mantle of protection over the professional men, the retail merchants and the landlords of the State and given them a means to collect their just debts which the hotel man, the mechanic and the laborer have enjoyed for years.

How does it protect them? By enabling them, by a very simple method of procedure, to get a judgment against the debtor for ten per cent. of his salary or income if he is earning or receiving \$12 a week or over. Only one judgment can be filed against any person at one time. There certainly is not much hardship in that. Yet, it has evoked a storm of protest as being in the interest of the loan sharks and lawyers who make usurious loans.

It was first introduced in the Legislature by Assemblyman D. Tammany Hall, at the request of the Central Association of Retail Grocers over twenty years ago—the grocers having found it impossible to collect any debts due them unless at a loss of time and money which in most instances overbalanced the debt. It was introduced with varying fortunes at nearly every session since then. A few years since the Merchants' Legislative League was organized; they joined the grocers and with their assistance the bill became a law.

It is a just bill. It was enacted to protect business men. If a man goes in debt and does not pay, there ought to be some law to compel him to pay. That is what the law was enacted for.

Assemblyman Cuvillier, of the Thirtieth District, the nominee of Tammany Hall, has stated that he elected he will use every effort to have the law repealed. Your duty to yourself and to your fellow business and professional man in the State demands it of you that you make every effort to defeat him in the polls, that you ask every honest man, without distinction of party, to help you, and if you are not living in his district, to ask the candidate for Assembly and the Senate in your district how they stand on the question of the repeal of this law and if you find they are in favor of its repeal to urge every man in your district to vote against him and defeat him.

Under the present regulation affecting the imports of cheeses, importers are unreasonably oppressed, according to the opinion expressed by a number of the

Italian importers at a meeting Tuesday evening in the Ital-Chamber of Commerce. It was decided to send a memorial to the Secretary of the Treasury, asking the Department be not too strict in enforcing measures that delay imports until a committee of society has time to make an investigation which will involve the collection of much data. It is expected by the importers that the committee "will demonstrate the practicability of a too severe application of law as now interpreted." The following committee was appointed to make the investigation: H. L. Berger & Co., S. Gelle & F. X. Baumert & Co., Hauptburgi, P. Paterne & Co., Albano, E. Locatelli, Prof. G. Rosi, E. Mariani.

From the offices of the National Wholesale Druggists' Association are being sent out to all wholesale dealers and manufacturers copies of resolutions adopted at a recent convention in Atlantic City, N. J., in opposition to the wrong practice of manufacturers selling to buying clubs composed of retailers. The resolutions are of a character familiar to grocers and the issue seems quite similar in the two trades. The wholesale druggists set forth that the manufacturers of proprietary medicines or some of them, have for some time been selling to the retailers' clubs and that of late there has been a leniency on the part of manufacturers of all kinds of drugs to sell to these same clubs. It is argued that these sales are unfair to the jobbers, who claim to be the principal distributors, and ask that the principle "live and let live" guide all.

Dr. H. W. Wiley, of the Bureau of Chemistry of the Department of Agriculture, is to be heard at a meeting of the Society for Chemical Industry that will be held in New York City October 23d. He will speak on "The Abuse of Preservatives in Food." On the same occasion Read Gordon will speak on "Use of Preservatives in Food," in the nature of a reply to the remarks to be made by Dr. Wiley.

Deputy Commissioner Kracke, of the State Department of Agriculture, told your correspondent that the defeat of the Department in the Brooklyn cases will not deter it from continuing its efforts to put

an end to the sale of the butterine. He said that in all probability a decision of the higher courts will be obtained, and if necessary, he believed, the Legislature will amend the law so as to leave no doubt as to the illegality of the sale of the product.

The butterine interests, on the other hand, propose to continue the fight to establish the right which they claim of selling the white or uncolored product. If the present law should be construed against them they propose to test its constitutionality and also to seek favorable legislation during the coming winter.

The Atlantic Candy Co., of Brooklyn, was incorporated this week with \$3,000 authorized capital and is to make candy and confections. The incorporators are headed by A. Freedman, of 334 Pearl street, New York.

A petition in bankruptcy was filed Monday against John J. Warner, who had a retail grocery store at 4½ East 47th street. He has been in the business eleven years and his assets are estimated at \$1800. The petitioners claim that he recently allowed J. D. Smith to take a judgment for \$350 and to pursue replevin proceedings.

About forty bags of coffee were seized by the Federal and State authorities and condemned several days ago. It was claimed that the coffee had been close to putrid hides on the voyage from Brazil to this port and was unfit for food. The coffee had been shipped to a broker named Kunard.

FRED. A. MCGILL.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.



FLI-STIKON THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

A FEW VARIETIES OF

BURK'S Seasonable Sausage PRODUCTS

All of which are produced in the **finest, cleanest and most sanitary sausage kitchens** in the country.

They are free from cheap substitutes and adulterations, preservatives and coloring matter and are

Prepared Under Government Supervision

ESTABLISHMENT NO. 257

FRESH PORK SAUSAGE

Superbly Seasoned

These can be had linked or in straight casing, either chopped fine or coarse.

SMOKED SAUSAGE

Frankfurters	Beef Bologna
Reed Birds (small Frankfurters)	
Smoked Fresh Sausage (old style Half-smoked)	
Ham Bologna	Mettwurst
Knockwurst (flavored with Garlic)	

PUDDINGS

Liver Pudding	Blood Pudding
Head Cheese	Blood Head Cheese
Pfefferwurst	Tongue Blood Pudding
Sardellen (special grade of Liver Pudding)	

SCRAPPLE

Superior to farmers' product, rich and well seasoned

Clean - Pure - Wholesome

LOUIS BURK
GIRARD AVENUE & THIRD STREET
PHILADELPHIA

Buy a sample order of

OUR RELIABLE LANTERN

Burns 40 hours without refilling. Cold Blast with all latest improvements and **pays the dealer a big profit.**

In stock of



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia

ORANGE MARMALADE is one of the best things we make. You know how good slices of orange with sugar on them are at breakfast. Well, this marmalade, is just sliced oranges and sugar, cooked to a jam consistency, and with just enough of the very thin pieces of peel in it to give it the orange "bouquet" which comes from the orange oil in the cells of the outside rind. Your trade will like this, and it only costs you \$4.20 a case of two dozen 16-ounce pound glass jars, freight paid. You sell it for \$6.00, and they'll call for more. Better try a case or two.

H. P. D. KINGSBURY, Redlands, California
(Where the oranges come from)

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

THE GROCERY MARKETS

Tea.

The tea market is unchanged. There is a fair demand, but at no point could it be called more than fair. There is no weakness manifest, and all grades are steady. No immediate change is looked for in any line, except the gradual hardening in certain lines of good teas noted last week.

Coffee.

The market for Rio and Santos coffee has ruled weak during the past week. Options have developed a lower tone, and while actual coffee has shown no change the tone is barely steady. The demand is light and from hand-to-mouth only. Mild coffees are dull but steady. Stocks are light and the situation healthy. Java and Mocha unchanged and quiet.

Sugar.

Raw sugar has sold at slightly advanced prices during the week. This, however, has not affected the refined market, and will not do so unless it becomes much more pronounced. The demand for refined sugar has greatly fallen off, and the future looks weak, as explained in detail in another column. Lower prices seem to be generally expected.

Syrup and Molasses.

Glucose is unchanged for the week, as is compound syrup. The demand for the latter product is light. Sugar syrup is also quiet and unchanged in price. Molasses is firm and good grades are very scarce. New crop molasses will reach Northern markets in about two weeks. The indications are for a good yield.

Fish.

The situation in new Norway mackerel has been marked by a radical decline from opening prices. While the new fish that have already arrived in this country are selling at about the opening prices, prices in Norway have been reduced as much in some cases as \$5 per barrel. The cause seems to be several fold: the fact that the trade did not buy adequately at the opening prices, the prospects of a good fall catch in Ireland, and the fact that the Norway catch was mostly small and can hardly compete even at the decline with Irish mackerel of the same size. Irish fish are unchanged in price but receipts are good. Shore and Nova Scotia

mackerel are cutting very little figure. Cod, hake and haddock are unchanged in price and in demand. Sardines of all grades are in moderate demand, French brands being high and firm. Other grades are quiet. Salmon is wanted in very moderate quantities at unchanged prices.

Canned Goods.

Tomatoes are still weaker, and offers are now made at 70 cents f. o. b. This is the lowest price reached in a long time, and it may go even lower if the trade continues to be as indifferent as they are now. The demand is very light. The only cause of the combined weakness seems to be the packers' need of money. Corn is dull and unchanged in price. Maine packers made full deliveries and there will doubtless be a surplus. Peas are quiet at ruling prices. Peaches show no change and only a light demand. Apples have advanced on spot to \$2.25 and many packers are asking \$2.25 to come forward, with prophecies of \$2.50 if the market for barrel apples keep up. California canned goods remain unchanged and in light demand. Sauer Kraut has advanced to 10 cents, owing to the rapid advances in cabbage. The price was 55 cents only a short time ago. Other small Baltimore canned goods are unchanged and in light demand.

Dried Fruits.

Prunes are dull and inclined to be weak. There is reason to believe that offers of 3½-cent barrels for Santa Claras might not be scorned. Peaches are fairly active at unchanged prices. Apples are steady and strong and very fair demand. Raisins, in spite of the projected corn crop grow weaker and weaker. Hops are pushing for sale and prices are at least a cent lower on seed fruit than a few days ago. There are a great many 2-crown muscatels this year, and there will doubtless be pressure to sell. Currants are in fair demand at unchanged prices. Other dried fruits quiet and unchanged.

Beans and Peas.

Domestic pea beans are quoted at \$2.30 to \$2.35, but the demand is very light. Imported beans offered at \$2.12½. Marrows are worth \$2.35 and are scarce; imported marrows \$2.12½. California limas are about unchanged.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window plays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

and in fair demand. Split yellow beans are selling actively at around 10 cents per barrel and green and white beans have both advanced 5 cents per bushel, \$1.95 and \$2.05 being the present quotations.

Butter.

The butter market has remained stationary during the past week. All grades meet with ready sale and the market is in good condition on the present basis. There is a good consumption and demand for all grades. As the season advances there will be a general falling off in the market, though no radical change in price seems likely during the coming week.

Eggs.

Fresh eggs continue very scarce, the market having advanced 1 cent during the week. On the advanced basis the situation is very firm, as no increase in production is likely for some time. The market seems likely to remain stationary during the coming week.

Cheese.

There is a normal consumptive demand for cheese at the present time. All markets have declined 1 cent during the week on all grades, and the market on the declined basis is steady. No further decline seems likely at the moment.

Provisions.

Smoked hams of all grades, regular, picnic and skinback, are 1/4 cent lower. Bacon and bellies remain about the same. Pure lard has declined 1/2 cent, but no change has occurred in compound. Prevailing prices of provisions are above normal for the season, and even lower prices are likely in the

near future. No change has occurred in barrel pork, dried beef, or canned meats, and there is only a fair trade.

Green Fruit.

Bananas, large, \$1.50 to \$1.75 per bunch; 8-hands, 75 cents to \$1 per bunch; 7-hands, 65 to 85 cents per bunch; 6-hands, 45 to 55 cents per bunch, demand poor; California oranges, \$5 to \$5.50 per box, demand good; Florida oranges, \$2.25 to \$2.50 per box, demand poor; lemons, \$3.50 to \$5 per box, demand fair; limes, \$1 per hundred, demand good; pineapples, \$3 to \$3.50 per crate, demand fair.

Nuts.

Peanuts, green, choice, 4 1/2 cents per pound; fancy, 6 1/2 cents per pound; jumbo, 7 1/2 cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.50 per bushel; jumbo, \$1.70 per bushel, demand fair; almonds, paper shell, 14 1/2 cents per pound; soft shell, 13 1/2 cents per pound; Brazils, 7 3/4 cents per pound; filberts, 10 1/2 cents per pound; pecans, 12 1/2 cents per pound; walnuts, 10 1/2 cents per pound; mixed nuts, 11 cents per pound; demand poor.

Produce.

Potatoes, 80 to 90 cents per bushel, demand fair; sweet potatoes, firsts, 30 cents per basket; seconds, 20 to 25 cents per basket, demand fair; beets, 35 to 40 cents per basket, \$1 to \$1.50 per hundred bunches, demand poor; Jersey cabbage, 35 to 40 cents per basket, \$5 to \$6 per hundred, demand poor; carrots, 35 to 50 cents per basket, demand good; Jersey onions, 35 cents per basket; white pickling, \$1 to \$1.25 per basket, demand good; yellow pickling, 40 to 45 cents per basket, demand

poor; green peppers, 8 to 12 cents per basket; red, 10 to 15 cents per basket; cayenne, 40 to 50 cents per basket, demand fair; string beans, green 35 to 40 cents per basket, demand fair; yellow, 30 to 35 cents per basket, demand good; New York salad, 75 cents to \$1 per two-dozen bunches; lima beans, improved, 75 to 80 cents per basket; flats, 50 cents per basket, demand poor; yellow turnips, 20 to 25 cents per basket; white, 15 to 20 cents per basket, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Tomatoes continue to monopolize the attention or nearly so, of the canned goods buyers throughout the country, either as purchasers or as onlookers. The purchases do not exceed the offerings, however, and the market, as a consequence, shows no sign of a reaction toward a higher level of values. That everyone who is tomato-wise is surprised and disappointed at the recent decline in prices goes without saying, for there are more good reasons why the prices should advance rather than decline. The only reasonable explanation of the slump in the market is the fact that a number of small canners at the country factories had, as a result of the panic last year, a smaller working capital this season and could not obtain the usual liberal bank accommodations to enable them to carry their output. Not having been able to sell futures so freely as heretofore they had no orders in hand to fill, sufficient to enable them to meet their maturing obligations, and they were obliged to face an unwilling market. When those weak sellers are out of the market, the stronger holders will have their innings. On the theory that goods well bought are half sold, the jobber who picks up some of the best quality tomatoes obtainable at to-day's prices may have occasion to congratulate himself later on. Corn is firmly held, though not active just now. Sweet potatoes and string beans are in demand and baked beans were fairly active this week.

In the line of fruits peaches and pears are selling more freely, and unpeeled pie peaches are firmer, especially No. 10 tins. Apples, small fruits and pineapples are dull. The stocks of those articles held here are smaller than usual at this time in the season. Cove oysters are unchanged.

Tomatoes.—This market is the cheapest source of supply. Buying orders from the Middle West indicate that fact. The goods were more generally scattered throughout the country this week than at

any time this season. The feeling in the trade here is that the decline has gone too far and is out of reason. Strictly standard quality tomatoes purchased at to-day's prices are well bought.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

The tomato packing season of 1908 is at an end at present, packers are accepting orders at and below cost, most generally below, and not many at cost. The majority of packers have only a small surplus—much smaller than for many years—from the standpoint of the can manufacturer about two-thirds as many cans were filled as was the total in 1907. Under these conditions, but few packers are willing to sell at present prices and many disregard present prices and prefer to wait and see. Those who have for compulsory reasons accepted business are now residing on Easy street and but few of this character remain in evidence at the present time.

Hand-to-mouth purchases with a lack of enthusiasm as to what the future may hold in store—if reports and advices are correct, the buyer seems content to continue this policy at least for a longer period and he, too, is willing to wait and see; if the market advances, he will pay the price if he wants them; if it should not advance, he will buy to meet his requirements. This is the buyer's present attitude and this same attitude was in evidence prior to the so-called attempted boom, and yet while the so-called boom was on, orders for more than present requirements were in vogue, and in this respect, history may repeat itself. For this reason we suggest watching your stock tomatoes closely so as to avoid the possibility of being caught with light stocks should the probable become actual.

Frost has been reported in various sections, but it came too late to seriously curtail the yield of tomatoes, which has already been terminated by the other forces of nature, which are equally as potent.

The corn market is strong and firm, although but little business is passing. Packers are still busy shipping out future purchases, which were heavy this season, and as buyers are thus obtaining a good supply, according to previous contracts, there is but little new business to report.

Apples and pears, 1907 packing, are still offered in a small way at particularly attractive prices, with possibility of poor apple and pear crops ahead, it is possible that quick attention will yield profitable results.

STRASBAUGH, SILVER & Co.
Aberdeen, Md.

Sugar.

There has not been much business in raw sugar this week. Only one cargo of Javas is re-

ported sold. That cargo brought 3.95 cents, a lower price than previous sales, but still a trifle better than could have been obtained had not the market improved. Other Javas are offered at 4.01 cents, but the refiners are not yet willing to pay further advances.

Receipts this week have not been so large, but all the refiners have good supplies on hand. The European markets this week have done better. Last week prices got down to 9/5-1/4 (equal to 3.98 cents New York). Prices on the Continent have since advanced, the cable to-day being 9/11-1/4 (equal to 4.09 cents New York). News from the Continental beet fields report unfavorable weather and the fear that drought may reduce the output has brought about a better holding and caused higher prices. Beets have been cheap. If unfavorable weather should continue the result would be felt in further prompt advances in values. The tone of our market to-day is much better. The foreign beets are being reaped. A shortage in the crop would be an important factor in the making of prices. However, up to the moment there is nothing definite upon which to base an idea that the crop will be short. Progress so far has been good and the preliminary estimates by authorities have figured a crop equal to last year's. There has been dry weather, but not enough of it yet to damage the plantings. The fear that unfavorable weather may continue is the sole support of the advances that have been made. Europe has a speculative weather market. Stocks in the United States owned by the refiners, cargoes coming to them already purchased, and the sources open of supplies sufficient to meet extra demands have placed the United States refiners in a comfortable position and they can afford to await a clearer development of the European situation. Dull trade and a lessened consumption, both here and in Europe, are hard things for advancing prices to overcome. If a higher level is to be made there must be substantial elements underneath to support it.

Refined Sugar.—All the refiners are to-day quoting list prices net basis 4.90 cents, less 1 per cent. cash, the Federal and Warner 28 days, other refiners 7 days delayed shipment. The demand is only fair. Shipments now are prompt.

Beet Granulated.—Orders would be accepted at 10 points below the American Sugar Refining Co's (New York or New Orleans) and B. H. Howell Son & Co's prices. The price is, therefore, 4.80 cents, less 1 per cent. cash, October shipment, and Michigan beet granulated can be shipped promptly. East of Chicago Colorado beet granulated

(packed in 100-pound bags bulk and 100-pound bags can be supplied, containing each 4/25-pound cotton). Michigan factories can supply barrels, besides 100-pound bags, and 100 bags each containing 4/25-pound cotton. Points between Utica and Buffalo, N. Y., and Altoona and Pittsburg, Pa., will be supplied from the Lyons, N. Y., factory.

M. G. WANZOR & Co.
New York, N. Y.

Coffee.

We refer to our last report of the 15th ultimo. Beginning with the 17th ultimo receipts at Santos were seriously interrupted by a strike of dock laborers at that port. The movement of the crop was not resumed until the 2d inst. It is to be expected, therefore, that the receipts at Santos during the current month will be quite large, the natural receipts being augmented by the accumulations resulting from this strike.

These large receipts do not influence us in our opinion with regard to the size of the crop. We maintain our estimate of 12 1/4 million bags for Rio and Santos, to which we gave expression in our report of the 15th ultimo.

European newspapers have gone too far in decrying the proposed Sao Paulo Government loan of £15,000,000 sterling, and have entered a field of which they have little or no knowledge. These newspapers intimate that the current Rio and Santos crop is equal to that of 1901-02 when about 15 1/2 million bags were brought to market, but do not give their source of information. Anonymous statements do not carry great weight, being too often dictated by selfish motives. Despite reports, which have it that the Government is meeting with serious difficulties in placing the loan, we learn from good authority that this loan of £15,000,000 sterling, with coffee as collateral, will be offered for public subscription at an early date at a price fixed at somewhat above 90 per cent.

The coffee trade has no interest in the success or failure of this public offering. The underwriters have made themselves responsible to take the bonds whether the public relieves them of their obligations or not. The only interest the trade has in this matter is to know what proviso has been made with reference to the disposal of the collateral. We are as yet in the dark as to whether or not the coffee is to be tied up for a given time and with whom the right of disposal will eventually rest.

It is certainly a disturbing element in the trade to have 8 1/2 million bags of coffee locked up, the ownership of which is liable to be shifted any day from the shoulders of the Government to

those of the bond holders. It would be far preferable to see this coffee distributed among the trade, where it properly belongs, and where it would find a natural outlet. We must, however, consider the case as it is and not as it might or should be.

The Government is to-day the biggest factor in the coffee business, and will most likely remain so for good or evil.

The original aim of the Government undertaking was to protect the planters from starvation prices, but the law of supply and demand cannot be upset by any power, and it is bound to assert itself sooner or later.

Despite the fact that last year's crop was about 2 1/4 million bags smaller than the consumption and despite the fact that the Government not only held its coffee out of the market, but added about 3/4 of a million bags to its holdings, that crop was marketed below cost of production. It is reasonable to ask, what will happen when we again have excessive crops to deal with, as may and most likely will be the case a year or two hence.

With conditions as they prevail the trade will no doubt continue its present policy of buying only for its immediate requirements.

No reports have as yet been received by us regarding the flowering. The weather of late was favorable, with rains and sunshine alternating. This ought to bring about good results. Whilst we do not look for a bumper crop next year, we believe a larger crop than the one now marketing may be reasonably expected.

HENRY NORDLINGER & Co.
New York, N. Y.

Spices.

The market continues very active. The spot demand is large and there has been considerable buying in futures during the week. Supplies are scarce and we note an unusual demand for immediate shipments.

Pepper.—Futures are somewhat firmer. Spot Singapore and Lampong are steady and the demand is good. The present crop of Lampong is reported smaller than during 1907.

Cayennes are higher. Supply is exceedingly small and the tendency appears upward.

Cloves.—Spot demand is large. New goods are practically sold on arrival. We do not expect to see a lower market, as the crop reports are to the effect that the crop is smaller.

Pimento (Allspice).—The demand is very good, due no doubt to present low value. The crop is evidently a large one, but is not as yet gathered.

Cassias.—Demand very good. Saigon continues scarce and high. China in cases firm, but slightly easier for nearby shipments.

Mace.—Demand very good and very steady prices. Spot stocks are small.

Nutmegs very steady and the demand is good. Present low prices are exceedingly safe.

Gingers.—Demand very good at steady prices.

Seeds.—Celery is exceedingly firm. Caraway is tending upward. Poppy, Mustard and Coriander are unchanged.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Some cucumbers are coming into the market from New York State. The average is \$2.25 per bushel basket.

Good tomatoes are scarce and the season is winding up. Good stock will bring 50 to 60 cents per basket and is in fair demand.

Grapes are doing a little better and show about 1 cent better all around. Concords average 11 cents, Niagaras 13 cents and Catawbas 10 cents. The demand is good.

Florida oranges are coming North, but few if any of them are good. The best are poor enough and bring \$2.25 per box.

Almeria grapes are lower. The present range is \$3 to \$4 per keg. The demand has not yet awakened and is only fair.

Cold storage peaches are still offered, the average price being \$2.25 per case. The demand is light.

Florida grapefruit are lower and range from \$2 to \$4 per basket. The supply is adequate for the demand.

Peppers are still glutted and range from 10 to 15 cents per basket. The demand is very slow.

Lima beans are winding up their season and range from \$1.50 to \$1.75 per half barrel. The demand is fair.

Goff's Cough Syrup has been on the market for more than 35 years. It is made from pure herbs, roots, barks, etc. and it is a standard remedy for coughs and colds. The S. B. Goff & Sons Co. of Camden N. J. have a special proposition that they would like to tell you about, which will show you how you can make 70 per cent. on their remedies.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, to a request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their proper order and taken up according to strict rotation.

Atlantic City, N. J., Oct. 9, 1908.
Editor "Science of Advertising."

Dear Sir:—Although a copy of our valuable paper was not delivered to us this week, yet it is known to us through Messrs. J. W. Beardsley's Sons, of New York, who compelled us to insert the "note" in one of our new circulars, fearing to sue us for "infringement" of their trade-mark, that the circular sent to you by us recently was criticised and reproduced in the "Science of Advertising" column of your paper. We are very anxious to hear your word about it, and would ask you to mail us another copy of the "Grocery World and General Merchant."

Yours truly,
JACOB T. SHILS.

This correspondent incloses a copy of a circular which seems to have been taken up and criticised

NOTE. There is but one SHREDDED Codfish and that is prepared and sold by Messrs. J. W. Beardsley's Sons, and we wrongfully used the word "SHREDDED" in the previous issues of our weekly circular in connection with Codfish, and we now take pleasure in making this correction that our people may be acquainted with this fact. Messrs. J. W. Beardsley's Son's Shredded Codfish will be on sale by us next week.

I have made some inquiry regarding the matter since the receipt of the above letter, and I find that Messrs. J. W. Beardsley's Sons own the trade-mark "shredded" and that for that reason nobody else can legally use it. I reproduce the above in order that this department may undo the innocent part which it played in the infringement.

New York, October 9, 1908.
Editor "Science of Advertising."

Dear Sir:—Will you kindly criticise the inclosed advertisement? Do you think there is too much space used for the name and address?

Yours truly,
SALESMAN.
R. C. Williams & Co.

Enclosed was the proof of an advertisement occupying a space six inches double column. A reduced reproduction follows:—

AMERICAN

Butter, Cheese & Egg Co.,

GREEN STAMP BUILDING 156 Newark Ave.

Our Telephone Call is 377 Jersey
Delivery on the Hill Every Day at 2 P. M.

This Is What Counts!

Friends, when you get right down to hardpan, with every one of us, it's "How much can I save?" To prove this come to the American.

New Apricots, 2 lbs. 25c
Doesn't that sound like old times?

New Peaches, 2 lbs. 25c
Tender skinned, large size, new pack.

Salmon, one pound, tall can, medium red, new pack, 10c

Vinegar—Heinze's pure Apple Vinegar, gallon, 25c
Heinze's White Vinegar, gal. 20c

Codfish, lb. 12c
The cream of the fish.

Fig Bars, soft, rich, full of fruit, delicious eating, lb. 10c

Most economical, 3 lb. size p. loose, lb. 25c
This is worth coming for.

Scrub Brushes, 9c
Built for work, with solid backs.

EDDY'S OLD ENGLISH SAUCE!—Gives a smack to fish and steak; don't go without this smack. 4c's 10c. bottle.

Best Creamery Butter, lb., 26c

Really this is a big bargain, and we give you 5 Stamps Free.

Logan and Johnston's 1 lb. glass jars Jam, 15c

Campbell's Baked Beans, 3 cans, 25c

The best, strongest and purest coffees in the world are sold by us.

Fine Santos, lb. 15c., 5 Stamps. Dining Room, lb. 25c., 20 Stamps.

Golden Santos, lb. 17c., 5 Stamps. Cream Java, lb. 27c., 30 Stamps.

Maracibo, lb. 20c., 10 Stamps. White House, lb. 30c., 30 Stamps.

this department several weeks ago, though I do not remember

In that circular appeared a brand of codfish not Beardsley's, which Mr. Shils called "Shredded." The Beardsley people received notice on Mr. Shils that their codfish was the only brand that could legally be called "shredded," and in order to protect himself from trouble he has inserted the following note in a later circular which he also sends:—

I do think that too much space has been used for the name and address, and it is in my judgment in the wrong place. The heading of this advertisement should have been "This is What Counts" and the name should have gone at the bottom. This would have improved the appearance of the advertisement immensely, and would have given the heading more chance. As it is now, it is snowed under and dominated

Could
You
Ask
For
More
Than
We
Guarantee?

WE guarantee everything connected with our business, and our guarantee has behind it the reputation gained through more than ninety years of honest dealings.

Our Coffee is guaranteed to be exactly as represented. Every repeat order must be the same as the original, and the original must be exactly as sample shown.

The blending and roasting are guaranteed to be as nearly perfect as long years of experience can make it.

Your money will obtain more in actual value than you get elsewhere.

It will pay you to obtain our prices and seek our advice.

SAMUEL WILDE'S SONS CO.

Importers Coffee, Tea and Spices

111 Dutch Street

NEW YORK

Here's the
Chance of
Your Life!

What we for years have made "to order only"—really our "private stock"—we are now offering for the first time for general sale under the name of

"Sorority Chocolates"

— "Taylor-Made" —

and the dealer who handles them will have
A CANDY BUSINESS TO BE PROUD OF

We are causing tremendous demand for "Sorority Chocolates" by full-page advertising in the biggest magazines. YOU can be the "Sorority Chocolate Dealer" and CASH IN on our heavy advertising.

We help you out with ten beautiful Sorority Girl Window displays and handsome Electric Flash Sign.

Write us for particulars — NOW

**Taylor Brothers
Company, Inc.
Battle Creek, Mich.**

by the useless name and address.

It was a decided mistake to set the text lines of this advertisement in boldface. It is like printing an entire article in italics; all emphasis is gone because everything is emphasized. In order to give proper values to the boldface heads the text should always be printed in ordinary body type. This advertisement looks too black and too bold. The printer who set it up has botched it badly, in my judgment. He has designed and arranged his lines carelessly and in some cases has run in body type with boldface. The whole effect is one calculated to make an artistic printer or one who loves artistic printing groan. I don't contend that artistic quality is necessary to make an advertisement pay, but up to the point where it displays an advertisement clearly and makes it easily read it is highly necessary.

Among the most seasonable goods which are being pushed are the Exton Oyster crackers. This brand has a lively sale, based on over sixty years' reputation.



Is It Right?

Sometimes I come pretty close to thinking I'm an anarchist. Ain't it an anarchist that believes there oughtn't to be any law at all? I think I've said once or twice that the law looked to me like a lemon a good bit of the time.

Here's another case:—

I get through Ohio pretty thoroughly in the course of a special trip I make once a year. There's a good-sized town out there that has a grocers' association of about 35 members. It's not a very lively place; the people are well fixed and business just drifts along in a comfortable fashion, enough for everybody, but not enough for anybody to get very rich on.

The association never had much to do, except to smoke up and serve refreshments once a month, until about six months ago. Then some fellow who has

a chain of stores in Cincinnati—I heard his name but forgot it—jumped into the town one day and opened up a branch store.

The 35 or 40 grocers who had been there before had been getting pretty good profits. There wasn't any reason why they shouldn't. Nobody was bucking 'em and they weren't bucking each other. So there wasn't much cutting done.

The new fellow had to get in somehow—there wasn't enough trade for him unless he took it away from some of the others—so he started in to cut prices. The association held a special meeting. A lot of talk was had, but nothing came of it—what could come of it? They decided finally that the people of the place would surely stand by 'em in preference to a stranger, and that they didn't need to worry; it would be all right.

But it wasn't. The new store talked loud and the people began to sit up and take notice. The fellow seemed to sell pretty good stuff, some of it the same brands they'd been buying right along, and they bought 'em. The asso-

ciation held another special meeting, and this time there was some sweating. To make a long story short, they decided they would "for the time being" meet the cutter that the cutter made. So they did, and the fur began to fly, for he, having a chain of stores, was buying a whole lot cheaper than they were and he could therefore cut deeper.

I know it to be a fact that for a while not a single grocer in the town—except the cutter, maybe—he may have made a little—made a cent on say twenty-five staples that were picked out as leaders in the fight.

Then the association held another meeting. The members unfolded some pretty blue talk. The cutter was cursed up hill and down dale. At last they decided they'd throw themselves on the mercy of the people, and they drew up a sort of announcement which they all signed. I had a copy and would have printed it, but since it was in the courts and there was an injunction about it I decided I'd better not. The announcement was run as an advertisement in all the local papers.

The Wise Dealer is Always Looking
for Articles Like

A M M O

(DRY AMMONIA)

because he knows it pays to show customers a good thing. Ammo is a dry, odorless powder until it comes in contact with water, then it turns into ammonia.

*One 10 cent. can equals three pints of
best liquid ammonia*

Never loses its strength or evaporates like liquid ammonia. Put up in handy sifter-top cans, no bottles to break and lose your profit. Used from cellar to garret, from Monday to Saturday. Strong, steady seller. We are telling your customers about it and pushing it. Why don't you? Your jobber can supply you.

THE FRANK C. EBY CO.

213-215 E. Atwater Street
DETROIT, MICH.

THE ONE WAY TO BEAT BABBITT'S

BABBITT'S BEST LAUNDRY SOAP is not only our best—it is your best, too.

The grocers who sell **BABBITT'S BEST** will find, if they average the sales of all their laundry soaps, that **BABBITT'S BEST** has always stood at the head. It has a place in the household that only one thing could displace.

That one thing is this—if somebody could find a soap to do better work, **BABBITT'S BEST** might have to yield. Nobody has come within a mile of finding it yet, however.

MADE BY

B. T. BABBITT
NEW YORK



ADVANCE NOTICE




The Santa Claus catalogue will be ready to mail by the time your request for a copy reaches us.

This catalogue presents the most comprehensive showing of Holiday wares in the trade. Included are Toys, Dolls, Games, Chinaware, Jewelry, Silverware, Novelties, Leather Goods, Pictures, Perfumes, Fancy Goods, etc.

Our Santa Claus catalogue is the book which thousands of retailers all over the country have come to look upon as the signal to start their Holiday Buying without further delay.

Its appearance indicates that the end is not far off—that stocks will soon begin to break—but that promptness in ordering will still bring the goods.

The Santa Claus catalogue is a book no seller of Holiday ware can afford to be without. Get your request in NOW for an early copy. Ask for catalogue No. D690.



BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

Sample Houses: BALTIMORE, DALLAS, OMAHA, SAN FRANCISCO

The substance of it was that an "interloper"—that's what they called him—had come into the town and disorganized business conditions that had "gone ahead without a ripple of discord" for ten years. Prices had been cut to a point where nobody was making any money and as they had every confidence that the people of the town were willing to pay prices for groceries that allowed the dealer a living profit, they had all agreed not to sell the following articles for less than the prices named. Then came a long list including everything that had been cut, and a fair price opposite each one.

Anything wrong about that? Wouldn't you say they had a perfect right to do that? So should I.

What do you think that cutter did? He went into court and asked for an injunction against the thirty-five because they were carrying on a trust to hold up the prices of goods. All he did was to show the judge that advertisement, and he got the injunction!

Wouldn't that make your collar choke you?

Yes, sir, he got it, and if that's law I'm done with it. I'll wear a red shirt and spit at the rich from now on! Why, that was as much as to say that those grocers didn't have a right to get a profit on their goods—they had to keep on selling at the price the cutter made; a price they couldn't meet at a profit!

Not long ago the secretary of an association out in Western

Pennsylvania told me they'd gotten up against the same thing. They'd never had an association there before, and the grocers had lived together like cats and dogs. In no way did they work together and the constant knocking pulled business down until it was pretty weak for 'em all.

They organized an association and got every grocer in it after the hardest kind of work. The first thing they did was to fix up a scale of prices. Nothing high, just enough to live on. They didn't go to any lawyer then, but just fixed up the thing themselves. When they had it all written up one of the members whose brother was a lawyer thought they ought to take legal advice. They did and the lawyer said they had no more right to do such a thing than they had to pick pockets! That was combining in restraint of trade, or something like that, he said, and it couldn't be done.

"Well, can't we just agree then, among ourselves, to hold prices?" they asked him.

"Nope, couldn't do even that: that was the same thing."

So they had to give it up. There wasn't a grocer in that town, I'm told, that hadn't been selling a lot of things at a loss. Yet they couldn't do anything in the way of a combination to prevent that in the future! By George, that may be law, but it ain't justice!

I asked the secretary why they didn't just decide among themselves that there wouldn't be any

more cutting, and let it go at that.

"That wouldn't have been enough," he said. "Some of 'em had smaller expenses than the rest, and they could afford to sell cheaper without doing what they considered cutting. No, unless we were all on a level it wouldn't work."

I don't know how they've gotten on there since; I haven't been back to that town yet.

I suppose that at the bottom of all this is that saying "competition is the life of trade." It may be the life of trade, but sometimes it comes pretty close to being the death of the trader.

And it's like any other good thing—we can have too much of it, I think. THE STROLLER.

Butter Setback in New York State.

The New York State Agricultural Association Department had three important cases decided against it in Brooklyn during the week. Not only did the court dismiss all three complaints that were brought before it, but went out of its way to suggest that oleomargarine is a wholesome food product and the court had no idea that the law was designed to prevent its sale, so long as the sales are honest and legitimate, without intention to deceive. There were three Brooklyn grocers, or butter dealers, accused. Abraham Reitzenbeim, Henry W. Degenhardt and Paul Hemp-hill. The evidence of the Government was to the effect that the goods were sold as oleomargarine

in packages suitably wrapped and labeled from cases which bore the proper Government stamps. No was there any evidence that the goods were colored or flavored other than the natural flavor of the product as it leaves the factory. It was sold for oleomargarine, and the only evidence of possible intention to substitute for butter was a sign which Reitzenbeim displayed on his refrigerator referring to "Butter—in" the "in" being in small letters. But the goods were sold for what they were. The court granted the dismissal in every instance, on the ground that there was no evidence of wrongdoing under the statute. The court suggested that it believed that to convict it was necessary to show that deliberate effort had been made to introduce foreign color or flavor into the goods to make them resemble creamery butter, other than they naturally do. These were some of the 150 or more cases which are pending against grocers in Greater New York, on which the State Agricultural Department has sought to prevent the sale of oleomargarine under such circumstances. The claim of the State has been that whereas the statute prohibits the sale of anything "in semblance of butter," oleomargarine is thereby prohibited, because it does, per se, resemble butter. It is said that these cases will probably be the means of convincing the department that its contention is a wrongful interpretation of the law.



EXTRA FANCY SUGAR SYRUP



One of the finest pure Sugar Syrups we have had for a long time. Bright, clear color, excellent flavor and good heavy body. Strictly fancy quality.

SUGAR LOAF DRIPS

Barrels, only 32 cents per Gallon

KIRK, FOSTER & CO.

WHOLESALE
GROCERS

209

**NORTH WATER STREET
PHILADELPHIA - PENNSYLVANIA**

Another Coffee Label Analyzed by Request

The Most Ingenious Label Yet Submitted is Believed to be Misleading. Can a Brazilian Coffee be Sold as "Moka" is the Question Involved. Photographs of the Carton, Front and Back.

Here is another question of efficiently vital interest under all food laws to warrant a special article being made of it:—

Youngstown, Ohio, October 8, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—We enclose herewith a label taken from front and back of a coffee carton; this coffee retails for 20 cents per pound.

In your opinion is this labeled correctly?

A great many people, especially those who drink a 20-cent coffee, do not know but "Moka" is the correct way of spelling "Mocha."

You will notice the packers hasten to explain on the back of this package that this has no reference to Arabian "Mocha," which is clearly an admission that they are afraid it might be misinterpreted. It looks to us as though this was very misleading and clearly comes under the head of misbranding.

We are anxious to assist in helping to make the Food Law as effective as possible, and do not want to sell an article that is misleading. We would, therefore, appreciate your opinion.

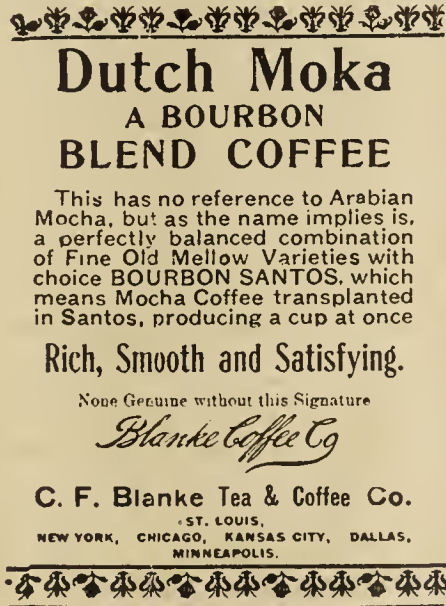
Very respectfully,
HEARN BROS. & Co.

Photographic reproductions of the front and back of the carton appear below:—

FRONT.



BACK.



The writer is very clear that this is not a proper label, the reason being that, it will probably mislead 99 out of 100 persons. It is very ingeniously arranged, but in the writer's judgment does not satisfy the law.

To begin with, there is no such word as "Moka." It is simply "Mocha" misspelled, and practically every consumer would conclude that it meant Mocha. The phrase "A Bourbon Blend" may

mean something to a coffee expert, but it means no more to the consumer than so much Greek. The main statement on the front of this carton, therefore—the only statement that counts for anything—is one that is equivalent to a representation that the contents are Mocha coffee. It is hard to see why this is not a misrepresentation, all things considered, since the packer admits that the contents are not Mocha.

The question is, does he admit it in such a way as to legitimize the misrepresentation on the front? Let us consider the matter on the back, but before doing so it may be observed that in many cases the consumer never sees the back of a carton and cannot therefore be charged with notice of what appears there, especially when the front, as in this case, has deceived him.

The back uses the same description, "Dutch Moka. A Bourbon Blend Coffee," with the following explanation, confession or contradiction:—

This has no reference to Arabian Mocha, but as the name implies, is a perfectly balanced combination of fine old mellow varieties with choice Bourbon Santos, which means Mocha coffee transplanted to Santos, etc., etc.

Does this neutralize the deceptive use of the word "Moka"? The writer clearly thinks not. It is practically equivalent to calling the coffee Mocha in large type

Beardsley's Shredded Codfish



Is "picked up" by our own process and all the natural flavor preserved. No imitation will give your customers the same satisfaction. Don't forget *that* is where you are judged for recommending an article.

See the red band on the package.

In three styles; Cartons for sale from October to May; and tins and glass (handy tumblers) for the Summer months.

J. W. BEARDSLEY'S SONS
New York City


Dr. Wylie Condemns Preservatives

The U. S. Bureau of Chemistry says the use of artificial preservatives in food products is detrimental to health. When the order prohibiting their sale comes, how will you be prepared for it?

HEINZ
57 VARIETIES

PURE FOOD PRODUCTS

do not contain a drop of artificial preservatives. Pure goods and clean methods are the secret of their goodness. They meet the requirements of all food laws.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

PITTSBURG NEW YORK CHICAGO LONDON

on the front and in small type on the back confessing that it is not. This will never satisfy the law. Even if the consumer saw it, which is doubtful, it is very unlikely that he or she could gather from it any real idea of the truth.

This label is believed to be deceptive and unfrank and would probably offend against any food law that contains a misbranding clause.

Interesting Future Canned Goods Suit.

The Henry Lochte Co., Ltd., of Baltimore, Md., was made defendant in a suit for \$3,645.20 instituted by the California Fruit Canners' Association, of San Francisco. The petition represents that the petitioners entered into a contract with the Lochte Co. for the sale of 550 cases of canned asparagus, to be delivered to defendant in Baltimore, through petitioner's agent, W. A. Gordon & Co., and that in accordance with the contract it delivered the goods which the Lochte Co. refused to receive. On this refusal the Canners' Association was forced to place the goods in storage, and it prays that the Lochte Co. be made to pay it the freight and storage charges, together with the contract price, \$3,420.42, making a total of \$3,645.20. Mr. Thomas J. Tully, of the Henry Lochte Co., said: "The Henry Lochte Co. does not owe the California Fruit Canners' Association the sum sued for. The Henry Lochte Co. made a contract with the plaintiff to take about 500 cases of asparagus out of the pack of 1908. The asparagus, according to the contract, was to have been white. The plaintiff made the shipment, and as the goods were subject to examination on arrival, the Henry Lochte Co. was given the privilege to examine the samples. Upon examination of these samples it was found that the goods were not white, as contracted for. The asparagus was green, and the Henry Lochte Co. refused to accept it."

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY

108 North Front Street, Philadelphia.

Large Consignment of Goods Seized Under Federal Food Law

Government Sends "Grocery World and General Merchant" Details of Three Confiscations for Misbranding Flour, One for Misbranding Vanilla Extract. Flour Cases Involve Misrepresentations as to Kind of Wheat Used and Place of Manufacture. Vanilla Extract Not Vanilla at All.

The United States Department of Agriculture has sent to the "Grocery World and General Merchant" the details of Cases 12 to 17, all but one being confiscation cases under the Federal food law. Three are for the misbranding of flour, one for misbranding vanilla extract, one for the misbranding of whisky and one for the misbranding of a skin food.

In the first case the defendant was Seymour Carter, proprietor of the Gardner Mill, Hastings, Minn.

The facts concerning the case are as follows: On or about January 17, 1908, an inspector of the Department of Agriculture reported the introduction into interstate commerce of a carload of 96-pound cotton sacks of flour, billed to Seymour Carter, of Greenville, Ohio, care Wabash Railroad avenue, Chicago, Ill., in a Wabash Railroad Company car, No. 71,188. The flour was branded as follows: "AXA Highest Patent, The Gardner Mill, Seymour Carter, Hastings, Minn. Flour manufactured from Finest Selected Hard Spring Wheat," whereas, in truth and in fact, the wheat from which the product was milled contained approximately 15 per cent. of durum wheat. Under the standards set by the Board of Grain Appeals for the State of Minnesota, and under the common acceptance of the terms, hard spring wheat is "bright, well cleaned, and composed mostly of Hard Scotch Fife, to weigh not less than 58 pounds to the measured bushel." It follows that a flour made in whole or in part from durum wheat should not be branded as being milled from "hard spring wheat." The flour in question appeared to be misbranded within the terms of Section 8 of the act, and on January 17, 1908, the Secretary of Agriculture reported the facts to the United States attorney for the northern district of Illinois. A libel for seizure and condemnation in the nature of an information was filed by the United States attorney, un-

der Section 10 of the act, and the flour was seized by the United States marshal. The claimant, Seymour Carter, in answer, admitted that the product in question was made in part from durum wheat, and the branding as set forth in the libel, but denied that it was subject to confiscation under the food and drugs act. The court having been fully advised in the premises, and having heard the argument of counsel, adjudged the flour misbranded and upon the filing of a good and sufficient bond, in accordance with Section 10 of the act, and under the provisions of the decree hereinbefore set forth, the goods were duly released to the claimant.

In the second case, also a flour case, the defendant was the Orrville Milling Co., of Orrville, Ohio. In this case an inspector of the Department of Agriculture found in a freight car in the District of Columbia 240 sacks, more or less, of flour consigned and shipped by the Orrville Milling Co., of Orrville, Ohio, to the Orrville Milling Co., Washington, D. C., F. G. Swain & Son, Washington, D. C., to be notified. The sacks of flour were labeled and branded "Paragon Minnesota Cream Roller Process"; whereas, in fact, the flour was neither grown nor manufactured in the State of Minnesota, and was not a product of the cream roller process, but was a flour manufactured at Orrville, Ohio, from wheat grown in the State of Ohio, and commonly known as "Ohio winter wheat."

On May 14, 1908, the facts were reported by the Secretary of Agriculture to the United States attorney for the District of Columbia, and libel for seizure and condemnation was duly filed with the Supreme Court of the District of Columbia under Section 10 of the act. The claimant having failed to answer or show reason against seizure and confiscation by the United States for the causes stated in the libel, the court adjudged the flour

misbranded, and upon the filing of a good and sufficient bond in accordance with Section 10 of the act and under the provisions of the decree hereinbefore set forth, the goods were duly surrendered to the claimant.

There was another case against the same concern in which 1,200 sacks were seized. In this case an inspector of the Department of Agriculture found in a freight car within the District of Columbia a consignment of flour, consisting of 1,200 sacks labeled and branded "Cereta High Grade Patent Flour The Sanitary Grocery Co., Washington, D. C." The flour was consigned and shipped by the Orrville Milling Co., of Orrville, Ohio, to the Orrville Milling Co., Washington, D. C., the Sanitary Grocery Co., Washington, D. C., to be notified. In violation of Section 10 of the act the flour was misbranded in that it was labeled in a manner which purported manufacture by the Sanitary Grocery Co. at Washington, D. C., whereas, as a matter of fact, the product was manufactured and prepared by the Orrville Milling Co. at Orrville, Ohio.

On May 14, 1908, the facts were reported to the United States attorney for the District of Columbia. Libel for seizure and condemnation under Section 10 of the act was duly filed in the court aforesaid, upon which seizure was forthwith made and notice given to the claimant, Orrville Milling Co. The claimant failed to answer or show cause against seizure and confiscation by the United States, whereupon the court judged the flour misbranded as alleged in the label, and on the filing of a good and sufficient bond, in accordance with Section 10 of the act and under the provisions of the decree hereinbefore set forth, the goods were duly surrendered to the claimant.

The defendants in the vanilla case were Steinbock & Patrick, of the Southern district of Ohio. This was not a confiscation case, but an ordinary criminal prosecution under the same act. The fine here was extremely light—\$5 for each of the two partners.

The facts of this case were as follows:—

On August 22, 1907, an inspector of the Department of Agriculture purchased from A. R. Norris, Terre Haute, Ind., a sample of a food product labeled "Steinbock & Patrick's Marvel Extract of Vanilla."

z." The sample was subjected analysis in the Bureau of Chemistry and the following result obtained and stated:—

Coumarin (per cent.)	0.032
Vanillin (per cent.)	0.07
Resins	Very slight.
Coal-tar dye	None.
Caramel	Present.
Weight found (grams)	53.5
Weight should be (grams)	56.5

In "Standards of Purity for Food Products," established under authority of the act of March 3, 1903, published as Circular 19, Office of the Secretary, U. S. Department of Agriculture, vanilla extract is defined as follows:—

Vanilla extract is the flavoring extract prepared from vanilla bean, with or without sugar or glycerin, and contains in one hundred (100) cubic centimeters the soluble matters from not less than ten (10) grams of vanilla bean.

It was evident that the product was both adulterated and mislabeled; adulterated because it purported to be an extract of vanilla, and, in fact, some other substances, coumarin and vanillin, had been substituted for vanilla extract, and the article was, therefore, a mere imitation colored with caramel to resemble real vanilla extract, thereby concealing inferiority and deceiving the public. It was mislabeled for the reason that it was labeled "Extract of Vanilla," when in fact it was an imitation of that article, having in it no extract of vanilla bean, and was colored with caramel to impart the color of the real extract. It was further mislabeled because of the label on the bottle, which declared the quantity to be two ounces, whereas the bottle contained three and one-tenth ounces below the quantity required to make a full two ounces.

The Secretary of Agriculture, acting, on June 25, 1908, afforded manufacturers an opportunity to show any fault or error in the aforesaid analysis, and they having failed to do so, the facts were duly reported to the Attorney-General and the case referred to the United States attorney for the southern district of Ohio, who filed an information against the said Steinbock & Trick, with the result hereinbefore stated.

In the whisky case several cases of "Canadian" whisky were condemned on the ground that the liquor was artificial and the spirit contained in it was of the grade known as commercial alcohol.

In the skin food case the brand condemned was known as "Sar-

toin," made by the Globe Pharmaceutical Co., Dayton, Ohio, and it may be sold by some general stores. It was sold as a skin food and remedy, but was found to consist simply of epsom salts, colored with pink dye, having no virtue whatever.

Our Fresh Fruits Wanted in Mexico.

Vera Cruz presents an opportunity to shippers of fresh fruits seeking to create a market in Mexico. While it is true that nearly all the fruits of the Northern United States are represented in the uplands of Mexico they are without taste or flavor when compared with fruits from the United States. Lacking cultivation in this country they have degenerated and dwarfed. The Mexican people are very fond of northern fruits, and I have seen them in admiration over a lot of California grapes, peaches, apples, pears and plums. There is nothing here to compare with them. A wholesale and retail grocery house in Vera Cruz occasionally imports small lots, a few cases at a time, and these are shipped from the border by express via Mexico City. This transportation is costly and the prices charged for fruits are so high that none but the well-to-do can afford to purchase them. Grapes bring \$1.50 Mexican currency per kilo, or 34 cents per pound in United States currency. Apples, pears, peaches and plums are also sold by weight; the first mentioned have sold at from 25 to 45 cents Mexican each, equal to about from 12 to 22 cents of American money. At these figures the great mass of the people cannot purchase fruits from the United States. It is believed that a market could be created here by shipping the fruits from New Orleans direct to Vera Cruz. A regular line of steamers is in operation and freight rates are quite reasonable. The import duty amounts to 3 cents per kilo, Mexican currency, about three-fourths of a cent United States currency per pound.

Orange Marmalade.

As made by H. P. D. Kingsbury, of Redlands, Cal., where the oranges grow, is simply sliced oranges and sugar, cooked to jam consistency and with just enough of the very thin pieces of peel in it to give it the orange "bouquet," which comes from the orange oil in the cells of the outside rind. It costs you 17½ cents for the 16-ounce jar, and you can sell it for 25 cents. Nice enough profit, isn't it?

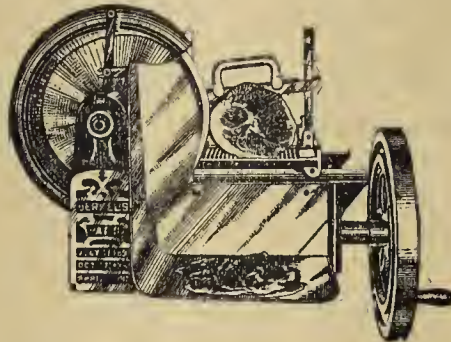
CAN I AFFORD IT?

That's what any wise merchant will ask himself when confronted with any new expenditure.

A multitude of considerations effect his decision.

The amount involved should be among the least of them.

What makes the investment a wise or foolish one is the return it will bring to the merchant.



THE AMERICAN SLICING MACHINE

judged by this standard, is the best investment a merchant can make.

Why?

Because the uniform, even, just-right slices bring him many new customers who cannot be served as well elsewhere.

Because the saving of waste and packers' profits puts from two to nine cents more cash in the till for every pound he sells.

Because it saves time, labor and temper.

The question really is

CAN I AFFORD TO BE WITHOUT IT?

Ten thousand progressive merchants answer NO.

Are you progressive?

American Slicing Machine Co.

54 Fifth Avenue, Chicago



"Exton" Flavor Made "Exton" Fame

Sixty-one years ago we started to tickle the taste of oyster eaters with the best Oyster Cracker made. It took purest materials, scientific baking and clean handling.

We have built up the best sale because we kept up the best quality.

You can sell "EXTON" OYSTER CRACKERS better than crackers of no certain quality—customers appreciate a store where even the Oyster Crackers are the BEST.

A. Exton & Company
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co., Distributing Agents, 116 South Delaware Avenue, Philadelphia.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: * * *, N. J.—I just read your answer to my question and thank you very much for same.

May I ask you two more which I have thought of while reading the Legal column?

1.—In reference to not having anything in one's name, is it necessary to make a bill of sale and certify to same before a justice of the peace or notary, and also of any transfer of money, etc., or can one do it privately and have it legal?

2.—Can one sell to any member of his family and will it be considered lawful, provided a claim like that of Jewelry Co. is made? How long is it necessary to have such change of property?

3.—In case a customer buying goods on credit and states a time to pay for same and does not pay, is he guilty of obtaining goods on false pretense? A lawyer told me such was the law in New Jersey. Suppose it is the case, what redress has the merchant even if he does cause the arrest of the customer? What good does the merchant get out of it?

Who pays the expenses providing the merchant proves his case?

I would like to know, as I cannot see the use of throwing good money after bad simply to get the customer jailed.

1.—A bill of sale need not be sworn to or attested before any public officer. It can be prepared, signed and delivered privately. A transfer of money can be made simply by handing it to another or changing the name in which the account stands, if in bank. No bill of sale is necessary in order to transfer money.

2.—The holder of property, real or personal, who is solvent and is not doing so in order to defraud his creditors can sell or give anything he owns, or everything he owns, if he likes, to any one he selects, including any member of his family. There is this to be explained, however,

about the effect such a sale or gift would have as against a creditor. It is a fundamental rule of law that a secret conveyance of one's property, especially one's personal property, which is not accompanied by change in possession, is not good against a bona fide creditor. Applying this, A, a married man and owner of household goods, privately gives a bill of sale for them to his brother B, who lives in another house; in other words, sells them to B. B does not remove them from A's house, and A continues to use them precisely as before. C obtains judgment against A and levies on the household goods. His levy will probably be held good because the conveyance, not being accompanied by a change in possession, will not be good as against a creditor of A. Had B immediately removed the goods from A's house, the sale would have been perfectly good.

So that such a conveyance as this correspondent speaks of should be accompanied if possible by sufficient change in possession as to be good in the eyes of the law.

3.—There is no false pretense in such a case; you have misunderstood the lawyer's opinion. If there were, almost every business man would be repeatedly guilty.

Costs are paid by the losing party.

Question: * * *, Tennessee.—On January 1, 1908, John Jones owed us \$150. On January 2d, Jones filed a petition in bankruptcy. We did not put our name in his petition, but he still bought goods on credit from us.

By January 15th he owed us \$175, all told. January 15th he paid us \$40 on account.

He still continued to trade.
Balance due on January 15th. \$135
His account from January 15th to February 15th. 60

Total due February 15th. \$195
February 15th he paid us. 70

Balance February 15th. \$125
Account from February 15th to March 15th. 62

March 15th paid. \$187
65

Balance March 15th. \$122
Jones continued buying and paying along about in the same way until July. On July 15th he owed us \$180. He didn't pay anything on account in July and has not paid since. His wife (not him) has been

promising to pay us each month since but has not done so. Jones has not asked for his discharge in bankruptcy yet. When he filed his petition his liabilities were \$500, assets \$110, due from company for whom he worked.

He makes about \$150 per month. 1.—Can he include us in his present petition in bankruptcy?

2.—Can he dismiss his present petition and file a new one and include us in it?

3.—Can we, or any one of the creditors named in his petition make objection to his application for dismissing his petition and be sustained in our objection?

4.—If he makes application for dismissal will his creditors be notified of such application?

5.—If he owed this money to you under similar conditions and you were hard up for money, what would you do?

The company for whom he works pays him once a month, on the 15th. If garnished they will answer the garnishment honestly, and if garnished several times they will make him arrange to settle the account, either by paying it, or giving us orders to them for so much a month, or by filing a petition in bankruptcy.

Now, what would you do?

Answer.—You do not state what became of Jones' bankruptcy petition. It must have been acted upon in some way, probably by an adjudication in bankruptcy. If so, he is still in the bankruptcy court and will remain therein until his discharge in bankruptcy. This being so, it seems to me a decidedly risky thing to have sold him goods on credit, remembering that before his discharge in bankruptcy you are absolutely powerless to get anything out of him.

I answer your questions categorically:—

1.—In order to affect your claim, Jones is not compelled to include you in his petition. Under that petition you are one of his creditors—if your claim arose before his discharge—and you must present your claim to the referee like the other creditors. In some respects, your case is without precedent, for I have never before known of a case where a merchant has continued to trust out goods to a bankrupt actually in the bankruptcy court.

2.—This depends on whether under his first petition he has been adjudicated a bankrupt. However, as explained above, Jones does not need to dismiss his petition in order to include you; you are already included, because your claim arose before his discharge in bankruptcy.

You seem to have some idea that a bankrupt is discharged only as to the creditors he names in his petition; this is not the case. He is discharged to all.

3.—This is covered, I think, by previous answers.

4.—He will doubtless make such application if already adjudicated a bankrupt.

5.—There is almost nothing to do here. After I had gotten through telling myself what I thought of myself for selling such a man on credit, I should probably mark the amount up to profit and loss, unless the bankrupt is honest enough to agree to pay so much a week. You cannot sue him in any court, because his bankruptcy is a stay. This prevents you from getting the judgment, which you must have in order to garnish his wages. There is a bare chance that because of your helplessness on the above grounds, the court might permit you to attach his wages without a judgment, though I doubt it. I imagine the court would take the attitude that a merchant who knowingly sold to a confessed bankrupt was entitled to his loss.

Question: "D," Norristown, Pa.—Will you kindly inform me if we can make our own pickles, cabbage and sell it without stating the ingredients on every bottle or vessel that we put it in for the consumer under the pure food law? We use nothing but cabbage, distilled vinegar, salt, cele seed, mustard seed, peppers and a small amount of granulated sugar.

Answer.—Goods such as this need not be labeled with the ingredients at all.

Sugar Refining Company in Trouble

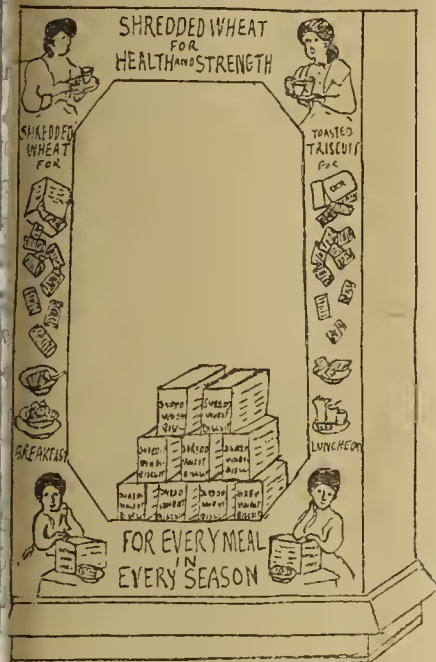
Charging insolvency, mismanagement and an indebtedness of \$430,000, creditors holding promissory notes to the aggregate of \$93,000 applied in the Court of Chancery at Trenton, N. J., today for the appointment of a receiver for the Mexican National Sugar Refining Co. The company will take up a consideration of the case later. It is charged among other things that the company expended \$200,000 without satisfactory accounting. The concern was chartered in 1904 with \$1,500,000 in capital. It later secured 10,000 acres near Veracruz.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Shredded Wheat Window.

The border for this window can be had by writing the Shredded Wheat Co., of Niagara Falls, N. Y. Place same around the inside of your window; it can



be cut for any size window. To the centre have pyramid of shredded wheat. This makes a simple and attractive display.

H. H. M.

Williamstown, Pa.

A Salmon Display.

Cover the background of your window with red crepe paper. Then cover the entire background with puffs of red crepe paper, leaving a space uncovered in the centre about 20 inches high and 12 inches long. For directions on making puffs, see "Colors and Backgrounds," by Frank Farrington, in the "Grocery World and General Merchant" of September 1908. Cover the floor with red crepe paper; stretch rather tight and tack down. Then hang red streamers across the sides of the window; streamers should not be more than 3/4-inch apart. This leaves only the front open.

Procure or manufacture a wooden box 18 inches high, 24 inches long, and from 12 to 18 inches deep. Leave one side open, the dimensions of which should be 18 inches by 24 inches. This will face the street. The top could also be taken off. Then

make a roof and attach same to box. Roof may be a triangle, a dome, or a pyramid, but must be at least 8 inches above the top of the box.

The roof should be left off until the rest of the window has been finished, and should not be glued or nailed, but be laid on in such a way that it can easily be taken off if necessary.

Lay four cans in the window, about 2 inches high, to act as supports.

Cover the box inside and out with red crepe paper, which should also reach to the floor of the window 2 inches below the bottom of the box. It will be necessary to attach stiff wire inside the crepe paper to the box as a support, otherwise the paper will slope inwards.

Cover the roof also inside and out with red crepe paper.

Before covering roof run electric light wires up the back of the box and run them inside through the joint made by the roof and the top of the box. Then run the wires to the top of the roof on the inside. Attach a 16-candle power light with a good reflector attached to same. Then cover with the crepe paper so as to conceal the wires.

Then procure some red cloth, tack to the top of the box in the centre of its front.

Drape this cloth across the front of the box both ways and tack to top again 7 inches from the centre. Do not allow it to hang down more than 3 inches. Take two pieces of cloth 6 inches wide by 19 inches long. Tack to the top of the box so that the bottom of the cloth just touches the bottom of the box. The farther edge of each piece should be 5 inches away from each side of the box and other edge be pasted fast inside the box.

On the outside of the box, 6 inches from the bottom on each side, paste a piece of cord (color, red) about 5 or 6 inches in length. Gather the cloth inside this cord until it is one inch from the side and attach the other end inside

the box. The whole, when completed, looking like the curtains of a toy theatre.

In the centre of the stage thus created place a cut glass dish, in shape somewhat like an oblong. Take two tall cans of red Alaska salmon, open, and empty into the dish, which should be large enough to hold the salmon without crowding it. Then place an empty can, with the lid left open, on each side of the dish.

Next print a large cardboard sign, 6 inches by 20 inches, and tack or paste to the back of the stage. It should be attached to the centre and be at least 3 1/2 inches above the floor. Sign will read as follows:—

For One Week Only.
The Popular Priced Salmon
E— Brand,
Red Alaska Salmon.
15¢ Can \$1.65 Doz.

The top line may be fixed to suit the convenience of the window dresser. One of the following is suggested in case a substitute is desired:—

For Two Weeks Only.

For One Month Only.

For the Entire Season.

After the window is finished, connect the loose ends of the wires running to the light to a socket plug. In the original window the light was lit after sunrise and left burn all night. There should be no other lights in the window but this one.

This display has been found particularly effective during Founders' Week, as being all of one color it caught the eye, and salmon being an article of food quickly prepared, it was just what people wanted for their lunches and light suppers.

HARRY L. LOOP, JR.

N. E. cor. Dauphin and Gratz streets, Philadelphia, Pa.

ASSOCIATION NEWS.

Los Angeles, Cal.

The Retail Grocers' Association of Los Angeles, Cal., is considering the following circular making new terms on returned produce which has just been issued by the Produce Exchange of the same city:—

We wish to call your attention to the custom prevailing among produce merchants throughout the coun-

try regarding rejected goods. The nature of our goods being perishable, a hardship is caused by the tardy return of goods rejected after delivery. To better these conditions, the Produce Exchange of Los Angeles has adopted the following resolutions:—

Whereas, Loss and annoyance occur through tardy notification regarding rejected goods; and

Whereas, This is largely due to a misunderstanding of the terms on which produce is sold;

Resolved, That the seller must be notified by letter or telephone, as to the rejection of goods, within twenty-four hours of delivery; and

Resolved, That under no other circumstances will returned goods be received.

PRODUCE EXCHANGE OF LOS ANGELES.

Meridian, La.

Following up the attitude assumed by the retail grocers of New Orleans in fighting the Standard Oil Co. for selling its oil direct to consumers by means of the notorious gallon can wagons, the retail merchants of Meridian, Miss., have started war on the

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

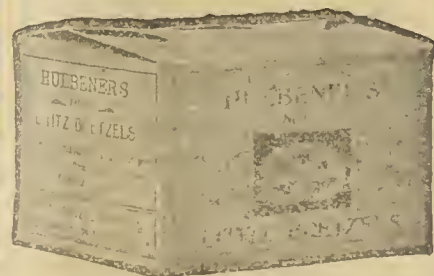
Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

FREE TO DEALERS!



A carton of "Huebener's Genuine Lititz Bretzels" will be sent free to dealers (only) requesting it. You'll be surprised to know a pretzel could be so good.

Let's get acquainted

JAMES J. HUEBENER
Box 254, Lititz, Pa.

trust for trying to take the oil business away from the retailers. Fortunately for the Meridian grocers they have the advantage of a State law which prevents the Standard from selling at a higher price in one part of the State and in another at a lower price where there is competition.

The Standard Oil Co. has been selling oil at Meridian for a great many years, and during this period it has managed to keep competition out of the way as soon as it attempted to get a start in the Meridian field. A short time ago, however, the Gulf Refining Co. decided to go after a part of the Meridian trade, which was made possible by the new law forcing a uniform price all over the State, freight rates considered. The Standard was not satisfied with unloading its oil on the retailers, but it began selling direct to consumers from the gallon can wagons at such a price

as to practically cut the merchants out of the family trade.

The Standard has been supplying the family trade in New Orleans by the same means for a long time, but the trade's attention to the Standard's methods, being called the grocers, are transferring their trade to the Gulf Refining Co., Independent Oil Co. and the Record Oil Co., which companies do not operate gallon can wagons, nor do they sell to consumers.

At Meridian the oil question has been given considerable publicity in the newspapers, and the public has been warned against patronizing the Standard, as the merchants believe that the scheme of selling oil to the family trade at 10 cents per gallon is only a trick to bunco the people, and as soon as the Gulf Refining Co. is made to quit the field the price will be increased and the trust will get all its money back.

preservative, and is composed of benzoate of sodium, to keep the cider from getting sharp or acid. It is quite likely that we will handle the cider with this harmless preservative. If we do, it will be so branded.

IMPATIENT CUSTOMERS.

Keep your eyes open for an impatient customer. You can always tell them. It's usually a man. When you see him taking out his watch or shifting his memorandum from one hand to the other, or acting in a nervous way, quit your customer for a second or two and say to him, "I'll be with you in a few moments." That's tact. That's what distinguishes the business clerk from the—just the clerk.

SELL APRICOTS.

The way to show up evaporated apricots is to take a couple boxes (25's) and break them in the centre, lay them out on white paper and sell from this bunch. Showing them up in a faced box they're too pretty looking to dig into. It's the same with peaches and prunes and pears. Show these things up so that the customer feels they're there to sell; to dig into—or to eat if she want to. The ultra fancy grocers show these things up in a way that makes you think of the "Keep Off the Grass" sign.

ABOUT BEANS.

"Beans," you say, are being sold elsewhere at 8 cents a quart. We examined them and found that they were very low grade imported stock. They're dirty, irregular in shape, and very hard to cook. Exactly the characteristics of the German bean.

Ours are York State goods, hand picked and almost as small as the celebrated California pea variety. Explain these features when you're again confronted with the 8-cent argument.

CORRESPONDENCE.

Preservatives After January 1, 1908.

Greenwood, Va., Oct. 14, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Please give us all the information you can as to a law going into effect January 1st prohibiting the use of preservatives in the manufacture of cider. Is there such a law? Can you send us a copy of clause applying to cider? You will very greatly oblige,

A. C. BRUCE & Co.

There is no law going into effect January 1, 1908, forbidding the use of preservatives in food. The Fed-

eral food and drug act of June 1906, is said by the Department of Agriculture to itself forbid the use of preservatives, and it unquestionably does forbid the use of injurious ones. As to benzoate of soda, however, there is a dispute between the Department and the trade as to whether it is forbidden or not. The Department, realizing the disturbance that would ensue if benzoate were forbidden, made a rule last spring that no actions would be brought against benzoate before January 1, 1908, prior to which time a committee of scientists appointed by the President would examine the matter and report. There is now a fairly general belief that when January 1st comes there will be a further extension in the time. The committee of chemists has not replied as yet, and all of the general food authorities, except Wiley, chief chemist, are known to be opposed to any further forbidding benzoate absolutely.

There is no special clause which applies to cider.

New Association at Smethport, Pa.

Will Regulate Trade Evils As Far As Possible. Frankford (Philadelphia Association) Gains Twenty-six and a Half Per Cent. Over Last Year. Sells Over a Quarter of a Million Goods.

Special Correspondence of "Grocery World and General Merchant."

Erie, Pa., Oct. 15, 1908.

George L. Dobie, secretary of the Bradford Business Men's Association, writes: "President J. J. Calhoun, Vice-Presidents J. J. L. L. Ball, F. L. Lydell and myself went to Smethport yesterday afternoon, October 5th, and organized the Smethport Business Men's Association with the following officers: President, W. A. Audorfer; vice-president, T. H. Gallup; and vice-president, John Roor. treasurer, Walter Daily.

The office of the secretary will be fixed by the Executive Committee as soon as the right person can be secured. The association starts with a membership of 25 and probably be increased to 35 or more within a very short time. The membership fee is \$2 until November 1st and after that date will be \$3. Dues will be \$2, \$2, \$1.50 and 75 cents per month. The new association will make collections, regulate credits, issue a credit directory and establish a fire insurance agency as soon

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

BUCKWHEAT.

The new package buckwheat is here in 1½-pound packages, 10 cents, and 3s at 17 cents. Show it up and talk it loud. You have also the plain in 6-pound bags, at 28 cents.

OLD-TIME CEREALS.

Fourteen quarter-barrel cloth flour sacks will be filled and placed in the front part of the store. These will contain yellow and white meal, buckwheat, rolled oats, fresh oatmeal, rye, graham, entire wheat, bread and pastry flours, hominy, barley, etc. Each bag will have a card giving pound and 10-pound price. The show will be very suggestive and you'll find yourself taking lots of orders for these goods. They're all from the Quaker Oats Company mills.

QUESTION BOX.

No. 6 asks, "Is renovated butter pure butter?" Yes, it is. This class

of butter used to be known entirely as "process." It is composed of different makes and very likely different makes of butter "renovated" or manipulated so as to become a standard of uniformity.

No. 2 asks, "Will you please tell me the difference in what we sell for pure lard and 'compound?'" Pure lard is simply hog fat. Compound is generally composed of cotton oil and beef stearine.

No. 1 asks, "Is comb honey ever manufactured?" We have never, to our knowledge, seen any manufactured comb honey. There may be such, but it is doubtful. The only "start" the bees get in addition to the frame is a letter V-shaped affair placed inside the frame.

No. 8 asks, "Will our sweet cider be doctored this year? I read something about the law not allowing something in cider to keep it." The "something" you read about was a

his, Mr. Grocer, is the Sort of Advertising We Are Doing to Your Customers



We stir up business with the enormous combined circulation of these magazines:—

Collier's Weekly, New York

600,000

Philadelphia Home Journal, Philadelphia

1,150,000

Philadelphia Evening Post, Philadelphia

904,000

Boston's Companion, Boston

550,079

New York Style Book, New York

300,000

New York Magazine, New York

270,000

New York Home Companion, New York

562,860

New York Sunday Magazines, New York

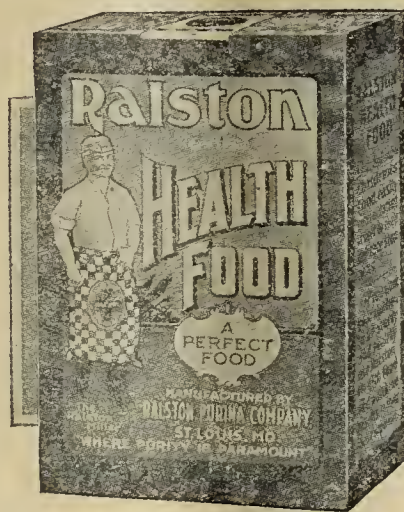
1,025,125

Total Circulation, 5,362,064



A Health Prescription for Growing Children

R A liberal serving of Ralston Health Food every day—plenty of fresh air—sunshine—and sleep.



Mothers! It's an important question—it's serious—this choosing of the correct food for growing children.

Do you want your children keen—active—bright-eyed—clear-skinned—full of life—red blood—and energy? Do you want their nerves steady—and their muscles firm? Do you want them to play well—sleep well—and study well? Then you must seriously consider the proper food—you must choose a food that's full of nutriment—phosphorous—and that is easily digested.

That one word, digestion, is the cause of many a child being nervous—irritable—puny—and anaemic.

A food that requires all of the gastric juices of the child's system to digest is dangerous—as is a food that does not contain the proper percentage of nourishment.

To mal-nutrition in childhood, especially during school days, when the child's brain is being exercised and developed—may be traced nearly all of the ills and weaknesses of after life. If you would have your children strong—and healthy—if you want them to grow strong and sturdy men and women—watch their food most carefully during school days, while the Brain—the Governor of the Nervous System—is being used and developed.

Ralston Health Food is made from tiny almond-colored wheat hearts—or seed centers of

ripe, selected wheat. These wheat hearts are full of phosphorous and gluten—known to be the greatest brain and body building—blood and muscle making elements in the human diet.

"Ralston Kids" are everywhere—keen, active, bright-eyed, clear skinned, full of life and energy.

If you want your children to play well—sleep well—and study well, feed them RALSTON HEALTH FOOD. They always like it—for it's good to eat and good for them to eat. RALSTON HEALTH FOOD is sterilized by our special process—thus always good. Ralston Health Food is an economic food—a 15-cent package making 50 plates of food when ready to serve. Ralston Health Food is the acknowledged standard—staple breakfast food. It is sold by all good grocers. If your grocer doesn't keep it, refuse a substitute or imitation—both would be dangerous—but write us direct and we'll see that you are supplied.

\$1,000 Ralston Rhyme Prize Offer

A Thousand Dollars in Cash for RALSTON RHYMES. Contest open to Ralston Kids and grown-ups everywhere. We are running a RALSTON RHYME CONTEST free to everybody. Nothing to buy—no money to send. Just fill in the last line of the Ralston Rhyme shown in this coupon and you have an equal chance with everybody else to win a Cash Prize—820 Prizes all told. The contest closes December 15th, to give us time to send the prizes to the winners before Christmas.

The Judges in the contest are:

Honorable George H. Williams, Judge of the Circuit Court, St. Louis, Mo.
Elmer C. Patterson, Advertising Manager Collier's Weekly, Chicago, Ill.
D. L. Taylor, of The Long-Critchfield Corporation, Chicago, Ill. (Author of this advertisement.)

Prizes will be awarded as follows:

\$100.00 in Cash for the Best Rhyme submitted.
\$50.00 in Cash for the Second Best Rhyme submitted.
\$20.00 in Cash for the Third Best Rhyme submitted.
\$10.00 in Cash for the Fourth Best Rhyme submitted.
\$5.00 in Cash for the Fifth Best Rhyme submitted.
—and \$815.00 in \$1.00 Bills for the 815 next best rhymes, thus you have 820 chances to secure a Cash Prize.

RALSTON PURINA MILLS

"Where Purity is Paramount"

ST. LOUIS, MO. PORTLAND, ORE. TILSONBURG, ONT.

Free to All

Read, Fill Out and Mail to Us the Coupon Shown Here, or write your answer on Paper or Postal as you wish

COUPON
Ralston Purina Mills
St. Louis, Mo.

Without expense to me—without buying anything, I wish to enter your Ralston Rhyme Contest. I enclose rhyme with last line filled in.

Name

Address

Talk about your imitations,
Talk about your fads,
Talk about the breakfast foods,
You read about in ads.
There's but one among the hundreds,
That has really stood the test,
It's the Health Food known as RALSTON,

(Now You Can Write the Rest)

A. JAMES, Agent, 12-16 Chestnut Street, Philadelphia, Penna.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

they have affiliated with the State Association. Efforts will be made to regulate ticket and programme soliciting and premium schemes as well as peddling and transient merchants, and earlier closing hour arrangements will probably be taken up also. Stores to keep open until 8.30 o'clock. The Smethport Association will get incorporated. The Bradford business men are to be congratulated on their efforts at Smethport.

Financial report of the Frankford Retail Grocers' Association, year ending August 31, 1908, shows their annual receipts to have been \$272,765.12; disbursements, \$271,370.15; balance in treasury, September 1, 1908, \$1,394.97. Increase over previous year, 26½ per cent., or \$53,072.51. They have resources amounting to \$4,628.52 and 129 members, 58 of whom are stockholders in their co-operative buying corporation. The bulk of the receipts and disbursements was the operation of the buying exchange. A dividend of 7 per cent. was declared on stock, additional profits being put into the surplus.

A. M. HOWES, Secretary.

Over Eight Million Bags of Rio and Santos Coffee Held Off Market.

The Enormous Extent of Brazilian Coffee Corner Shown by State President. What Would Happen to Market if this Coffee were Thrown on It? Corner Coffee Will Not be Sold at Present.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

October 15, 1908.

Further information is at hand as to the financial inside of the Brazilian corner in Rio and Santos coffee.

In a message just submitted by the President of the State of Sao Paulo to the legislative assembly of that State is given the first official statement of the position of his government as to recent sales of coffee under the valorization scheme. His statement is the latest official outline of the valorization situation and is interesting chiefly in its declaration that the State will make no more sales, pending the entering of the current crop, but firmly hold the stock of coffee that it has acquired. In his statement to the

legislative assembly President Albuquerque Lins says:—

In accordance with the determination of the government to protect the agricultural and commercial interests of the State, I have carried out, during the year 1907, and am continuing to carry out, the plans adopted for the defense of the coffee industry. As shown by the annual statement for 1907, the State of Sao Paulo has entirely met the obligations contracted in the purchase of 8,146,123 bags of coffee, stored in various ports of Europe and of the United States, representing a purchase price of 270,578,555 milreis (\$82,391,170). The government has met the expenses incurred in this service from the following sources (milreis equals 30 cents, the present rate of exchange fixed by the government:—

Negotiable drafts sold by agents abroad	184,045,271
Loan of £3,000,000 from J. Henry Schroeder & Co. and National City Bank	46,449,000
Loan of £3,000,000 by Federal Government ..	48,000,000
State treasury bills	16,060,422

Milreis.

These amounts are absolutely guaranteed by the coffee in warehouses and by the 3 francs (58 cents) surtax. The surplus realized from the above sums has been applied to interest charges, payment of loans, execution of contracts and other expenses, the exact classification of which depends upon the manner in which loans are to be liquidated. Consignments were made promptly when they were due, as per contract, the State having punctually fulfilled all obligations as-

sumed in taking upon itself the great responsibilities of this operation.

After the annual statement for the year 1907 was closed, with which statement this report is principally concerned, the government bought 328,500 bags more, which, with the 8,146,123 bags previously purchased brought the total to 8,474,623 bags. The bills for the latter purchase were paid by the treasury.

At the end of May and in June of the current year the appreciable decrease in the visible supply of the world's coffee and the desire to supply the demands of foreign coffee dealers, led the government to decide for the authorization of a public sale of its coffee in such small quantities as might meet the demands of consumption, at a price not lower than 50 francs (\$9.65) per bag of 60 kilos. (132 pounds). These sales took place in Hamburg, Havre, Rotterdam, London, Trieste and New York. In this way the State of Sao Paulo disposed of 305,166 bags, thus reducing its holdings to 8,169,463 bags.

Entries of new coffee from the 1908-09 crop are now beginning and the government is not disposed to sell more of its coffee, continuing firm in its resolution to withhold its coffee purchases for as long a period as may be necessary.

This declaration that the State intends to retain its stock of coffee is not interpreted as indicating that the valorization stock will not be sold if or when the price of coffee reaches the minimum price fixed in the valorization agreement.

HOLT

Oakdale Steam

Crisp Pretzels Salted

Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.

Oakdale Building, Philadelphia, Pa.

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.



INSIDE GOOD AS OUTSIDE

Packing sardines in handsome cartons gives them a prestige and makes them much easier to sell.

But the quality of the contents must be as good as the fine package or there's trouble at once.

Our HARBOR MUSTARD SARDINES are beautifully packed in cartons of green, red and gold, and no sardine package makes as handsome shelf goods.

And the quality is superfine. The fish sauced with our special mustard sauce are the most piquant, succulent morsels you ever sold. Sells at 10 cents.

JED FRYE & CO., 25 South St., New York

FREE ADVERTISING ON A SPLENDID THING



If your butter business was large enough to permit you to advertise a brand of print butter as widely as we are advertising our **Gurnsey**, you might get as large a trade on it as we have on **Gurnsey**, but not even the largest retailers can afford to do that.

All you need to do, in order to get the benefit of our advertising of **Gurnsey** butter is to put some in stock. The chance is that you have never been able to get for any length of time as good a print butter as **Gurnsey** is all the time. Fancy, gilt-edged print dairy butter, inspected with the utmost closeness at every stage and daintily packed in handsome cartons.

Packed in 30 and 50-pound boxes—pounds and half-pounds—32 cents.
Prices subject to market changes.

P. F. BROWN & CO.

39 South Front Street

PHILADELPHIA

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—At once, prosperous country store west of Harrisburg, Pa. Address Box 96, Malaga, N. J. 17

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 17

FOR SALE.

FOR SALE.—Good paying general store business for sale. Good corner stand in main street Pittston, Luzerne Co., Pa. Apply to Wm. Giles, Ulster, Bradford Co., 17

FOR SALE.—Bowser self-measuring oil tank; very cheap. Address Verling Harris, 5 Northern Liberty Market, Washington, D. C. 17

FOR SALE.—Brownie electric window oper, dry cells and all, complete. A neat show window attraction. Price, \$10.00. Also electric flash sign, lettered to suit buyer. Connects with any electric light socket. Price, \$10. Address, E. W. Alexander, Oxford, Pa. 16

FOR SALE.—A Kitson Light for inside use; 1,500 candle power; complete in every detail. Never been in use. Will sell cheap. Geo. P. Ogden, 203 Sinnickson St., Flem, N. J. 19

FOR SALE.—A good farm and home located near Clayton, N. J. Farm is good land well fertilized and contains 34 acres. Thin one mile of station. House contains rooms and is in fine condition. Good barns and outhouses. Will sell reasonable. Call and see it. Alex. C. Pentland, Elmer, N. J. 18

FOR SALE.—Seasonable hand-picked apples, "Smoke-House," etc. \$1.75 to \$2.00 per bbl. (guaranteed three bushels). Choice potatoes, 85 cents per bushel (60 lbs.). O. B. cars here to parties who can give good references. W. B. Zullinger, Mt. Holly Springs, Pa. 16

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—E. E. American G. Collecting Agency, Storland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. 17

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 Broad Street, Philadelphia. 17

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$500 without impairing business. Uses 10 teams. Net clear 10 per cent. Balance building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory. No. 401.—General store in Mifflin County, Pa. An extremely strong proposition. Size 100 feet. Business about \$4,000 per month, 10 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting out \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with

proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$250 weekly, two-thirds cash. Stock \$600. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$900.

No. 409.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,000-\$1,200. Could be reduced to \$900. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 413.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22 x 45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20, with back room 16 x 14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

No. 420.—North Philadelphia. Fine residence district. Groceries, meats and provisions. Store 20 x 50 feet. Does \$400 weekly, half cash, balance weekly and monthly. Stock about \$500. Clear, net profits, 10 per cent. No team delivery. Good dwelling connected. Owner going to Germany and will sell at inventory. Will take about \$900.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 428.—In West Philadelphia. Grocery store, 17 x 40 feet. Does \$15,000 to \$17,000, two-thirds cash; balance all good trade. Stock \$800 to \$900. No team. Good dwelling. Actual net profits 17 per cent., as expenses are low. Real estate for sale or rent, as desired. Owner's wife don't like the business, which is the only reason for retiring. Will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR. Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine

Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED.—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS? We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about. In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line. If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you. Write, call or telephone. WARNER & CO., 927 Arch Street, Philadelphia, Pa. Phones, Bell Filbert 2500, Keystone, Race 746.

SITUATION WANTED.

WANTED.—Position as salesman, manufacturer's preferred, to sell through jobbers, as I have been accustomed to selling through jobbers; have also sold direct. Twenty years' experience. Can furnish reference. Central Pennsylvania preferred, but am acquainted all over the State. Address P. O. Box 283, Harrisburg, Pa. 17

HELP WANTED.

WANTED.—Traveling men who call on the retail grocery trade. Write us for our side line. Exclusive territory and liberal commissions. Address F. H. Knipe, Reading, Penna. 18

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

508 G St., N. W., Washington, D. C.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s
Chocolate & Cocoa



Registered U.S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. October 19, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.40 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 8 hands, packed 3 in crate.....	.85 per bunch
Selected, 7 hands, packed 1 in crate.....	.80 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.15 per bunch
Selected, 8 hands.....	.75 per bunch
Selected, 7 hands .....	.60 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50 to \$5.00
Extra Fancy Messina, 360 size, per box.....	3.50 to 4.00
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	3.00

FANCY FLORIDA ORANGES

Fancy Brights, 96 to box.....	\$2.25
Fancy Brights, 126 to box.....	2.50
Fancy Brights, 150-176 to box.....	2.75
Fancy Brights, 200-216 to box.....	2.75
Fancy Brights, 250-288 to box.....	2.50

Golden Russetts, 96 to box.....	\$2.00
Golden Russetts, 126 to box.....	2.25
Golden Russetts, 150-176 to box.....	2.50
Golden Russetts, 200-216 to box	2.50
Golden Russetts, 250-288 to box.....	2.40

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$4.50
Fancy quality, 126 to box	4.50 to 5.50
Fancy quality, 150-176 to box	5.50
Fancy quality, 200-216 to box	5.50
Fancy quality, 250-288 to box.....	5.50

FANCY FLORIDA GRAPEFRUIT

Fancy Bright, 36 size.....	\$2.50
Fancy Bright, 46 size.....	3.00
Fancy Bright, 54 size.....	3.50
Fancy Bright, 64 size.....	3.50
Fancy Bright, 80 size.....	3.20
Fancy Bright, 90 size.....	2.75
Golden Russetts, 36 size.....	2.25
Golden Russetts, 46 size.....	2.75
Golden Russetts, 54 size.....	3.00
Golden Russetts, 64 size.....	3.20
Golden Russetts, 80 size.....	3.00
Golden Russetts, 90 size.....	2.50

NEW JERSEY SWEET POTATOES.

We are handling some of the finest sweet potatoes grown in New Jersey.

Orders filled at ruling prices on day of shipment.

Selling to-day. \$2.50 for finest, \$2.25 for prime, \$1.50 for medium

Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. FORBES

INDEXED COUPON BOOKS



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES

FORBES BUILDING

COSHOCOTON, OHIO

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.		CANNED FISH.		CANNED FRUITS.		LAUNDRY SOAP.	
Packed in paper-lined fancy bags or paper-lined sugar barrels. Per lb.				Per doz.		Bars. Box.	
"A" Java.....		Salmon—		Apples, 3s, 2 doz.....		Acorn.....	
"B" Java.....		Clover Leaf, 1 lb., flat, 4 doz.....		Blackberries, 2s, 2 doz.....		*Pearl White Floating.....	
"C" Java.....		Clover Leaf, 1/2 lb., flat, 4 doz.....		Blueberries, 2s, 2 doz.....		Ark.....	
Java and Mocha Blend.....		Sockeye, 1 lb., flat, 4 doz.....		Cherries, 2s, 2 doz.....		Babbitt's.....	
Java and Mocha Blend.....		Seward, 1 lb., tall, 4 doz.....		Gooseberries, 2s, 2 doz.....		5 box lots freight paid, with 1 1/2 box	
"A" Mocha.....		Jockey, 1 lb., tall, 4 doz.....		Pie Peaches, 3s, 2 doz.....		"1776" or 100 cakes Best Soap free.....	
"B" Mocha.....		Arctic Belle, 1 lb., tall, 4 doz.....		Pears, 3s, 2 doz.....		10 box lots freight paid, with 3 boxes	
"C" Mocha.....		Argo, 1 lb., tall, 4 doz.....		Sliced Pineapples, 2s, 2 doz.....		"1776" or 200 bars Best Soap free.....	
Laguayra (Washed Caracas).....		Sockeye, 1/2 lb., flat, 4 doz.....		Singapore Pineapples, 1 1/2s, chunks, 4		Buffalo Oleine.....	
"A" Maracaibo.....		Iceberg, 1 lb. tall, 4 doz.....		doz.....		Washday.....	
"B" Maracaibo.....		Hawkeye, 1/2 lb., flat, 4 doz.....		Singapore Pineapples, 10c. chunks, 4 doz.		*Bee.....	
"A" Santos.....		Lobsters—		in case.....		*Big Schooner.....	
"B" Santos.....		Gold Label, picnic size, 4 doz.....		Grated Pie Pineapples, James, 3s, 2 doz.....		*Fels-Naptha.....	
"C" Santos.....		Beaver, 1 lb., flat, 4 doz.....		Raspberries, 2s, 2 doz.....		Hoefner's Tiger Borax.....	
Peaberry Santos.....		Star, 1/2 lb., 8 doz. in case.....		Strawberries, 2s, 2 doz.....		*Fairy Oval.....	
"A" Rio.....		Star, 1/2 lb., flat, 4 doz.....		Standard Peaches, Sunset 8s, 2 doz.....		*S. A. Gambrell, Oleine.....	
No. 1 Rio.....		Gold Label, 1/2 lb., flat, 8 doz.....		California Apricots, 2 doz.....		*Globe Oleine.....	
No. 2 Rio.....		Beaver, 1/2 lb., flat, 8 doz.....		California Cherries, 2 doz.....		*Ivory, 6 oz.....	
Cipton Special Mocha and Java, 1 lb. cans		Clams—		California Peaches, 2 1/2s, 2 doz.....		*Ivory, 10 oz.....	
Cipton Perfection, 1 lb. cans.....		Gold Label Brand, 1 lb., tall, 4 doz.....		Wheeler Peaches, 3s, 2 doz.....		*Kirkman's.....	
Battleship, 1 lb. packages, any quantity...		Mackerel—		Sliced California Peaches, 1s, 4 doz.....		*Kirk's Oleine.....	
Log Cabin, 1 lb. packages, 100 to case.....		Mackerel in sauce, oval.....				*Lenox.....	
Buckley's, 100 lbs. to case.....		Oysters—				*Lifebuoy.....	
King Bee, 100 lbs. to case.....		Standard, 5 oz., 2 doz.....				*Fairbank's Tar.....	
Seven Day, 100 lbs. to case.....		Sardines, in Oil—				*Magic Cleaner.....	
		per case.				*Octagon.....	
		1/2 oil, 100.....				*Philadelphia Oleine.....	
		Gold Label, 1/2 oil, 100 cans.....				*P. & G. Oleine.....	
		Standard, 1/2 oil, 100.....				Premium.....	
		1/2 lb. oil, with key, 100.....				*Santa Claus.....	
		Epicurian, 1/2 oil, fancy cartons, 100 cans				White Floating.....	
		4.50				*Star.....	
						*Sunlight.....	
						*Sunshine.....	
						Star Oleine.....	
						*Sunny Monday.....	
						*White Cloud.....	
						*Wonder Worker.....	
						Wonder Worker Chips.....	
						Lion.....	
						*Snowberry.....	
						Best Blue.....	
						*Hoefner's Ammonia.....	
						*P. & G. Naphtha.....	
						Duck.....	
						20 Mule Borax.....	
						Rib.....	
						U. S. Mail.....	
						Hustler.....	
						Brag.....	
						Export Borax.....	
						*5 box lots delivered.	

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—I—

MOLASSES AND SYRUPS.

Porto Rico Molasses—	Per gal.
Fancy, bbls.....	.42 @.45
Choice, bbls.....	.40
Good, bbls.....	.26 @.30
Fancy, qt. jars.....per doz.	1.20
New Orleans Molasses—	
Fancy Open Kettle.....	.41 @.43
Prime.....	.37
Good.....	.35
Ordinary.....	.22
Blended, fancy.....	.36
" choice.....	.33
" good.....	.30
2-lb. tins, 3 doz.....per case	2.90
Quarts, 2 doz.....	2.90
Sugar Syrup—	
Pure, extra fancy.....	.35 @.38
" choice.....	.24
Blended, fancy.....	.32
Choice.....	.29
Vanilla Drips.....	.29 @.30
2-lb. tins, 2 doz.....per case	1.95
2½-lb. tins, 2 doz.....	2.30
3-lb. tins, 2 doz.....	2.50
5-lb. tins, 1 doz.....	2.25

SALT FISH.

Mackerel—	Per bbl.
Extra Shore Bloaters, count 85@95.....	32.00
Georges, count 110@115.....	25.00
Cape Shore, medium, count 160@175.....	14.50
Medium Irish 2s, thin, count 300@400.....	14.00
Norway, count 400@450.....	21.00
" 300@350.....	24.00
" new, count 240@270.....	18.00
" 300@350.....	16.00
" 350@400.....	15.50
Codfish—	Per lb.
Fancy, strips, 60-lb. boxes.....	.10½
" bricks, 40-lb. boxes.....	.09
" middles, 40 lb. boxes.....	.12
Choice, strips, 40-lb. boxes.....	.08½
" middles, 40 lb. boxes.....	.08½
Hake, bricks, 40 lb. boxes.....	.06
Fancy, whole, quintals.....	.08
Choice, whole, quintals.....	.07½
Herring, Smoked—	
Scaled, per box.....	.15
Halibut, fancy, chunks, Iceland, 20 lbs.....	
Bloaters, Cromarty, 100s.....	

TEAS.

Gunpowder—	Per lb.
Common to fair.....	.15 @.18
Superior to fine.....	.20 @.25
Extra fine to finest.....	.28 @.35
Choicest.....	.45 @.65
Imperial—	
Common to fair.....	.22 @.25
Superior to fine.....	.30 @.35
Extra fine to finest.....	.40 @.45
Choicest.....	.50 @.55
Young Hyson—	
Common to fair.....	.16 @.18
Superior to fine.....	.22 @.30
Extra fine to finest.....	.35 @.40
Choicest.....	.45 @.60
Hyson—	
Common to fair.....	.14
Superior to fine.....	.18
Extra fine to finest.....	.25
Japan—	
Common to fair.....	.23 @.25
Superior to fine.....	.28 @.30
Extra fine to finest.....	.32 @.38
Choicest.....	.45
Basket-fired, common to fair.....	.22 @.25
" superior to fine.....	.28 @.30
" extra fine to finest.....	.32 @.38
" choicest.....	.45
Dust.....	.12½
Oolong—	
Common to fair.....	.17
Superior to fine.....	.17 @.22
Extra fine to finest.....	.25 @.35
Choicest.....	.40 @.65
Fouchong—	
Common to fair.....	.17 @.18
Superior to fine.....	.20 @.25
Extra fine to finest.....	.30 @.35
Choicest.....	.40 @.60

ROASTED COFFEES.

Sumatra—	Per lb.
Mandehling, fancy brown.....	.36
Old Government, best.....	.29
" choice.....	.27
" prime.....	.25
" good.....	.23
Mocha—	
Genuine Arabian.....	.28
Maracaibo—	
Cucuta, best.....	.16½
" choice.....	.16
" prime.....	.15
" good.....	.14
Laguayra—	
Caracas, finest.....	.20
" choice.....	.17

—2—

Peaberry—	
Santos, fancy.....	.17½
" choice.....	.17
" fine.....	.16
Rio, fancy.....	.17
" choice.....	.16½
" fine.....	.16
Santos—	
Best.....	.16
Choice.....	.15
Prime.....	.14½
Good.....	.13½
Fair.....	.12½
Rio—	
No 1, golden.....	.15½
No. 2.....	.15
No. 3.....	.14½
No. 4.....	.14
No. 5.....	.13½
No. 6.....	.13
No. 7.....	.12½

SPICES.

Whole, bags or bbls—	Per lb.
Allspice.....	.07
Cassia buds.....	.35
Cinnamon, mats.....	.10
" Twaio.....	.20
" Ceylon.....	.23 @.27
" Batavia.....	.25 @.30
" Saigon.....	.75
Cloves, Zanzibar.....	.17 @.20
" Amboyna.....	.25
" Penang.....	.35 @.38
Ginger, African.....	.08
" Jamaica, bleached.....	.21 @.22
" unbleached.....	.20 @.21
" Calcutta.....	.08
Nutmegs, 75@ 80s.....	.22 @.25
" 105@110s.....	.18 @.20
" 130@140s.....	.10½ @.12
Black Pepper, Singapore.....	.10½ @.12
" shot.....	.12
White Pepper, Singapore.....	.15 @.17
" fancy.....	.25 @.30
Red Peppers.....	.15
Pure Ground, highest grade, 6@10-lb. boxes—	
Allspice.....	.15½
Cinnamon, extra.....	.26½
" Saigon.....	.73½
Cloves.....	.26½
Ginger.....	.14
Nutmeg.....	.39½
Black Pepper.....	.18
White Pepper.....	.25
Cayenne Pepper.....	.22½
Paprika.....	.41
Mace, straight Penang.....	.87½
Mustard.....	.24½
Pure Ground, ¼-lb. tins, case 2 doz.—	Per doz.
Allspice.....	.76
Cinnamon, China.....	1.10
" Saigon.....	2.50
Cloves.....	1.10
Ginger, African.....	.76
" Jamaica.....	1.00
Mace.....	2.92
Mustard.....	1.05
Nutmegs.....	1.50
Paprika.....	1.45
Black Pepper.....	.96
Cayenne Pepper.....	.98
White Pepper.....	1.56

CANNED GOODS.

Vegetables.

Asparagus—	Per doz.
Mammoth, white, 2½s, unpeeled, California.....	4.75
Medium, green, 2½s, California.....	3.25
Tips, green, 1s.....	2.75
" white, California, 1s.....	3.75
Beans, Baked—	
Standard, plain, 1s.....	.55
" plain or sauce, 2s.....	.75 @.80
" 3s.....	1.00 @1.05
Fancy, plain or sauce, 2s.....	.90 @1.35
" 3s.....	1.10 @1.80
Beans, Lima—	
Fancy, 1s.....	1.35
" 2s.....	1.50
Extra standard, 2s.....	1.15 @1.25
Standard.....	1.10 @1.15
Soaked.....	.75 @.85
Beans, Stringless—	
Fancy, 2s.....	2.00 @2.10
" 1s.....	1.10 @1.35
Extra, 2s.....	1.40 @1.75
" standard, 2s.....	1.10 @1.15
Standard, 2s.....	.90
" not stringless, 2s.....	.80
Beans—	
Yellow Wax, fancy, 2s.....	1.20 @1.25
" standard, cut.....	1.00 @1.10
Red Kidney, 2s.....	.85 @1.00
Corn—	
Fancy Maine, 2s.....	1.20 @1.25
" New York, 2s.....	1.00 @1.10
Standard New York, 2s.....	.90 @1.00
Maryland, 2s, Maine style.....	.75 @.80
Other standard grades, 2s.....	

—3—

Peas—	
Smallest sifted, 2s.....	2.10
Extra sifted, 2s.....	1.60 @1.75
Sifted, 2s.....	1.15 @1.35
Telephone, 2s.....	1.25
Sweet wrinkled, 2s.....	1.40 @1.60
Standard Early June, 2s.....	1.00 @1.10
Soaked, 2s.....	.75 @.80
Succotash—	
Extra fancy Maine, 2s.....	1.40
Fancy Maine, 2s.....	1.10 @1.25
Extra standard, 2s.....	.95 @1.00
Pumpkin—	
Fancy, 3s.....	1.10 @1.20
" gals.....	2.40
Squash—	
Fancy, 3s.....	1.20
Tomatoes—	
5½ in. cans, fancy New Jersey.....	1.60
5½ in. cans, extra standard New Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95 @1.00
2-lb. cans.....	.75 @.80
Standard New Jersey, gals.....	2.75
Extra standard Maryland, gals.....	2.50
Glass jars, qts.....	2.75
Beets—	
Fancy Strawberry, 3s.....	1.40 @1.60
Cut, 3s.....	1.10 @1.15
Sweet Potatoes, 3s.....	1.15
Sauer Kraut, 3s.....	.95 @1.10
Spinach—	
Standard Maryland, 3s.....	1.15 @1.40
Fancy New Jersey, 3s.....	1.40 @1.65
Gals.....	4.75 @5.00

FRUITS.

California.

Apricots—	Per doz.
Extra, 2½s.....	2.25
" standard, 2½s.....	1.75
Standard, 2½s.....	5 25 @6.25
Gals.....	
Cherries—	
Extra, white, 2½s.....	2.75
" standard, white, 2½s.....	2.40
Standard, white, 2½s.....	2.35
Extra standard, gals.....	7.50 @9.25
Bartlett Pears—	
Extra fancy, 2½s.....	3.25
" 2½s.....	2.40
" standard, 2½s.....	2.40
Standard, 2½s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
" standard, 2½s.....	2.00
Standard, 2½s.....	1.75
Gals.....	5.50 @7.00
Peaches—	
L. C., extra fancy, 2½s.....	3.25
" 2½s.....	2.75
Crawford, extra fancy, 2½s.....	2.75
" standard, 2½s.....	1.85

Eastern.

Pears—	
Fancy New York, 2s.....	1.75
" State, 2½s.....	2.90
Standard, 2s.....	1.50
Pineapples—	
Sliced or grated, 2s.....	2 25 @2.40
" 1s.....	1.10 @1.20
Pie, grated, gals.....	3.00
Singapore, 1½s.....	1.15 @1.25
Plums, egg, 3s.....	
" gage, 3s.....	
Apples—	
Gals.....	2.25
Strawberries—	
Fancy, 2s.....	3.00
Extra, 2s.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard, 2s.....	

FISH.

Lobster—	
Flat, 1s.....	5.00
" ½s.....	2.50 @2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink, 1s.....	1.10
Medium Red.....	1.25 @1.30
Choice Red, 1s.....	1.40 @1.50
Columbia River Chinook Salmon—	
Flat, ½s.....	1.25 @1.30
Tall, 1s.....	2.00
Flat, 1s.....	2.20
Oval, 1s, steaks.....	3.00
Sardines—	
Domestic, ¼s, oil, 100 tins.....	3.35 @6.00
" ¼s, mustard, 50 tins.....	2.65 @4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs.....	.14

—4—

Smyrna Sultana, choice, 4 crown, 30 lbs.....	
Cleaned Sultanas—	
Smyrna, fancy, 1-lb. cartons.....	
" choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	
California, 4 crown, 50 lbs.....	
" 3 crown, 50 lbs.....	
" 2 crown, 50 lbs.....	
Figs—	
Baskets, 1 and 2 lbs.....	.15 @
Layers, 2¼ in., 10 lbs.....	
2½ in., 12 lbs.....	
2¼ in., 12 lbs.....	
2-in., 12 lbs.....	
Currents—	
Fancy, 1-lb. cartons.....	
Cleaned, choice, 1-lb. cartons.....	
Bulk, choice, 50 lbs.....	
Natural, choice.....	
Citron—	
According to quality.....	.14½ @
Lemon Peel—	
According to quality.....	.11½ @
Orange Peel—	
According to quality.....	.11½ @
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	
Persian Dates—	
60 lbs.....	
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30.....	
" 30@40, choice.....	
" 40@50.....	
" 50@60.....	
" 60@70.....	
" 70@80.....	
Choice, 50-lb. box—	
" 60@70, 80@90.....	
" 70@80, 90@100.....	
Fancy, 25-lb. boxes—	
" 40@50.....	
" 50@60.....	
" 60@70.....	
" 70@80.....	
Oregon, 25-lb. boxes—	
30@40.....	
40@50.....	
Apples—	
Fancy, 50 lbs.....	
" 1-lb. cartons.....	
Prime, 50 lbs.....	
Choice, 1-lb. cartons.....	
Peaches—	
Fancy, peeled, 25 lbs.....	
" unpeeled, 25 lbs.....	
Extra choice, Muir.....	
Apricots—	
Royal, extra fancy, 25 lbs.....	
" fancy, 25 lbs.....	
" choice, 25 lbs.....	
Moorpark, fancy, 25 lbs.....	
NUTS.	
Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @.50
Valencia, 28 lbs.....	.30
Flot, shelled.....	
In shells—	
California, paper shell, 80 lbs.....	
French Princess.....	
Tarragona, 120 lbs.....	
Hard Shell, 100 lbs.....	
Brazils—	
New, large, 180 lbs.....	
Filberts—	
Turkish.....	
Sicily, 130 lbs.....	
Jumbo, Naples, 110 lbs.....	
Long, Naples, 110 lbs.....	
Pecans—	
Polished, 80 lbs.....	.11 @
Louisiana, paper shell.....	
Walnuts—	
Chili, 1907 crop.....	
Grenoble, 220 lbs.....	
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, 25 lb. boxes.....	
Extra choice, 25-lb. boxes.....	.13 @
Choice, 125-lb. bags.....	.11 @

IMPORTED GROCERIES.

Imported Sardines, 100 in case—	Per case.
Reduced, ¼s, boneless.....	7.00 @22.00
" ¼s, with bones.....	
French, ¼s, boneless.....	17.00 @22.00
" ¼s, with bones.....	24.50 @27.00
High, ¼s, boneless.....	15.00 @40.00
" ¼s, with bones.....	
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00 @20.00
Mushrooms—	
According to quality.....	16.00 @35.00
" ¼s, according to quality.....	15.00 @20.00
String Beans—	
According to quality.....	12.00 @17.00
Lima Beans—	
According to quality.....	18.00 @20.00
Brussels Sprouts.....	12.00 @16.00
French Macaroni, cartons, 25 lbs.....lb.	.08 @

Grocery World and General Merchant Prices--Current.

CORRECTED WEEKLY.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY. Standard Weights per Bushel.	
Column.		Column.		Column.			
16	Cheese.....	16	Cheese.....			Marrow Beans.....	60 lbs.
	Lard.....	24	Lard.....			Medium Beans.....	60 "
	Hams.....	24	Hams.....			Pea Beans.....	60 "
	Live Poultry.....	25	Live Poultry.....			Red Kidney Beans.....	58 "
	Dressed Poultry.....	25	Dressed Poultry.....			Hominy.....	56 "
	Rice.....	28	Rice.....			Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

COL.		COL.		COL.		COL.		COL.	
18	Cash Drawer.....	8	Pie Fruit.....	20	Ink.....	25	Preserves.....	30	Spices.....
26	.....	9	Sardines.....	26	Insect Powder.....	24	Provisions.....	31	Whole.....
3	.....	10	Meats.....	32	Ironing Wax.....	18	Pudding.....	31	Starch.....
6	.....	16	Capers.....	16	Eggs.....	26	Putty.....	31	Stove Polish.....
3	Grease.....	17	Catsup.....	5	Essence of Coffee.....	27	Rennet.....	30	Soap Powders.....
		11	Cereal Specialties.....	27	Extracts.....	27	Rice.....	1	Sugars.....
23	Paper.....	20	Cereal Coffee.....	26	Jams.....	28	Root Beer.....	26	Sulphur.....
18	and Twine Holders.....	16	Cheese.....	25	Jars and Jar Rubbers.....	17	Root Beer.....	32	Sundries.....
3	ng Powder.....	11	Chocolate and Cocoa.....	27	Jellies.....	22	Rosin.....	33	Syrups.....
3	Brick.....	27	Chewing Gum.....	17	Junket Tablets.....	22			
32	.....	27	Cider.....	11	Ketchup.....	22			
7	ing, Shoe.....	34	Clothes Pins.....	20	Lamp Goods.....	22			
4	g.....	13	Cocoa Nut.....	24	Lard.....	22			
26	.....	19	Codfish.....	17	Lemons and Oranges.....	23			
33	.....	5	Coffee.....	17	Lentils.....	23			
35	.....	5	Essence.....	32	Lime.....	23			
17	wheat Flour.....	18	Chicory.....	25	Live Poultry.....	23			
13	Borers.....	6	Coffee Mills.....	21	Lye and Potash.....	23			
34	ers' Sundries.....	12	Cooking Herbs.....	19	Macaroni.....	23			
6	r Dishes.....	12	Condensed Milk.....	18	Mackerel.....	23			
6	r Color.....	17	Condensed Mince Meat.....	32	Maple Syrup.....	21			
26	.....	31	Corn Meal.....	15	Matches.....	24			
10	.....	16	Corn Starch.....	17	Meat.....	23			
6	.....	13	Cottolene.....	12	Milk, Evaporated.....	25			
7	ed Goods.....	13	Crackers, Cakes, etc.....	33	Mince Meat.....	25			
7	ifornia Fruits.....	33	Crescent Mapleline.....	20	Molasses.....	25			
7	etables.....	14	Cutters, Tobacco.....						
8	.....	24	Delicatessen.....						
			Dressed Meats.....						

-1-		-2-		-3-		-4-	
SUGAR.		GUNPOWDER—Choice to Extra.....		McCormick & Co., Banquet brand, Ceylon,		Rumford Baking Powder:—	
ctioners' Lozenge, XXXX.....	5.20	Cholceat.....	40 @ 35	Blended, etc.—	Per lb.	5c. tins, 4 doz.....	per doz. .45
" Powdered.....	5.10	MOYUNE—Good.....	27 @ 30	1-lb. canisters, 8-lb. boxes.....	.45	roc. can, 2 doz. in box.....	per doz. .90
" Crown A.....	5.50	Flne.....	35 @ 40	1-lb. " 12-lb. ".....	.45	1-lb. cans, 2 doz. in case.....	per doz. 1.25
" Crystal A.....	5.15	Choice.....	45 @ 50	1-lb. " 10-lb. ".....	.45	1-lb. cans, 1 doz. in case.....	per doz. 2.50
" Coarse Granulated.....	5.40	Choice.....	55 @ 55	1-lb. " 10-lb. ".....	.50	Royal, roc. size, 4 doz.....	.86
Tablets.....	6.45	IMPERIAL—Superior to fine.....	15 @ 20	McCormick & Co., Bee brand—	Per lb.	" 1-lb., 4 doz.....	1.30
al Dominoes.....	7.47 1/2	Choice to Extra.....	22 @ 25	1-lb. lithographed cans, 20-lb. boxes.....	.53	" 1-lb., 2 ".....	2.40
oaf.....	5.93 1/2	Choice.....	30 @ 35	1-lb. " 10-lb. ".....	.55	" 1-lb., 1 ".....	4.65
it Cubes.....	5.25	YOUNG HYSON—Superior to fine.....	18 @ 20	1-lb. " 10 and 20 lb. bxs.....	.57		
ered.....	5.10	Choice to Extra.....	28 @ 30	Travellers pocket canister, 4 doz.....	.80		
ne Fine Granulated.....	5.00	Choice.....	35 @ 40				
ne Granulated.....	5.00	INDIA—Common to Fine.....	18 @ 38				
ulated.....	5.00	CEYLON—Common to Fine.....	18 @ 40				
granulated.....	5.00	ENGLISH BREAKFAST—Fair to Good.....	14 @ 27				
" in 50-lb. bags packed 2 in 100-lb. bag.....	5.05	Choice to Extra.....	18 @ 28				
" in 25-lb. bags packed 4 in 100-lb. bag.....	5.05	Cholceat.....	30 @ 40				
" in 10-lb. bags packed 10 in 100-lb. bag.....	5.15						
" in 5-lb. bags packed 10 in 100-lb. bags.....	5.20						
" in 5-lb. bags packed in 100-lb. bags.....	5.20						
" in 2-lb. bags packed 10 in 100-lb. bags.....	5.30						
" in 2-lb. bags packed in 100-lb. bags.....	5.30						
" in 2-lb. cartons in cases.....	5.20						
" in 2-lb. paper packages in cases.....	5.20						
ctioners' A.....	4.85						
eystone A.....	4.80						
merican A.....	4.75						
entennial A.....	4.72						
alifornia A.....	4.65						
ranklin B.....	4.60						
eystone B.....	4.55						
merican B.....	4.50						
entennial B.....	4.45						
alifornia B.....	4.40						
ranklin Extra C.....	4.35						
eystone Extra C.....	4.30						
merican Extra C.....	4.25						
entennial Extra C.....	4.20						
alifornia Extra C.....							
ranklin C.....							
eystone C.....							

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TEA.		PACKAGE TEAS.		AMMONIA.		BLACKING—Shoe.	
Basket-fired.....	20 @ 35	Lipton's Teas—	Per lb.	Purple Ribbon, 16 oz., 2 doz. boxes.....	Per doz. .90	Shinola.....	per doz. .75
Pan-fired—Common to fair.....	20 @ 23	Ceylon and India, No. 1.....	.45	Purple Ribbon, quarts, 1 doz. boxes.....	1.50	Shinola, 1/2 gross in box.....	per gross 8.50
.....	24 @ 28	Ceylon and India, No. 2.....	.40	Purple Ribbon, 1/2 gals. 1/2 doz. boxes.....	2.70	Blackola, 1 doz., 10 cent size.....	.60
.....	30 @ 38	Ceylon and India, No. 3.....	.35	Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75	Blackola, 3 doz., 10 cent size.....	per gross 6.90
.....	18 @ 20	Black and Green, No. 1.....	.45	Colburn's Autumn, hotel size, 1 doz. boxes.....	.90	Blackola, 3 doz., 5 cent size.....	per gross 4.25
.....	22 @ 35	Black and Green, No. 2.....	.40	Violet, pints, 2 doz.....	.90	Mason's No. 1, 1/2 gross.....	2.88
.....	40 @ 50	English Breakfast, No. 1.....	.45			" " 3, ".....	2.60
.....	14 @ 16	English Breakfast, No. 2.....	.40			" " 3, ".....	2.85
.....	17 @ 22	Formosa Oolong, No. 1.....	.45			" " 4, ".....	4.55
.....	23 @ 28	Formosa Oolong, No. 2.....	.40			" " 5, ".....	7.50
.....	30 @ 35	Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00				T. M. French.....	per doz. 1.00
.....	40 @ 50	Tetley's Tea—	Per lb.				
.....	14 @ 16	1/2 lb. or 1/4 lb. in lead or tin, 25 lbs. in case.....					
.....	17 @ 22	No. 2, Green Label, India and Ceylon.....	.45				
.....	23 @ 28	No. 1, Buff Label, India and Ceylon.....	.60				
.....	30 @ 35	Ex. Gold, India and Ceylon.....	.75				
.....	40 @ 50	Mixed (Green and Black), same prices as above.....					
.....	14 @ 16	Formosa and Oolong, same prices as above.....					
.....	17 @ 22	India and Ceylon, Sun-Flower.....	.50				
.....	23 @ 28	Mixed (Green and Black), Sun-Flower.....	.50				
.....	30 @ 35	Formosa and Oolong, Sun-Flower.....	.50				
.....	40 @ 50	Sun-Flower, roc. sample size, 36 in carton, all three grades.....	.90				
.....	14 @ 16	Caricol Blend, Martindale & Co. :—	Per lb.				
.....	17 @ 22	5-lb. Silver Sacks.....	.22				
.....	23 @ 28	1-lb. Silver Sacks.....	.22 1/2				
.....	30 @ 35	1/2-lb. Silver Sacks.....	.23				
.....	40 @ 50	1/4-lb. Silver Sacks.....	.23 1/2				
.....	14 @ 16	1/2-lb. Silver Sacks.....	.25				
.....	17 @ 22	Spring Garden Tea—					
.....	23 @ 28	100 lb. barrels.....	per lb. net .18				
.....	30 @ 35	5 lb. silver bags.....	.19				
.....	40 @ 50	1 lb. silver bags.....	.19 1/2				
.....	14 @ 16	1/2 lb. silver bags.....	.20				
.....	17 @ 22	1/4 lb. silver bags.....	.21				
.....	23 @ 28	Packed in cases containing 100 pounds.....					
.....	30 @ 35						
.....	40 @ 50						

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AXLE GREASE.		BAKING POWDER.		SHOE DRESSING.			
Frazer's, 15 lb. pails.....	.80	Sea Foam Baking Powder—		Mason's.....	.78		
Frazer's, boxes, 1/4 gross.....	per gross 9.25	1/2 lb., 4 doz. in case.....	.95	Acme, 1 doz.....	1.15		
Mica, 1/4 gross.....	per gross 8.40	1/2 lb., 2 doz. in case.....	1.75	Bixby's Royal Polish, 1 doz.....	.78		
Peerless, 1/4 gross.....	per gross 4.50	1 lb., 1 doz. in case.....	3.40	Bixby Jet Oil Polish.....	.80		
Paragon, 1/4 gross.....	per gross 5.50	Davis' O. K., 1/2-lb., 4 doz.....	per doz. .45	Brown's Shoe Dressing, 1 doz.....	.80		
		Davis' O. K., 1/2-lb., 3 doz.....	per doz. .90	Brown's Army and Navy, 1 doz.....	.80		
		Davis' O. K., 1-lb., 2 doz.....	per doz. 1.65	Boyer's French Dressing.....	.65		
		Davis' O. K., 5-lb., 1/2 doz.....	per doz. 7.20	" Oil Polish.....	.75		
		Cleveland's, 10-c. size, 4 doz.....	per doz. .84	Admiral Russet Combination.....	.70		
		Cleveland's 1/2-lb., 4 doz.....	per doz. 1.23	Admiral Shoe Dressing.....	.70		
		Cleveland's 1/2-lb., 2 doz.....	per doz. 2.28	Whittemore Bros. & Co. :—			
		Leslie's, 1/2-lb. cans, 1 or 2 dz. cartons, 4 dz. cases.....	.45	Gilt Edge Polish, black.....	2.00		
		Leslie's, 1/2-lb. cans, 2 doz. cases.....	.90	Boston Waterproof, black.....	2.00		
		Leslie's 1-lb. cans, 1 doz. cases.....	1.65	Boston Jr. Waterproof, black, 10-cent size.....	.85		
		Leslie's 5 lb. cans, 6 cans in case.....	per lb. .12	Elite Combination, Baby, black.....	.85		
		Sea Gull, 6 oz., glass, 4 doz.....	.45	Elite Combination, large, black.....	2.00		
		Parrot and Monkey, 4 doz.....	.45	Superb Patent Leather Paste, large.....	.75		
		Rumford's Yeast Powder :—		Champion, black, friction polish.....	2.00		
		4 oz. glass, 2 doz.....	.82 1/2	Champion Jr., black, friction polish.....	.85		
		6 oz. glass, 2 doz.....	1.07 1/2	French Gloss, black, self-polishing.....	.75		
		6 oz. glass, 4 doz.....	1.04	Royal Gloss, black, self-polishing.....	.75		
		6 oz. glass, 6 doz.....	1.03	Dandy Combination, russet.....	2.00		
		6 oz. ,1 gross, in bbl.....	per gross, 12.25	Star Combination, russet.....	.75		
				Dandy Russet Paste, large.....	.75		
				Bossola Waterproof Paste Polish, large.....	.75		
				Bossola Waterproof Paste Polish, small.....	.45		
				Quick White, cleans dirty canvas shoes.....	.84		
				Quick White, cleans dirty canvas shoes.....	2.00		
				Oil Paste black, never dries up, large.....	.75		

THE most popular package
sold by grocers is

Quaker Oats

It's the biggest seller, the
easiest seller and pays more
profits annually to the grocers
of this country than any other
food product sold in packages.

Keep your packages of Quaker Oats
Quality Products in sight. You'll find
that they sell themselves.



Variety in every-
thing but quality

The Quaker Oats Company
CHICAGO



THE BLOOKER FLAVOR

is something fine. You enjoy the primary exhilaration, but you send your enjoyment 'way up when you begin to appreciate the food-worth American Depot, No. 46 Hudson Street, New York

Anker's
Bouillon Capsules

SEE THEM MELT!

Put a package of these on your counter, with a little card telling what they're are good for, and they'll melt away like snow. ANKER'S BOUILLON CAPSULES make bouillon, soup or beef tea, and everybody likes one of the three, especially when they're so delicious as they are. Ten capsules in a box—drop one in hot water. Good goods and good profit.



ROYAL SPECIALTY CO., Sole Manufacturers 92 READE STREET NEW YORK



Kraut Cutters

LIKE CUT

Special price only \$5.00

LARGE SIZES

No. 1/2 \$16.00

No. 1, \$28.00

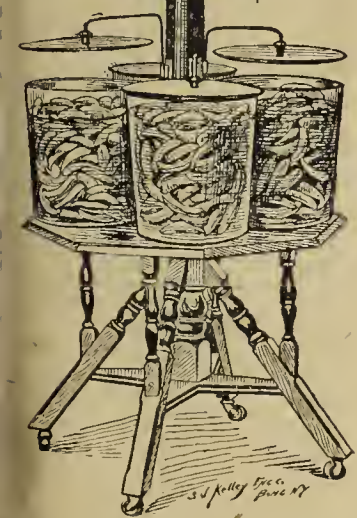
Special style, \$20.00

Write for catalogue of Store Fixtures

H. F. HEACOCK

51 N. Second St.
Philadelphia

Fine Fixtures
Make Fine Sales



Almost every grocer sells loose pickles or loose olives. Usually they're kept in a keg somewhere. Doesn't it stand to reason that a fine fixture displaying such things where they could say a word for themselves would make sales better. Take our inexpensive 5-jar fixture, for pickles or cherry, and with nickel trimmings. Very handsome, very ornamental, very capable in influencing the sale of goods. Fine fixtures make fine sales.

THE
ELLES & DAVIS MFG. CO.
WYALUSING, PA.



Sell It
Under
Money
Back
Plan

We who make Nicelle Olive Oil have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find Nicelle superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK



Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

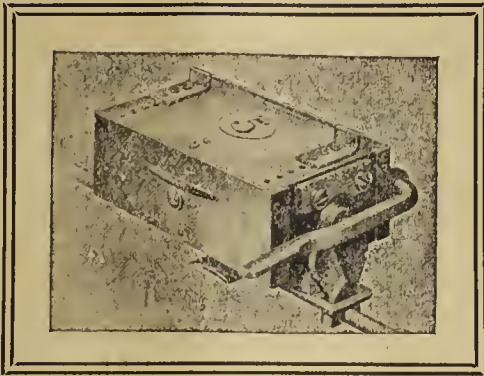
Give them Hotel Astor Coffee now and it will meet with an instant response. Hotel Astor succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

LAMSON ELECTRIC CABLE CASH CARRIERS

GIVE PROTECTION, QUICK SERVICE AND ECONOMY



Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office Boston Office
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HERE IS YOUR QUESTION ANSWERED

Why put in Croft's Swiss Milk Cocoa when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

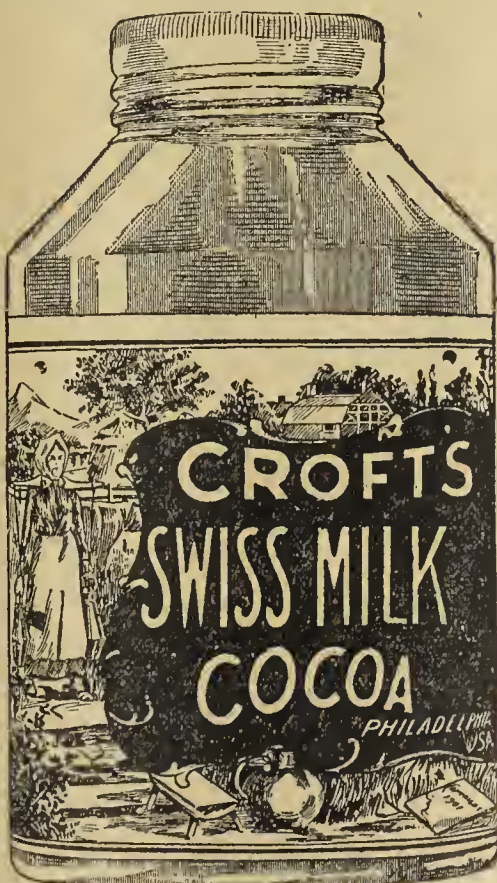
Another thing, Croft's Swiss Milk Cocoa is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. Philadelphia
PENNSYLVANIA

We Are Not Satisfied

with being able to make the best Macaroni, Spaghetti, Noodles and Pastels, but we go one better and make the best proposition to the grocer.

Besides giving you goods that you can confidently recommend—

Besides giving you a good profit on them—

Every case brings you Universal Coupons which you can exchange for almost anything you would otherwise spend cash for.

The

Freihof

Vienna Baking
Company

Philadelphia, Penna.

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.60
Gold Medal	6.45
Millbourne	6.25
On Top	6.50
Ceresota	6.50
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	4.90
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	4.32

Pancake Flour.

Aunt Jemima, 36 packages	
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	

Buckwheat Flour.

Hecker's, 64 packages	4.60
" 32 packages	4.10
Fancy, 125-lb. sacks	per 100 lbs.

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.45
Yellow, granulated, 100 lbs.	2.45
" table, 100 lbs.	2.35
Western, yellow, granulated, 100 lbs.	2.10
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 rs. per case	1.50
Schumacher's, 24 packages	1.20
Beans—	Per bushel.
California Lima, about 80 lbs. ....	.05 3/4
Marrows, fancy, N. Y. State, grain bags	2.50
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.50
Pea, fancy, grain bags	2.40
" Michigan, grain bags	2.45
Red Kidneys	2.10
Peas—	
Green	2.40
Scotch	2.60
Split, yellow	2.20
" green	
Lentils—	Per lb.
000000, 110-lb. bags .....	.04 1/2
Less quantity .....	.05 1/2
Shaker Corn—	
Fancy, barrels .....	.05 1/2
Less quantity .....	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacher's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100-lb. bags	
" Grits, 100-lb. bags	
Barley—	
OO .....	.05 1/2
No. 3, 100 lb. bags	2.75
Noodles—	Per case.
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B.	per bbl.
B, 100-lb. kegs	per keg 4.00
Oaten Goods—	Per case.
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.00
H. O. Oats, 12 packages	1.50
Mother's, 18 packages	1.62 1/2
" 36 packages	3.25
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg
Standard, 180 lb. bbls.	
" 90-lb. bags	
Jago—	
Fine, bags about 160 lbs. ....	.03 3/4
50-lb. lots .....	.04 3/4
Admiral, pearl, 24s. ....	.07 1/4
apioca—	
Instantaneous, 50 rs. ....	.08 1/2
Colburn's Hasty, 36 packages .....	.06 3/4
Minute, 1/2 gross	per box 2.85
Flake, about 125 lbs.	per lb. .04 1/4
" less quantity .....	.04 3/4
Pearl, 150 lbs. ....	.03 1/2
" less quantity .....	.04

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs. per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s.	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s.	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
For e Food, 36 packages	3.20
Mapl Flake, 36 packages	4.05
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 24 packages	2.85
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	
Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	
Wheatena, 36 packages	4.50
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.75
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.70
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.25

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57 1/2
" small .....	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small .....	.95
Bromangelon, assorted, 3 doz. ....	.87 1/2
Fruit Pudding, 2 doz., assorted flavors .....	.80
Jell-O, assorted flavors, 2 doz. ....	.87 1/2
Jell-O Ice Cream Powder, 2 doz. ....	.97 1/2
Jellycon, 1 doz. ....	.87 1/2
" assorted flavors, 3 1/2 doz. ....	.87 1/2
Chalmer's, shredded .....	.95
" granulated	1.00
Mothers', small, 1 doz. ....	.45
" large, 1 doz. ....	.90
Cooper's .....	.85
Tryphosa .....	.95
Imperial Wine Jelly .....	.95
Gelatine, McKinley's	per gross 11.00
Wetmore's, double refined, 36 10-c. packages	per case 2.70
Pudding, assorted, 2 doz.	1.65
D-Zerta Jelly, assorted, 2 doz. ....	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 pkgs. ....	.05 3/4
" Elbows, square, 25 pkgs. ....	.05 3/4
" Macaroni, long, 25 pkgs. ....	.05 3/4
" " square, 25 pkgs. ....	.06 1/2
" Spaghetti, long, 25 pkgs. ....	.05 3/4
" Vermicelli, square, 25 pkgs. ....	.05 3/4
" Macaroni, bulk, 25 pkgs. ....	.05 3/4

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour .....	.30
Scoops, Galvanized, Sugar .....	.25
Scoops, Galvanized, Starcb. ....	.15
Tohacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders .....	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bores, No. 2, 1 1/2 to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" No. 4	" 5.40
" No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

Sherer's Eclipse Counters—	
No. Length. Drawers Each.	
6 1/2 3 feet, 8 inches.	9 15.00
8 1/2 4 feet, 10 inches.	12 20.00
10 1/2 6 feet.	15 25.00
12 1/2 7 feet, 3 inches.	18 28.00
14 1/2 8 feet, 6 inches.	21 31.00
16 1/2 9 feet, 8 inches.	24 35.00
18 1/2 10 feet, 10 inches.	27 40.00
20 1/2 12 feet.	30 45.00
Capacity of Drawers, 40 to 60 lbs. each.	

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case.	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case.	" .90
Large cartons or tins, 2 doz. in case.	" 2.00
Dime Tumblers, 2 doz. in case.	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages .....	.65
Swansdown, 2 doz.	per doz. .
Osprey, 2 doz.	"
Swift & Co.	
Talisman brand, 20-lb. boxes	per lb. .10 1/2
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	270-290				
Ex. Norway, No. 3	325-375	22.00	11.60	6.00	1.35
Ex. Norway, No. 4	410-460	17.00	9.10	4.75	1.10
Ex. Bloaters, XXX. 90-95					
Ex. Bloaters, XX. 100-110		30.00	15.60	8.00	1.75
Ex. Shore, No. 1					
Med. Shore, No. 1	170-190	17.00	9.10	4.75	1.10
Large Shore, No. 1	110-130				
Extra Irish, No. 2	325-375	17.00	9.10	4.75	1.10
Medium Irish, No. 2	375-450	16.00	8.60	4.50	1.05
Small Irish, No. 2	475-525	15.00	8.10	4.25	1.00
New Medium Shore. 160-180					
New Large Shore. 110-130					
Large, No. 2	210-220	16.00	8.60	4.50	1.05

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Sp'it, Lg. No. 1	7.00	4.10			
Lab. Split, Lg. No. 2	6.00	3.60			
Shore, Round, Large					
Shore, Round, Med					
Ocean Whitefish	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new.	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new.	12.00	6.60	3.50	.82	.70
Haddock, Pickled.	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs. ....	.08
Our Choice, 40 lbs. ....	.07
Gilt Edge, 40 lbs. ....	.06
Favorite Middies, 60 lbs. ....	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 3s, wood boxes .....	.15 1/2
12 2s, " .....	.15 1/2
24 1s, " .....	.16
10-lb. boxes .....	.15
5-lb. " .....	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 " "	1.65
Strips, 40 size, boxes .....	.10
" 20 " .....	.10 1/4
Middles, 40 size, boxes .....	.12
" 20 " .....	.12 1/4

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs. ....	.07
Snow White, 1-lb. bricks, 20 lbs. ....	.08
Favorite Cod, 2-lb. bricks, 40 lbs. ....	.08 1/2

Star Brand Boneless Herring.

Beardsley—	
Tins, keyed, large size, 1 and 2 doz. in case.	1.50
" small size, 2 doz. in case. ....	.90
Glass Tumblers, sealed, 2 doz. in case.	1.50
Screw Top Jars, 2 doz. in case. ....	.90

Loose Codfish.

Extra Large Georges Cod .....	.09
Large Bank .....	.08
Medium Bank .....	.07
Pollock .....	.05
Hake .....	.04 1/2
In original cases, 450 lbs., 1/4 c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	" .27
Cromarty Bloaters, 75s.	per box .90
" 100 s.	"

Swift & Co.	Per case.
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs. ....	.06 3/4
" 5 and 10-lb. lots .....	.06 3/4
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	
Fair N. Y. State, 50-lb. boxes .....	.07 1/2

-20-

Apricots—	
Extra Choice Royals, 25 lbs., new	
Choice Royals, 25 lbs., new	
Oak Brand, fancy	
Cherries—	
California, unpitted, Black, 25 lbs.	
California, pitted, Black, 25 lbs.	
Currents—	
Gold Medal, recleaned, 36 rs.	
Gold Medal, loose, 25 lbs.	
Private Growth, extra, cleaned, 36 lbs.	
" cleaned, 30 lbs. bulk.	

Peaches—	
Fancy Muirs, 50 lbs.	
Extra Choice Muirs, 50 lbs.	
Choice Muirs, 50 lbs.	
Extra Choice, Yellow, 25 lbs.	
Choice Yellow, 25 lbs.	

Pears—	
Choice California, Bartlett, 25 lbs.	

Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fa Ore
20-30, 25 lbs.				
30-40, 25 " .....	.08 3/4	.08 1/2		
40-50, 25 " .....	.07 3/4	.07 1/2		
40-50, 50 "				
50-60, 25 " .....	.07 1/4	.06 1/2		
50-60, 50 " .....	.07	.06 3/4		
60-70, 25 " .....	.06 3/4	.06 1/2		
60-70, 50 "				
70-80, 25 "				
70-80, 50 "				
80-90, 50 " .....	.05 1/2			
90-100, 25 "				
90-100, 50 " .....		.04 1/2		
100-120, 50 "				

Raisins—	
Muscatsels, 4 crown, 50 lb.....	
“ 3 “ 50 lb.....	
“ 2 “ 50 lb.....	
Cal. Thompson Seedless, 50 lbs.....	
Cal. Cleaned Sultanas, 50 lbs.....	
Cal. Sultanas, 50 lbs.....	
Cal. Seedless Muscatsels, 50 lbs.....	
Gilbert's. Layer. Valencias, 28 lbs.....	

\$3.00
FROM
\$1.50

James T. Shinn's **Liquid Rennet** has been on the market so long that it seems hardly necessary to speak of its quality; most people know it as the finest, cleanest rennet made.

Not all grocers know that they can double their money on this specialty, however—an unusual chance with an article so high-grade.

Costs \$1.50 per dozen, brings back \$3.00.

Shinn & Kirk

1400 SPRUCE ST., PHILA., PA.

The "Premium" Brand on Ham



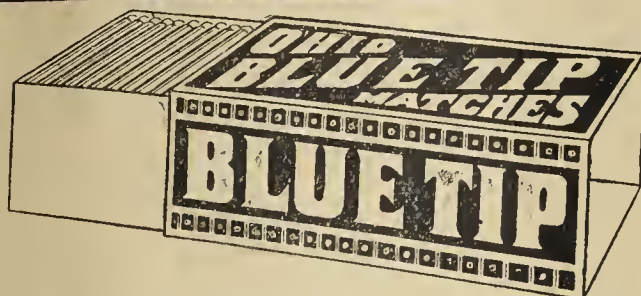
WE must make EVERY ham that bears "SWIFT'S PREMIUM" brand give satisfaction, or the brand would cease to mean anything.

And you should have that ham if you want to satisfy your trade and build up a good ham business.

SWIFT'S PREMIUM HAMS are always tender, deliciously flavored, properly cured. What we tell you about them you can tell your customers with confidence.

PREMIUM HAMS we keep well advertised, and that makes it easy for you to sell them.

Swift & Company, U. S. A.



Try This
for
a Week

Has it ever occurred to you that you can make **81 per cent.** on **OHIO BLUE TIP SAFETY MATCHES?**

Can you do that on any other match?

Just try for one week and see how many people you can sell these matches to. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street



Quick, Easy
Inexpensive Delivery

Delivering by a **Lindsley Car** is like playing at delivering goods. It is so quick, so easy, so inexpensive. No heavy team eating its head off when not in use; no horse to sicken and die when most you need it.

The **Lindsley Car** is much less likely to get out of order than a horse, and costs less to fix when it does. Moreover, it eats less than a horse, and does more. Fifteen hundred pounds, 30 miles on a gallon of gasoline (15 cents)—does a team live that can do that?

J. V. Lindsley & Co. SUITE 1112 Monadnock Bldg. **Chicago**

Keep Good Customers and a Good Reputation by Selling **ZIPP'S** Flavoring Extracts Branded "U. S. P."

Finest—Purest—Strongest

Absolutely pure extracts from fresh natural fruits—guaranteed under the **National Pure Food Act** and approved by all Health Commissioners.

Nothing but profit for the dealer and satisfaction for his customers in **Zipp's**—known everywhere for their fine flavoring qualities. They deserve your strongest recommendation.

Vanilla
Almond
Lemon

Wintergreen
Peppermint

Orange
Ginger
Rose

THE ZIPP MANUFACTURING COMPANY
CLEVELAND, OHIO

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of **Egg-O-See** and **E-C Corn** than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.10
Lewis'.....	3.25
Red Seal, 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
100s, 1 gross.....	1.00
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
Parlor, 500s, 1 gross.....	4.25
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
100s, 5 gross.....	.90
500s.....	4.20
Vulcan Safety—	
65s, No. 2.....	.50
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazeppa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s, extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¼
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.10
18, 37 and 68-lb. buckets.....	.10½
" 6 10-lb. buckets.....	6.85
" 6 5-lb. buckets.....	3.95
" 6 5-lb. glass jars.....	4.50
" XXX, 18, 37 and 68-lb. buckets, per lb.....	.14
" 6 5-lb. glass jars, per case.....	5.10

	Per case.
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....	11.00
Condensed, 6½ doz. in case.....	11.00
Keystone—	
Bbls., ½s and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.08
18 and 37 lb. kanakins.....	.08½
10-lb. kanakins, 6 to crate.....	10.95
5-lb. " 6 to crate.....	6.10
5-lb. glass jars, 6 to crate.....	6.45
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls and 30-lb. kits.....	.06
New Year, bbls., kegs and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.07
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.05¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¾

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" " ½ pints.....	2.20
" Extra, quarts.....	5.40
" " pints.....	4.00
" " ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per case.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" " ½ pints, 2 doz.....	4.75
" 8-oz. flasks, 2½ doz.....	7.50
" 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscana, J. L. Neff & Co., Agents—	
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	

	Per case.
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-g 1. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints, 2 doz.....	4.75

	Per case.
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	2.10
10 ½ gal. tins.....	2.20
20 ¼ gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	.03
Roll—	
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¼
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-open- ing Square.	Union Bear Auto- matic, Self-open- ing Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Feet- less Satchel Bot.
¼.....	.43	.41	.35	.31	.29	
½.....	.52	.50	.43	.37	.32	
1.....	.78	.71	.55	.49	.45	
2.....	.88	.85	.71	.61	.53	
3.....	1.09	1.04	.89	.75	.65	
4.....	1.39	1.26	1.19	1.05	.87	
5.....	1.47	1.38	1.21	1.07	.91	
6.....	1.95	1.72	1.64	1.41	1.23	
8.....	2.29	2.08	1.99	1.68	1.49	
10.....	2.39	2.16	1.83	1.65	1.37	
12.....	2.75	2.56	.....	.....	.....
14.....	3.97	3.56	3.20	.....	.....
16.....	4.41	3.81	3.68	.....	.....
20.....	4.79	4.32	4.17	.....	.....
25.....	4.80	4.59	.....	.....	.....

	Price per 1,000 and not less than 500 lots.
Plain flour sacks, 12½-lb.....	per M. 4.00
" 25-lb.....	5.75
" 50-lb.....	11.25

PICKLED MEATS AND FISH.

	Per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....	2.50
Tripe, 10-lb. pails.....	.90
5-gal. kegs.....	2.00
Pigs' Feet, 10-lb. pails.....	1.00
" 5-gal. kegs.....	2.25
Pickled Beef Salad, in glass.....	1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....	.75
" 5-lb. pails.....	.50
" 10-lb. pails.....	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.00
100 10-oz. ".....	3.90
24 20-oz. ".....	2.00
48 20-oz. ".....	3.90
I-X-L, 40 15, White Rice.....	2.65

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

	Per bbl.
45 gal., 1200s.....	8.75
45 gal., 1000s.....	8.50
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....	3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	1.00
Williams Bros.—	
No. 8, Sour Gherkins, 2 doz.....	.85
No. 8, Sweet Gherkins, 2 doz.....	.87½
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90

	Per doz.
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—	2 doz.	1 doz.	1 doz.	½ doz.
2 doz. 2 doz. 1 doz. ½ gal. ½ doz.	pts. pts. qts. ½ gal. gal.			
4.00 7.00 6.00 11.00 10.20				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gals.	kit kit kit per gal.			
1.70 3.30 8.00 1.50				

VINEGAR.

	Per ga.
Duffy's—	
Pure Apple, extra old, bbls.....	.16
" 40 grain, bbls.....	.15
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.10
White Wine, 90 degrees.....	.20
Crown brand, pure cider, quarts.....	.90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" extra strength.....	.15
Crosse & Blackwell's.....	2.00

PROVISIONS.

Hams, skinback, 18-20 lbs.....	.14
“ 14-16 lbs.....	.12½
“ 10-12 lbs.....	.12½
Picnics, 6-8 lbs.....	.08
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets, city smoked.....	
“ tenders and knucks.....	
“ flats.....	
“ air dried, sets.....	
“ “ tenders and knucks.....	.24
Jersey Pork, butt.....	18.50
“ family.....	20.50
Breakfast Bacon, rib in.....	.13
“ boneless.....	.14
S. P. Bellies, 14-15 lbs.....	.12
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.21
Beef Tongues, smoked, 5-6 lbs.....	9.00
Cooked Compressed Ham, 25-lb. boxes.....	
Covered Hams, ¼-cent extra; Covered Shoulder	
Picnics and Bacon, ½-cent extra.....	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	.14
“ “ 12 to 14 lbs.....	.14
“ “ 14 to 16 lbs.....	.14
“ skinbacks.....	.15
Shield Hams, 10 lb. average.....	.13
“ 12 “.....	.13
“ 14 “.....	.13
“ 16 “.....	.13
“ 18 “.....	.13
“ skinbacks.....	.14
Picnic Hams, 5 to 6 lbs.....	.08
“ 6 to 8 lbs.....	.08
Star Smoked Ox Tongues, long cut.....	.14
“ short cut.....	.17
Beef Bologna.....	.09
Shield Parafined Bologna.....	.08
Berliner Ham.....	.10
New Orleans Luncheon Meat.....	.10
Star Cooked Ox Tongue.....	.30
John Bower & Co.—	
Honey-cure brand Hams, skinback.....	.15
“ “ large.....	.15
“ “ medium.....	.15
“ “ small.....	.15
“ Breakfast Bacon.....	.14
“ boneless.....	.16
Beef, air-dried, regular sets.....	.20
“ insides and knuckles.....	.22
Ham Bologna.....	.10
Beef Bologna.....	.10
Boiled Hams.....	.24
Beef Tongues.....	8.00-10.00
Swift & Co.—	
Premium brand Hams, 8 to 10 lbs.....	.14
“ “ 12 lb.....	.14
“ “ 14 to 16 lbs.....	.14
“ “ 18 lb.....	.14
“ skinned, 18-20 lbs.....	.15
“ boiled, skinned, fat- less.....	.26
“ Bacon.....	.22
“ Dried Beef, insides.....	.22
“ Beef Tongues, short cut.....	.22
Winchester brand Hams, skinned, all aver... “ “ Picnics..... “ “ all averages.....	.10 .00 .00



"GET SOME"

Get After the Home Beaners

Ninety-five per cent. of all the pork and bean eaters bake their own.

They think their own are better, and so they are better than many of the ready-packed brands.

But better than Van Camp's Pork and Beans? Absolutely no; they cannot possibly be as good. For very often they can't get as good raw materials as we get and they certainly can't know as much as we know about cooking them. Tell them this.

These people are going to a lot of work and fuss under the delusion that they have to to get good baked beans. Unanswerable proof to the contrary is a can of Van Camp's. Show them this:

If you can sell Van Camp's Pork and Beans to half the people who now bake their own—and you can without a doubt—look what would happen to your trade.

The Van Camp Packing Co.
INDIANAPOLIS, IND.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY NO. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Philadelphia

Dear Sirs:

When the storm broke upon the heads of unscrupulous manufacturers we rested secure in the knowledge that our CELEBRATED MINCE MEAT was outside the storm centre. The wrath of the Pure Food officials had no terrors for us.

We want to make it very emphatic that we use no benzoate of soda or any other chemical preservative forbidden by law in the manufacture of our Mince Meat. You can keep on selling it without the slightest fear of complications.

ATMORE & SON.

This Tells the Tale



A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT'S
Cooking Extract Co.

No. 211 ARCH STREET
PHILADELPHIA, PA.

-25-

Western Dressed Beef—	
Choice, native cattle	.08 - .10
Common to fair	.06 - .08
City Dressed Veal—	
Prime	-.12
Good to choice	-.10
Dressed Hogs—	
Pigs	.09 3/4 - .10
Hogs, heavy	.09 3/4 - .10
“ 180 lbs.	.09 3/4 - .10
“ 160 lbs.	.09 3/4 - .10
“ 140 lbs.	.09 3/4 - .10
Dressed Sheep and Lambs—	
Lamb, western, good	-.11
“ “ culls	-.09
Sheep, choice	-.09
“ medium	-.08

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.70 - .80
Cow Tongues	.50 - .70
Calf Heads, scalded	.50 - .75
Sweetbreads, veal	.60 - .90
“ beef	per doz. -1.00
Calf Livers	per lb. .20 - .25
Beef Kidneys	per doz. -1.00
Beef Livers	per lb. .06
Ox Tails	per doz. .50 - .65
Hearts, beef	per lb. .03 - .05
Rolls, beef	per lb. .14
Tenderloin, beef, western	per lb. .20
Fresh Pork, loins, city	per lb. .10 - .12
“ western	per lb. .10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

Turkeys—	Per lb.
Western, young hens, 8 to 10 lbs.	.24 - .27
“ young toms, 15 to 17 lbs.	.24 - .27
Old hens and toms	.23 - .25
Common to good	.20 - .23
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 - .25
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair	.22 - .25
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy	.22 - .25
Western, 4 to 4 1/2 lbs. to pair, fancy	.17 - .19
“ 3 to 3 1/2 lbs. to pair, fancy	.17 - .19
“ fair to good	.14 - .15
Fowls—	
Western, fancy	.15 - .16
Heavy Roasters, 4 to 5 lbs.	.18 - .20
Fair to good	.16 - .18
Old cocks	.10 - .11
Western capons, fancy	
“ small	Per doz. 3.00-3.50
Squabs—	
Prime, large, fancy	2.50-3.00
Mixed	1.25-1.50
Dark	

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.	Per lb. .14 - .15
Large Springers	.14 - .15
Fowls	.13 1/2 - .14 1/2
Roosters	.10 - .10 1/2
Ducks	.11 - .13

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or 10c. size, 2 doz.	per doz. .90
“ 1 doz.	“ .90
Large, or 25c. size, 1 doz.	“ 1.80
1-lb. cans, 1 doz.	per case 4.50
5-lb. cans, 1/2 doz.	“ 10.00

SAUER KRAUT.

Extra quality, 50-gal. tierces	8.00
“ 15-gal. kegs	2.75
Victory, extra fancy, No. 3, 2 doz.	per doz. .82 1/2
Spring Garden, fancy, No. 3, 2 doz.	“ .80
Compass, No. 3, cans, 2 doz.	per doz. .67 1/2
Casks, 50 gals., long cut.	6.75
Bbls., 30 gals., long cut.	5.65

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, 1/2 lb.	.95
Round conical, with key, No. 1, 1 doz.	2.35
“ “ No. 2, 1 doz.	4.20
“ “ No. 3, 1/2 doz.	6.30
“ “ No. 4, 1/2 doz.	8.15
P. P. Sauce, No. 1, 2 doz.	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.	2.00
No. 1, cans, 1 doz.	2.25
No. 2, cans, 1 doz.	4.00
No. 3, cans, 1/2 doz.	3.25
No. 4, cans, 1/2 doz.	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars	.97 1/2
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.83
National, No. 10, tumblers	.72 1/2
“ No. 6, tumblers	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13 1/2
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06 1/4
“ 4 1/2-lb. toy pails, 1/2 doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
“ Southwark, No. 3, tins	1.00
“ No. 5, toy pails	2.70
“ 30-lb. pails	per pail 1.08
“ 20 lb. crocks	per lb. .07 3/4
“ Schimmel's, 30-lb. pails	.06
Prune, 30-lb. pails	“ .07 1/4
Peach, 30 lb. pails	“ .07
Jams—	
Schimmel's, pure, jars, 2 doz.	1.70
Southwark, assorted, jars, 2 doz.	.93
Orange Marmalade—	
Hartley's, imported	1.80
Schimmel's, pure	1.65
Warrock's Guava Jelly—	
1-lb. tumblers	4.00
1/2-lb. “	2.25
Curtis Bros. Preserves—	
Cherries, jars	4.85
Strawberries, jars	4.60
Raspberries, jars	4.60
Apricots, peeled, jars	4.85
Pineapple, jars	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint	.85	1.95	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitro	.45	.85	1.95
Spirits Camphor	.45	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	.45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balm de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	1.95
Laudanum, 15c. size	per doz. 1.20		
“ 25c. size	“ 1.90		

Alum	5 per cent. discount in gross lots assorted
Beef Capsules, Anker's	per lb. .03
Borax, powdered, bulk	per lb. .07
“ lump, bulk	“ .06
“ 20 Mule Team, pure, 24 1 lb. per case	2.40
“ “ 48 1/2 lb. “	2.60
“ “ 96 1/4 lb. “	2.80
Butter Color, W. & R.	per doz. 2.00
Bull's Cough Syrup	“ 1.90
Bluestone, bulk	per lb. .06
Copperas	“ .01
Camphor, gum, 1-oz. blocks	“ .60
“ flakes, 250-lb. bbls.	“ .02 3/4
“ less quantity	“ .03 1/4
“ Tar Balls, 250-lb. bbls.	“ .02 3/4
“ less quantity	“ .03

Castoria, Fletcher's	per doz. 2.80
“ Pitcher's	“ .85
Carbonate of Ammonia	per lb. .11
Epsom Salts	“ .01 1/2
Glauber Salts	“ .01 1/2
Glue, ordinary	“ .09 1/2
“ white	“ .20
Gum Arabic	“ .50
Haarlem Oil	per doz. .35
Husband's Magnesia	“ 2.85
Jamaica Ginger, Hires', flasks	“ .90
Licorice, P. & S., 5c. stick, imported	“ .36
“ M. & R., 5-lb. boxes	per lb. .23
“ “ lozenges, 5-lb. boxes	“ .27
“ 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	“ .24
“ root	“ .11
Putty, 25-lb. cans	per 100 lbs. 1.60
“ 50-lb. cans	“ 1.55
Petroleum Jelly, screw top, 5c. size	per doz. .35
“ 10c. size	“ .75
Paris Green, 100-125-lb. kegs	per lb. .24 1/2
“ 1/4-lb. packages	“ .29
“ 1/2-lb. packages	“ .28
“ 1-lb. packages	“ .27
Rosin	“ .03 1/2
Roach Powder, Omega, 4-oz. cans	per gross 9.00
Roachsaunt, 10c. size	per doz. .80
Saltpetre, crystal, about 350-lb. bbls.	per lb. .06 3/4
“ granulated, about 100-lb. kegs	“ .06 3/4
Sulphur, flour, 175-lb. bbls.	per 100 lbs. 2.55
“ 100-lb. bags	“ 2.35
“ less quantity	per lb. .03 1/2
Venetian Red	“ .01
Whiting	“ .02

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size	1.75
Herb Bitters, 25c. size	1.75
Oil Liniment, 25c. size	1.75
Sarsaparilla, 50c. size	3.50
Worm Syrup, 15c. size	1.20
Horse and Cattle Powder, 15c. size	1.20
Dyspepsia Tablets, 10c. size	.75
Iron Glue, McCormick & Co.—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.75
Triangular Quinine	.80
Quinine Capsules	.75
W. F. Young's Veterinary Remedies, whole-sale prices—	Per doz.
Absorbine	18.00
“ Jr., (Mankind)	9.00
Taroleum, small cans	6.00
“ large cans	16.00
Young's Kidney and Nerve Powders	2.00
“ Fattening and Condition Drops	4.00
“ Colic and Indigestion Cure	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz. 4.15
Bath Brick, box 25 bricks	per box .60
Sealing Wax	per bbl. .03
Silver Sand	per bbl. 1.25
Tar, pints	per doz. .75
“ quarts	“ 1.00
“ gallons	each .30
“ 1/2 bbls.	“ 3.50
“ bbls.	“ 6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case 3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
“ 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
“ 50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size	.90
“ 25c. size	2.00
“ 35 c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	
“ 10c. size	.85
“ 15c. size	1.75
“ 25c. size	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla	.45
No. 2, Vanilla and Rose	.90
No. 2, Lemon and assorted	.85
No. 4, “	2.00
No. 4, Vanilla	2.25
Assorted cases, Nos. 1 and 2	10.80
“ Nos. 1, 2 and 4	11.80
Bulk	pts. qts. 1/2 gals. gals.
XXX Vanilla	1.50 3.00 6.00 12.00
XX Vanilla	1.25 2.50 5.00 10.00
X Vanilla	1.00 2.00 4.00 8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00 1.60 3.00 6.00
Peach, Rose, Apricot, Violet	1.50 2.75 5.50 10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25 2.25 4.00 7.50
Tea	“ 7.00
Kitchen Queen—	Per doz.
Extract Vanilla, No. 25	2.00
“ No. 2X	.80
“ No. X	.45
Extract Lemon, No. 25	1.75
“ No. 2X	.80
“ No. X	.45
Ingersoll's Flavoring Extracts—	
High Grade Vanilla	1.75
“ Lemon	1.75
Select Vanilla	.85
“ Lemon	.85
“ assorted	.85
“ small size	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz. 1.10
“ Rennet Tablets, 3 doz.	.75
Shinn & Kirk's Liquid Rennet	1.50
Hanson's Junket Tablets, 3 doz.	.73
Union Tablets, 3 doz.	.45

CIDER.

Corson's—	Per gal.
Barrels	.14
1/2 barrels	.16
Kegs	.19
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50
“ 2 doz. pts.	4.00
Anchor brand Golden Russet, 1 doz. qts.	3.75
“ 2 doz. pts.	4.25
Mott's brand Golden Russet, 1 doz. qts.	3.75
“ 2 doz. pts.	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75
“ boxes, 20 packages	.50
Gee Whizz, 72 packs	.40
Fleer's Chiclets, 3 lbs., bulk	1.20
Spearmint, 20 packs, 100 pieces	.50

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	Per 100 1.00
Fancy Head, 100-lb. bags	.00
Extra choice, 100-lb. bags	.00
Choice, 100-lb. bags	.00
Prime, 100-lb. bags	.00
Japan, fancy, 100-lb. bags	.00
“ choice, 100-lb. bags	.00
Java, fancy, polished, 100-lb. bags	.00
B. Fischer & Co.—	



Fischer's Choicest Head, 1-lb. bags	.07
Queen Quality, ex. fancy head, 1-lb. bags	.07
“ “ 3-lb. “	.06
“ “ 5-lb. “	.06
Coronet, choice head, 1 lb. bags	.09
“ “ 3-lb. bags	.09
Imperial, choice, Dom. Japan, 1-lb. bags	.09
“ “ 3-lb. “	.09
“ “ 5-lb. “	.09
Extra fancy head, XXXX, 100-lb. bags	.07
Fancy head, 100 lb. bags	.07
Choice head, 100 lb. bags	.06
Fancy Java head, 100-lb. bags	.03
Extra fancy, Patna, 100-lb. bags	.07
Siam, Patna style, 100-lb. bags	.06
Choice broken, 100-lb. bags	.03
Extra fancy Japans, 100-lb. bags	.03
New crop choice Japans, 100-lb. bags	.03

SALT.

Worcester—	
Bbls., contain 280 lbs.	2.50
“ 60 5-lb. bags	4.00
“ 22 14 lb. bags	3.75
“ 30 10-lb. bags	3.75
“ 115 2 1/2 lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
“ 56-lb. bags	.65
“ 28-lb. bags	.35
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.	per bbl. 3.00
Pretzel, 280-lb. bbls.	2.40
“ 180-lb. sacks	1.55
Cheese, 280-lb. bbls.	2.40
Packing, 70-lb. cotton bags	.40
“ 140-lb. cotton bags	.75
Ivory, dime size, 36 wooden boxes to case	2.20
New Ivory, 24 large cartons to case	1.50
Agricultural, 200-lb. burlaps	.60
Silver Springs, quick-freezing ice cream salt, 30 in bbl.	per bbl. 2.60
Less than 5 bbls. the list net: 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7 1/2 per cent. discount may be allowed.	

SALAD DRESSING.

Campbell's, small, patent cap, 2 doz.	Per doz. .80
Durkee's, large, 1 doz.	4.00
“ small, 2 doz.	2.40
Schimmel's, small, 2 doz.	.80
My Wife's, large, 1 doz.	2.30
“ small, 2 doz.	1.45
Snider's, pts., 1 doz.	2.30

SAL SODA.

Bbls., 375 lbs.	per 100 .65
Kegs, 170 lbs.	per 100 .82
60-lb. boxes, bulk or granulated	62



Bad Silver Polish Can Do You Harm

Do you keep in mind the fact that more care should be taken in selling silver polish than in selling lots of other things?

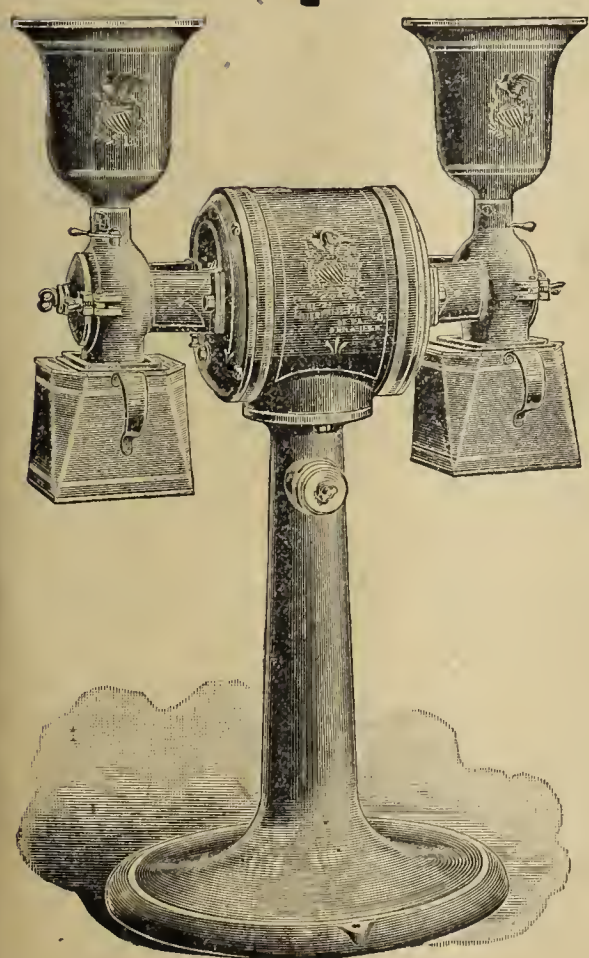
Why? Because nothing shows its inferiority quicker and more offensively than poor silver polish. In two ways: By not polishing, and by scratching. The result is a deep-seated resentment against you that will cost you dear.

There's nothing to explain or argue for or be uncertain about in **Electro-Silicon**. It has made its reputation as a metal polish both in this country and in Europe.

The quickest, smoothest, brightest silver polish made is that in the yellow box with the woman in red on the lid.

THE ELECTRO-SILICON CO., Proprietors, NEW YORK, N. Y.

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day*. They are **Direct Connected**. They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other Mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute; and pulverize $\frac{1}{2}$ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H. P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Manufacturing Co. of Pa.

Philadelphia, U. S. A.

21 Murray Street, New York

438 Market Street, San Francisco

-29-

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

	Per lb.
Canary	.04
“ bush, 60-lb.	2.25
Caraway	.12
Celery	.09
Coriander, bleached	.05
Flax	.05
Hemp	.04¼
“ bush 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape	.05½
“ bush	2.50
Poppy, per lb.	.10
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 112 lbs., kegs	1.75
Bi-Carb., bulk, less quantity	.02½
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼-lb., 36 lbs.	.04½
“ “ “ ¼-lb., 36 lbs.	.05¼
“ “ “ ¼-lb., 36 lbs.	.05¼
Saleras, Babbitt's bd., ¼-lb., 25-tb. bxs.	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co.—	Per case
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross.	2.50
Bon Ami, 10-cent size.	¼ gross
Electro Silicon, 1 doz.	per doz.
Putz Liquid, large, 3 doz.	per gross 16.50
“ “ “ small.	per gross 7.00
“ “ “ “	per doz. .60
Putz Paste, large.	per doz. .55

SOAP—Laundry.

	Less than 5 bxs.
Acme	100 3.25
Acorn	120 2.45
Ark	100 1.75
American	72 2.80
Bee	100 3.90
Best, Babbitt	100 3.45
Babbitt's New York City	60 3.52½
Big Master	70 2.80
Brown	60 2.40
Borax, Dreydoppel	40 2.60
“ Pearl, Young & Co.	40 2.80
“ Day & Frick, Novelty	40 2.80
“ Handsome	60 2.60
“ Eavenson, large	100 4.75
“ “ small	100 3.75
“ Kirkman's	100 3.75
“ Red Seal	100 3.80
“ Swift's	100 4.00
“ Climax	100 2.10
Circus	100 3.25
Cotton Oil, White	100 5.80
Coal Oil Johnny	100 3.57½
Cygnut	100 4.00
Dobbins' Electric	100 4.25
Dewey	100 2.15
Fairy	100 4.00
Fels-Naptha	100 4.00
Five case lots freight prepaid	100 3.95
Good Morning	100 3.85
Glycerine Tar	100 3.75
Gloss	100 3.25

-30-

Grand Pa's, large	50 3.15
“ “ “ “	100 3.80
Ivory	100 7.00
“ small	100 4.00
Lenox	100 3.00
Life Buoy	50 1.95
“ “ “ “	100 3.90
Lautz's Naptha	100 3.80
Magic Cleaner	100 3.00
Marseilles, laundry size	100 5.80
“ 5 cent size	100 4.00
“ toilet size	100 4.00
Master	100 3.25
Mayer's	100 3.80
“ “ “ “	50 1.90
Miller's Naptha	100 3.75
Naptha, Swift's	100 3.75
“ P. & G.	100 3.85
Octagon	100 3.90
Old Mill	100 3.30
Ozone	100 3.75
Oleine, Conway's	60 2.50
“ Golden	60 2.55
“ Eavenson's	60 2.35
“ Kirk's	60 2.07½
“ Philadelphia, 60 blocks	2.60
“ “ “ “	2.60
“ Pennsylvania	60 1.60
“ Procter & Gamble	60 3.00
“ Young's Best	60 2.80
Pride, Swift's	100 3.75
Polo	120 2.45
Quaker City, boxes	100 2.90
“ tubs	150 4.60
Sunlight, oval	100 3.85
“ twin bars	100 3.95
Santa Claus	100 3.10
Saratoga	120 2.45
Star	100 3.00
Sunny Monday	100 4.00
White Cloud	100 3.85
Wool Soap, large	100 6.75
“ small	100 4.00

Toilet Soaps.

Buttermilk Cosmo	gross 6.60
“ “ “ “	doz. .60
“ Swift's	gross 4.05
Castile, imported, Conti	lb. .13½
“ Conti, original boxes	lb. .11¼
Cutaneous, Dr. Raub's	doz. .70
Elderflower, large cake	gross 4.40
Fleur-de-lis	doz. 4.50
“ “ “ “	doz. .45
Hearts and Flowers	gross 10.25
Maxine Elliott	“ 8.10
Oatmeal, 3 cakes in box	“ 3.25
Olive Oil Castile, white, green or mottled,	9 ¼-lb. bars to box
Turkish Bath	doz. .40
Sweetheart, 50 cakes	box 1.75
Witch Hazel, 3 cakes, ½ gross	gross 3.25
“ Swift's	gross 4.05
“ Armour's	gross 3.50

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	
Sapolio, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ 72 “	2.70
“ 100 “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ “ “ 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
“ 100 5-cent packages	3.75
Kirkoline, white, 24 large packs	3.55
“ 100 12-oz. packages	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s.	4.00
“ “ “ 50 2s.	4.00
“ “ “ 100 1s.	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	per doz. .43
Swift's Washing Powder, 100 1s.	3.85
“ “ “ 24 4s.	3.85
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
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PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	per doz. .45
Dime size, 2 and 4 doz.	“ .85
¼-lb. net, tins, 2 and 4 doz.	“ 1.00
½-lb. net, tins, 2 doz.	“ 1.90
1-lb. net, tins, 1 doz.	“ 3.70
6 lb. cans, full weight	per lb. .23
10 lb. cans, full weight	“ .22
Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
½-lb. “	“ 2.70
¼-lb. “	“ 1.45
⅛-lb. “	“ .90
18-b. kegs	43

-31-

	Bbls.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.17	.19
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.17	.18	.20
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			Per doz.
Bee Brand—Pepper, Cinnamon, Mustard,			
Cloves, Ginger, Allspice	¼-lb. cartons		.40
“ “ “ “	½-lb. cartons		.75
Banquet Brand—Mustard, Cinnamon, Pep-			
per, Cloves, Ginger, Allspice	¼-lb. cartons		.35
“ “ “ “	½-lb. cartons		.70
Bee Brand, in canisters, above assortment,			
No. 45 size			.45
No. 90 size			.85

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ “ “	.88
Beer Mug, fancy, large size, 2 doz	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon,	2 doz.
“ “ “ “	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.13
Mace	.48
Nutmegs, large	.16
“ medium	.12½
Cinnamon Bark, Canton	.12
“ Java Thin Quills, 5-lb. rolls.	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ 36 10-cent “	2.70
Duryea's, 40-lb., 1-lb. packages	.07¼
“ 20-lb., “	.07½
Niagara, 40 lb., “	.05
Cream, 48-lb., “	3.45
Kingsford's, 40 lb., “	.07¼
“ 20-lb., “	.07½
Rex, 40 lb., 1 lb. packages	.04

LAUNDRY STARCH.

Gilbert's Laundry, 40-lb. boxes	.04
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.06
“ Linen Gloss, 3-lb. cartons	.05
Kingsford's, Pure, 3-lb. cartons	.06¾
“ Pure Gloss, 40 1-lb. packages	.06¾
Duryea's, Superior, 3-lb. cartons	.06¾
“ Satin Gloss, lb. packages	.07¼
“ Superior B, bulk	.04¼
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.08¼
Niagara, laundry, 50 lb. bulk	.04
“ 1-lb. packages, 48 lbs.	.05
“ 3-lb. cartons, 48 lbs.	.05
“ 6-lb. boxes	.06
Celluloid, 64 10-cent packages	4.30
“ 64 5-cent “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods,	36 packages.
“ “ “ “	per package .08
Starch Polish, 20 cakes	per box .50
Rex Gloss, 50 lb. bulk	.03¾

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ large, “	7.00
“ “ Liquid, large, “	6.65
“ “ small, “	4.90

-32-

Electric Paste, ½-gross boxes	4
Magic Paste, ¼-gross boxes	4
Parlor Pride, large size	per doz.
“ “ “ “	per gross 10
“ “ “ “	per doz.
Climax Enamel, ¼-gross	9
Black Jack, ¼-gross	7
Rising Sun	“ 5
Sun Paste, 5-cent size	“ 4
“ 10-cent size	“ 7
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼-gross	1
Per box of ½ gross	2
14 dozen to gross	5
10-cent size, No. 10, per box of ¼-gross	2
Per box of ½-gross	4
Per gross	9
F. F. Dalley Co.—	
2-in-1, smaller size	per doz.
2-in-1, large size	“ 1

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkge.
Excelsior, 24 packs	“
McAllister, 36 packs	“
Rosensteins, 1-lb. pkgs., 2 doz.	per lb.
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz.
Red, quarts, 3 doz.	“
Silver, pints, 3 doz.	“
“ quarts, 3 doz.	“
Bath Brick, 25 bricks	per box
Toothpicks, Eureka, 100 boxes	case
“ “ “ “	Perfection, 2 doz.
Royal Glue, 1 doz.	“
Paist's Glue, 1 doz.	“
Carpet Tacks, Wooden Keg, ½-gross case,	assorted, 6, 8, 10 s.
Carpet Tacks, Silver Steel, 4-oz.	per doz.
6-oz.	“
8-oz.	“
10-oz.	“
12-oz.	“
Matting Tacks—	
No. 10, steel	per doz.
No. 11, “	“
No. 12, “	“
G. B. Weiss & Son—	
Sole leather, No. 1	“
“ No. 2	“
“ No. 3	“
Cut Sole Leather, cut into taps, 6 ins. high	“
“ “ “ “	5½ “
“ “ “ “	5 “
“ “ “ “	4½ “
“ “ “ “	4 “
“ “ “ “	3½ “
“ “ “ “	3 “
Fly Ribbon	per gross
Ely Paper, Tanglefoot	per case
“ “ “ “	Sticky, 10 cartons
Sticktite Fly Paper, 100	per case
“ “ “ “	10 cartons
Wax, White and Yellow	per lb.

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.	per lb.
“ “ “ “	Clotheslines, 50-ft. hanks
Cleveland, extra fine cotton twine	per lb.
Orange Brand, fine cotton twine	“
Texas Medium, cotton twine	“
Cotton Candle Wick	“
Colored Twine, 8 balls to box, 1 lb. to bx.	“
Fine Hemp Twine, 8 balls to lb. in 5-lb.	“
bunches	“
Coarse Hemp Twine, 8 balls to lb. in	5-lb. bunches
Best Jute Rope, 16 yds. to lb.	per lb.
Best Jute Plow Line, 8 yds. to lb.	“
Jute Clotheslines, 90 ft. to hank	per doz.
“ “ “ “	108 ft. to hank

SYRUP AND MOLASSES.

N. O. Molasses.

Extra Fancy, No. 668	“
“ No. 707	“
Fancy, No. 670	per package
Strictly Choice, No. 675	“
Choice, No. 664	“
Good, No. 679	“
Cane Juice, No. 683	“
Black Strap	“
B. H. F., Horse Food Molasses	“

Refined N. O. Compound.

Gold Mine, refined, with 1 doz. No. 3 screw-	top cans, both freight paid
--	-----------------------------

Positively
The Best
Wagon
Ever Built
For the
Grocery
Trade

Strong,
Easy-
Running,
Finest
Steel Tires,
Wheels
Second-
Growth
Hickory



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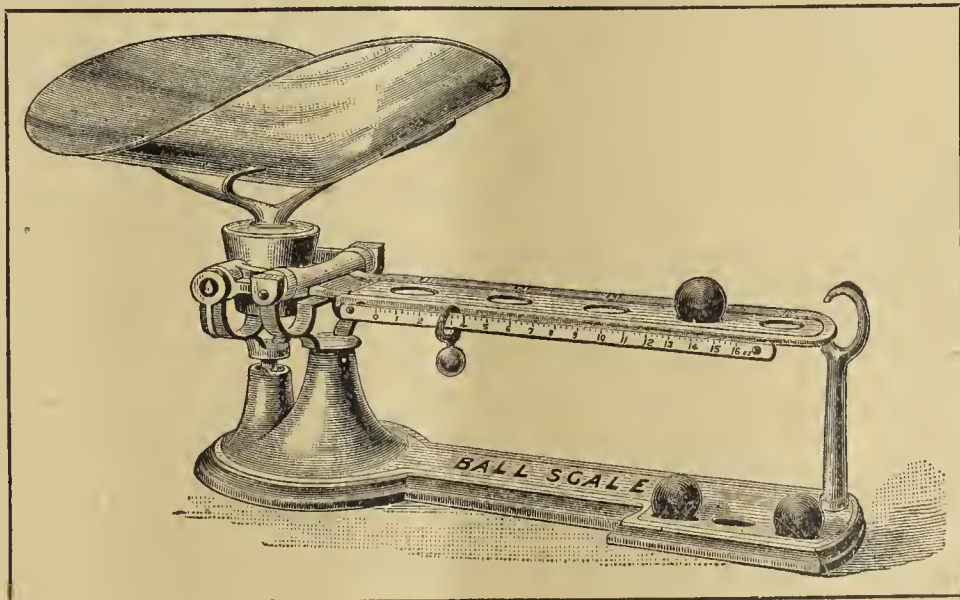


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18 to 24 S. Seventh Street, Philadelphia, Pa.

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No. 24
Ball Scale



Greatest
Improvement
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Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

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Published every
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Circulates in every
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and Canada.

AND

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Contents.

	PAGE
Coffee Corner Not Collapsed, But in Great Danger.....	6
California Fruit Combine's Limited Price Plan for Retailers.....	6
Food Crops Look Well.....	6
At Last Trial of Canadian Jobbers for Maintaining Combine.....	7
Sugar Refiners Playing Tricks.....	7
American Canned Meat Products Show Only Fractions of the Preservatives Used in English Brands.....	9
Editorial.....	10
Foolish and Unfair Fighting. A Scandal. Preferring the Jobber to the Retailer.	10
Why Bedner Disappeared.....	10
What English Workingmen Pay for Groceries.....	11
The New York Letter.....	12
Future Tomato Rejections Very Heavy..	13
Huge Trust to Raise Cocoa Prices.....	14
Correspondence.....	16
The Stroller's Column (Contributed)....	18
Which Pays the Best?	18
The Science of Advertising.....	19
Legal Department.....	20
Two-Minute Sermons for the Retail Grocer.....	22
As to Salesmen Over Forty-five.....	22
Window Dressing for Grocers.....	27
Will Stop Putrid Coffee Imports	27
Tomato Standard Agitated Again.....	27
Window Dressing Articles Wanted.....	28
The Grocery Markets.....	28
Individual Market Reports.....	29
Market Notes.....	30
Talking Talks With Grocery Clerks.....	30
Want Department.....	31
Ultimore Prices-Current.....	33
New York Price List.....	34
"Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	30
Anker's Bouillon Capsules.....	17
American Can Co.....	9
American Slicing Machine Co.....	29
Arbuckle Bros.....	Cover 2
Armour & Co.....	11
Atmore & Son.....	45
Atsatt Bros.....	50
Barber & Perkins	8
Bell & Sons, Samuel.....	41
Bishop, R. W.	31
Borden Condensed Milk Co.....	39
Boston Piano and Music Co.....	14
Bower & Co., John.....	45
Brown & Co., P. F.....	22
Buckley, Elton J.....	6
Butler Brothers.....	21
Ceylon Tea.....	7
Corn Products Mfg. Co.....	50
Croft & Allen Co	41
Daetwyler & Co. R.....	32
Eby Co., The Frank C.....	19
Egg-O-See Cereal Co.....	19
Electro-Silicon Co., The.....	39
Enterprise Mfg. Co. of Pa., The....	Cover 4
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	9
Feil Manufacturing Co., E. C.....	Cover 2
Fels & Co.....	22

	PAGE
Fischer & Co., B.	20
Flesch & Son, J. A.....	29
Fielschmann's Yeast.....	12
Fly Ribbon Mfg. Co., The.....	31
Forbes, J. P.	32
Franklin Sugar Refining Co.....	37
Frelhofer Vienna Baking Company.....	41
Frye & Co., Jed.....	17
Fulton & Walker Co.....	43
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The	4
Grocers' Printing Co.....	31
H - O Company, The.....	37
Heinz Company, H. J	13
Hellenic International Bureau.....	39
Hetfield Extract and Mfg. Co.....	12
Hires Condensed Milk Co.....	Cover 3
Huebner, James J.....	12
Indexed Coupon Books.....	32
Iroquois Canning Co.....	18
Kingsbury, H. P. D.....	16
Lamson Consolidated Store Service Co.,	41
Lautz Bros. & Co.	47
Lindsley J. V., & Company.....	Cover 2
Lowney Co., The Walter M.....	43
Manufacturers' Trade-Mark Association.	3
McCahan Sugar Refining Co., The W. J.,	Cover 3
Millbourne Mills.....	12
Miller & England	37

	PAGE
Moneyweight Scale Co., The.....	3
Morgan & Cornell.....	47
Moore & Co., E. B.....	Cover 3
National Cash Register Co.....	15
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	45
Ohio Match Sales Company.....	17
Philadelphia Electric Co., The.....	12
Phillips, F. H. & Co.....	50
Pressing & Orr Co., The.....	Cover 2
Quaker City Preserve Co.....	27
Ridgway Refrigerator Co.....	49
Ritter Conserve Co., Phillp J.....	16
Royal Specialty Co.....	17
Sauer Co., C. F.....	Cover 4
Scott & Co., Inc., John.....	Cover 1
Shredded Wheat Company, The.....	13
Swift & Co.	45
Swift & Co., Gloucester, Mass.....	Cover 2
Toledo Computing Scale Co.....	Cover 1
Troemner, Henry.....	49
Van Camp Packing Co.....	43
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Welles & Davis Mfg. Co., The	45
Wheatena Company, The.....	17
Wilde's Sons Co., Samuel.....	39
Williams Bros. Co., The	47
Young & Co., Chas. W.....	17
Zipp Manufacturing Co.....	43

Coffee Corner Not Collapsed, But in Great Danger

No Truth in Publications that Syndicate had Abandoned the Plan. New Loan has Simply Not Yet Gone Through, but Probably Will. Too Rapid Accumulation of Stock the Chief Danger. Figures Showing Present Available Supply to be Greatly Excessive.

The reports which have been sensationally spread abroad through the daily papers during the last few days, that the corner in Rio and Santos coffee had broken, is untrue. The corner is still on, and probably will be for some time to come. The only ground for the report was that the new loan into which all the other syndicate loans are to merge has not yet been perfected. That it will be, however, there is scarcely any doubt, for the collapse of the corner at this time would involve the coffee market in a disaster unprecedented in the history of the business. The financiers behind must support it as long as they can to save themselves.

Clouds from other sources, however, are gathering around the heads of the syndicate and their corner. The principal cloud is the fact that available stocks of Rio and Santos coffee are increasing faster than the demand and the syndicate together can take care of them.

For instance, the available

stock of Rio and Santos coffee now free for shipment in the ports of Brazil is 2,328,000 bags. And the syndicate cannot buy any of it, because it already has over 8,000,000 bags and cannot possibly carry any more. In 1906, the year of the tremendous crop, the coffee on hand down there at this time was only 2,721,000 bags, and last year, with the syndicate still buyers, the stock was 2,424,000 bags.

The present available supply of Rio and Santos coffee, therefore, not to speak of the current, moving stocks in this country and abroad, is the 2,328,000 bags in Brazil plus the syndicate's 8,000,000 bags, or nearly 10,500,000 bags of Brazil coffee alone. This is a tremendous overstock and to finance it will require phenomenal ingenuity and stupendous sums of money.

If sold on to-day's market the coffee held by the syndicate would show a loss of \$28,000,000. Speculation in coffee will be a suspended vocation as long as present conditions exist.

Food Crops Look Well.

Corn, Wheat, Oats, Barley, All Ahead of Last Year. Buckwheat, Potatoes and Rice Slightly Below.

The Crop Reporting Board of the Bureau of Statistics of the Department of Agriculture finds, from the reports of the correspondents and agents of the Bureau, as follows:—

Corn.—The condition of the corn crop on October 1st was 77.8 as compared with 79.4 last month, 78.0 on October 1, 1907, and 79.7, the ten-year average on October 1st. The decline in condition during September was thus about 2 per cent., compared with a decline in September last year of 2.7 per cent. and an average decline in September of the past ten years of 1.6 per cent.

Spring Wheat.—The preliminary estimate of average yield per acre of spring wheat is 13.2 bushels, which compares with 13.2 bushels, the final estimate in 1907, and 13.8, the average of the past six years. The indicated total production of spring wheat is about 234,080,000

bushels, as compared with 224,645,000, the final estimate in 1907. The quality is 88.2, compared with 88.8 in 1907 and 85.9, the average of the past six years.

All Wheat.—The production of spring and winter wheat combined is about 660,020,000 bushels, compared with 634,087,000, finally estimated last year. The quality of all wheat is 89.4 compared with 89.9 last year.

Oats.—The average yield per acre of oats is about 24.9 bushels, as compared with 23.7 bushels, finally estimated in 1907, and 29.8, the average of the past ten years. A total yield of 789,161,000 bushels is thus indicated, as compared with 754,443,000, finally estimated in 1907. The quality of the crop is 81.3, against 77.0 last year and 86.1, the average for the past ten years.

Barley.—The yield per acre of barley is about 25.0 bushels, which compares with 23.8 bushels, the final estimate for 1907, and 25.5, the average of the past ten years. A total production of 167,482,000 bushels is thus indicated, as compared with 153,597,000 in 1907. The average quality is 89.3, as against 88.2 last year and 87.6, the average of the past ten years.

Buckwheat.—The average condition of buckwheat at time of har-

vest was 81.6, as compared with 87.8 on September 1st, 80.1 at harvest in 1907, and 81.8, the average condition at harvest for the past ten years.

Potatoes.—The average condition of potatoes on October 1st was 68.7, as compared with 73.7 on September 1, 77 on October 1, 1907, and 76.3 the average of the past ten years on October 1st. The condition on October 1st in important potato States was: Maine, 94; New York, 61; Michigan, 60; Wisconsin, 65.

Rice.—The average condition of rice on October 1st (or at time of harvest) was 87.7, as compared with 93.5 on September 1st, 88.7 on October 1, 1907, and 87.7, the average of the past ten years.

Officers Chosen for Specialty Association.

Since the meeting of manufacturers of grocery specialties last week, at which an association was formed for the improvement of conditions in the merchandizing in those lines, the Executive Committee chosen tentatively has met and taken more definite steps toward organization. The follow-

ing temporary officers have been chosen: Chairman, Louis Runkel, of Runkel Bros., New York; secretary, J. T. Austin, of the T. A. Snyder Preserve Co., Cincinnati; treasurer, W. H. Duff, of P. Duff & Sons, Pittsburg. The following gentlemen were finally elected as the Executive Committee on recommendation of the Nominating Committee: J. P. McMahon of the N. K. Fairbanks Co., Chicago; A. J. Porter, of the Shredded Wheat Co., Niagara Falls, N. Y.; Samuel Fels, of Fels & Co., Philadelphia; Louis Runkel, of Runkel Bros., New York; Walter H. Williams, of the William Bros. Co., Detroit; C. E. Pickett of the Pacific Coast Borax Co., New York; W. H. Lipe, of the Beach Nut Packing Co., Canajoharie, N. Y.; W. H. Hopkins, of the O. & W. Thum Co., Detroit; and W. H. McCormick, of McCormick & Co., Baltimore.

California Fruit Combine's Limited Price Plan for Retailers

Inaugurates Plan, which Will Gradually be Extended Over the Country, by which Retail Selling Price Will be Fixed so that the Retailer Will Net 33 1-3 Per Cent. on Cost of Goods on which Plan Will be Tried. Will Later be Extended to Dried Fruits.

One of the first large manufacturing concerns of the country to adopt a system of limited prices by which the retail grocer should be assured a fair profit on goods he sells is the California Fruit Canners' Association, which controls the bulk of the canned goods packed in California, together with a large slice of the dried fruits produced there. A brief mention of this fact appeared in the correspondence of National Secretary Green in the last issue.

The California Association has begun the application of its plan in its own State, California, with the following proposition. The plan applies as yet to the concern's Del Monte brand only:—

On the No. 2½ fruits, consisting of apricots and cherries, grapes, peaches, pears and plums; also on the No. 2 grated pineapple, we will put a fixed retail selling price of 20 cents per can, the price to the retailers will be \$1.80 per dozen. On the No. 2 sanitary enamel-lined tins, blackberries, strawberries, raspberries and loganberries, we will establish a price of 25 cents to the consumer and \$2.25 per dozen to the retailer. The No. 2½ sliced pine-

apple will carry an established price to the consumer of 25 cents, and \$2.25 per dozen to the retailer. In addition, we will establish a 10 cent price on No. 2½ solid pack tomatoes; a 15 cent price on No. 2 sugar peas; and a 10 cent price on half-pint catsup and a 20 cent price on pint catsup.

We are also establishing fixed prices on 16-ounce fancy seeded raisins, canned pumpkin, asparagus, preserves and jellies.

In establishing fixed prices it is our aim to place goods upon the market so that the retailer can make 33½ per cent. on his investment, or 25 per cent. on the selling values.

In addition, we are also giving what the most of the retail grocers' associations rightfully demand, that is, the manufacturer's label. By so doing, the retailer is practically guaranteed at all times on quality, as the packers are the only ones that know what goes into the cans.

The plan will gradually be extended to other States.

ELTON J. BUCKLEY

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**COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

At Last Trial of Canadian Jobbers for Maintaining Combine

Long Deferred Case Comes Up for Hearing in Toronto.
Dominion Wholesale Grocers' Guild Under Examination.
Widespread Conspiracy, Covering All of Canada, Charged,
With the Result of Stifling Competition and Raising Prices.

Special Correspondence of "Grocery World and General Merchant."

Toronto, Ont., Canada,
October 22, 1908.

The case against the Wholesale Grocers' Guild of Canada, on the charge of maintaining a trust in restraint of competition, came up here in the special assize court last Monday, after a series of long delays. As previously reported, the case is brought by the Canadian Government and is to decide whether the 'Dominion Wholesale Grocers' Guild, the membership of which extends practically from Halifax to Vancouver, and the Ontario Wholesale Grocers' Guild, engaged during the years 1898 to 1905 in a conspiracy to unduly limit the manufacture and supply of sugar, tobacco, starch, canned goods and other commodities, to restrain and injure trade in these commodities, and to unreasonably enhance their price.

The defendants mentioned in the indictment comprise Henry C. Beckett and George T. Bristol, of Hamilton; John I. Davidson, Joseph S. Eby and Thos. Kinear, of Toronto; T. H. Escott, of London, and W. G. Craig, of Kingston, as officers of the Dominion and Ontario Guilds, and the combine charged is alleged to have applied to over 200 manufacturing firms and wholesale grocers in all parts of the country. The case will probably last for two weeks.

On Monday the Government proved that in 1897 and 1898 the Dominion Wholesale Grocers' Guild and the Ontario Wholesale Grocers' Guild entered into an arrangement with the sugar refiners to supply at fixed prices only those who were recognized by these bodies to be wholesale grocers.

The most interesting testimony so far brought out was by J. Stanley Cook, secretary of the Dominion Wholesale Grocers' Guild, who contended that the Price

Committee of the Guild simply advised manufacturers as to who were generally recognized by the trade as wholesale grocers. The principle upon which the Guild acted was that to obtain goods at wholesale prices a merchant must be recognized by the trade as a wholesale grocer and must convince the manufacturer that he is such.

Following this the following interesting colloquy ensued between counsel and the witness, as to who were jobbers and how the manufacturer was convinced as to it:—

Q. Is it not the case that the Price Committee are the judges of who shall purchase from the manufacturers?

A. No, I would not say so. They are and they are not. It depends on the manufacturers, who have necessarily some say in the matter. The Price Committee of the Guild simply makes a representation to the manufacturers as to who are recognized by the trade as wholesale grocers.

Q. If there is a dispute as to whether a firm is wholesale or not, who decides?

A. It is a question of negotiation between the trade and the Guild.

Q. Suppose I wanted to go into the wholesale business in Hamilton, what would I do?

A. The first thing would be to apply to the manufacturer for permission to buy his goods.

Q. Would not the first thing be to apply to the Hamilton Guild and become a member?

A. Well, you would if you wanted to work with the run of the trade.

Q. And they would determine whether I should be allowed to become a member or not?

A. Surely.

Q. My future rivals in the trade have the say as to whether I shall become a member or not?

A. The members of the Guild have the say.

Q. And if they accept me they notify the manufacturers that I am entitled to get goods under this agreement?

A. They notify him that you are a recognized wholesaler.

Q. Then I have to get the consent of the Price Committee before I get goods?

A. No.

Q. This agreement says so.

A. Only if the manufacturer is satisfied that you are a wholesaler.

Q. If a man is not a wholesaler how is he to get on the list?

A. If he can convince the manufacturers he will get on.

Q. Have you ever known of a man who was able to convince a manufacturer in face of the Price Committee?

A. I do not know that such a case has arisen.

To the Trade:

DO YOU KNOW WHY

CEYLON TEA

HAS

UNVARYING EXCELLENCE?

IT'S BECAUSE:

Ceylon's Climatic Conditions Are Equable;

Ceylon's Volcanic Soil Does Not Degenerate;

Ceylon's Tea Culture Is An Exact Science.

And, Step by Step,

CEYLON'S MACHINE PREPARATION PROCESSES

Can be relied on to

GIVE UNIFORM RESULTS

A number of letters were read and placed in evidence showing the apparent existence of an agreement among the jobbers limiting at least the prices of sugar and tobacco.

The second day's hearing was mostly devoted to reading from the letter book of the Guild for 1898 and 1899. The letters, of which about two hundred were read, showed that the late W. H. Gillard and H. C. Beckett, of Hamilton, acting as presidents of the Dominion Guild, were assiduous in their efforts to prevent the cutting of prices both in regard to sugar and tobacco. What the Guild desired to secure, according to the correspondence, was a uniformity of prices, and in several cases pressure was brought to bear upon wholesale grocers who were not conforming to the Guild's rules.

John Garvey, London, was informed by Mr. Gillard in one letter that he was "not at liberty to sell tobacco or any other articles on which there are fixed prices by the Guild or manufacturers at less than the fixed price. As you know this is a condition which all

those enjoying the privileges of the sugar arrangement must carry out."

Several other letters strongly pointing to an arbitrary upholding of the price were read, also the rules regulating the rates for refined sugar in Ontario. It became effective after April 15, 1905. The code of rule sets forth that a strict compliance with the rules was essential on the part of every wholesale house in order to make the system efficient. Sales must be made strictly in accordance with the equalized rates system. Counsel for the prosecution also produced a number of letters written by officers of the Dominion and Toronto Guilds of Wholesale Grocers, calling attention to the cutting of prices on the part of certain firms, and indicating that steps would be taken to prevent traders not under the agreement from interfering with its being carried out by cutting prices.

R. BARTRAM COREY.

Exton oyster crackers are being pushed this season more than ever by the dealer who pays attention to excellence in little things.

Sugar Refiners Playing Tricks.

Because Two Were Selling Granulated at 4.80, the Others Raise Prices to Five Cents to Snow Them Under With Orders.

The various sugar refiners are at present sparring for points in a way quite interesting to the general trade. In spite of the light demand several refiners nominally advanced their prices of granulated to 5 cents early in the week. The Federal was the first to do this, but continued to take orders at 4.90 cents right along. Later the Federal advanced to 5.10 cents.

Later the Franklin refinery, the Warner refinery and Howell, a subsidiary concern of the Trust's, also advanced to 5 cents, but no sales have been made at that figure, and it is stated that some at least of the concerns quoting 5 cents will gladly sell at 4.90 cents.

The inspiration of the advance seems to have been the discovery on the part of some of the refiners that Arbuckle Bros. and the McCahan refinery were selling granulated sugar at 4.80 cents. The other refiners hence raise

their prices so as to load up with orders the two refiners selling at 4.80 cents, so that in self-defense they will either have to refuse business or advance prices.

BIG "DOLLAR-WINNER" FOR RETAILERS.

The "Iowa Idea" is a Wonderful Advertising Plan.

Mr. Dealer, for that quiet feeling your store, take your pen and write Mr. W. F. Main, of the Boston Piano and Music Co., whose advertisement appears in this issue, and ask him to tell you what the "Iowa Idea" has done for others. You can soon see what it will just as surely do for you. As a business stimulator it has no equal and does not depend on good times to make it successful. On the contrary, it forces business into the store of the merchant in spite of hard times, poor location, poor crops or anything else that will make you poor also if you do not find some scheme to win dollars and win them fast. The scheme has been worked out by Mr. Main, who has made it a big success for hundreds of merchants, and will show you how to conduct one of his piano contests.

Mr. Main has had years of experience and you can leave every detail to him and know that you will get biggest results. If you try to conduct a piano contest without his advice you will make mistakes that he has seen others make and knows how to prevent.

After reading this, don't stop. Find out about it. It is going to make a fortune for some dealer in your town. You might as well be the lucky one. If one of your competitors gets ahead of you, you will be unlucky, very unlucky. Get started "doing it" and beat the fellow who is "thinking about it."

YOU can tell WE are at home and alive, for the smoke of low prices still goes up the chimney.

NEW Horseshoe Salmon, 1-lb. tall cans, 4 doz.	per doz., \$1.45
5 or 10-case lots	per doz., 1.42½
NEW Packing Mitchell's Susquehanna Shoepeg Corn, No. 2 cans, 2 doz.	per doz., .77½
NEW Thompson's Not-a-seed Brand Seedless Raisins, 36 ls	per lb., .07½
NEW Roger's Fancy 4-Crown Ondara Layer Valencia Raisins, 28-lb. boxes	per lb., .07½
5 or 10-box lots	per lb., .07½
NEW Fancy 3-Crown California Loose Muscatel Raisins, 50-lb. boxes	per lb., .06¼
NEW Wheel Brand Silver Prunes, very bright, 30-35s, 25-lb. boxes	per lb., .10¼
NEW Evaporated Apples, 48 No. 1 cartons	per pkg., .08¼
NEW Extra Choice Head Rice, good bean, nearly whole, good color, 100-lb. bags	per lb., .05½
5 or 10-bag lots	per lb., .05¼
NEW PEACHES —Villa Brand California Lemon Clings, No. 2½ cans, 2 doz.	per doz., 1.27½
5 or 10-case lots	per doz., 1.25
La Verna Brand California Yellow Free Peaches , No. 2½ cans, 2 doz.	per doz., 1.22½
5 or 10-case lots	per doz., 1.20
These are the best value in California Canned Peaches we have seen for many years. They certainly look cheap to us.	
NEW ¼s Oil Sardines, St. Croix, 100 cans	per case, 3.20
5 or 10-case lots	per case, 3.17½
Babbitt's Best Soap , 100 cakes	per box, 3.35
From our stock; f. o. b. cars Philadelphia; no free delivery in any quantity.	

Regatta Brand Imported Singapore Pineapple Chunks, No. 1½ cans, 4 doz.	per doz., \$0.85
5 or 10-case lots	per doz., .82½
This is the biggest bargain in Imported Pineapple Chunks we have ever seen or sold. Quality is fine.	
Cream Ridge Brand Fancy New York State Full Cream September Cheese , about 45-lb. average, single boxes	per lb., .13¾
5 or 10-box lots	per lb., .13¾
Green Meadow Brand New York State Full Cream September Cheese , about 40-lb. average	per lb., .13¼
5 or 10-box lots	per lb., .13¼
NEW Yellow Split Peas, 1-bushel bags	per bus., 2.00
NEW No. 3 Barley, 100-lb. bags	per bag, 2.65
5 or 10-bag lots	per bag, 2.62½
NEW Rolled Oats, Oneida Brand, barrels	per bbl., 5.40
90-lb. bags	per bag, 2.55
NEW Schumacher's Avena, barrels	per bbl., 6.35
90-lb. bags	per bag, 3.07½
NEWLY Milled Hominy, 100-lb. bags	per bag, 2.00
NEWLY Milled Hominy Grits, 100-lb. bags	per bag, 2.05
Best Quality Sugar Cured Hams , 10 to 12-lbs. average, barrels about 300 lbs.	per lb., .11¾
14 to 16-lb. average, barrels	per lb., .11½
Best Quality Skin Back Hams , about 20 to 22-lbs. average, barrels	per lb., .13
Best Quality Picnic Shoulders , 5 to 7 lbs. average, barrels	per lb., .07¾
Less quantity than barrels, ¼c per lb. advance.	
Blenheim Brand Fancy Tomatoes , No. 2 size cans, single cases, 2 doz.	per doz., .57½
5 or 10-case lots	per doz., .55

These Prices for This Week Only—October 26th to October 31st, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers

29, 31, 33 N. Water Street
28 N. Delaware Avenue

Phila., Pa.

American Canned Meat Products Show Only Fractions of the Preservatives Used in English Brands

Notch Food Authorities Analyze 352 British and 575 American Samples. Forty Per Cent. of the British Were Heavily Preserved, while Only Fifteen Per Cent. of the American Samples Were Preserved and All Lightly.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

October 22, 1908.

News has just been received here of a report just issued in England which shows American meat food products packed in tin and glass to be greatly superior to English brands.

The investigation was made by the local governing board of Scotland, which analyzed 352 samples of British canned meats and meat products and 575 samples of American brands. Of the 352 samples of British origin submitted to chemical analysis, 156 were found to contain boron compounds and 12 preservative sulphites. Of boric acid the amount discovered in 11 of the British samples varied from 20 to 30 grains per pound, in 15 from 30 to 40 grains, and in 5 from 40 to 50 grains per pound. Nine samples contained the following quantities: 55, 56, 71.5, 74.2, 91, 110, 114, 145.7 and 163.6 grains per pound respectively. Thus it will be seen that more than 40 per cent. of all the samples of British origin examined were found to contain boron compounds and sulphites in varying quantities.

Of the 575 American samples analyzed, 47 were found to contain boron compounds and 37 preservative sulphites, in quantities varying from only "traces" to not more than 5 to 6 grains per pound. Thus, while only 15 per cent. of all American samples were found to contain any preservatives whatsoever, where their use had been discovered, it was in surprisingly smaller amounts than in the British samples.

When some of the British manufacturers were confronted with the foregoing facts, without attempting to contradict the justice of the findings they conceded that while preservatives may have been chemically dis-

cernible in their products in quantities as indicated by the report, they disclaimed responsibility on the grounds that as many of the hams and gammons used by them for canning purposes were really of American origin and as it is the custom of some manufacturing exporters to powder these articles with borax to prevent taint during transit, that they thus absorbed such quantities of that antiseptic during delivery as to account for its subsequent presence in the manufactured foods.

The official report, however, deals comprehensively with this very subject and offers official contradiction there by stating that, while it undoubtedly is the practice of some shippers of American hams and gammons to sprinkle with boric acid, such articles cannot possibly absorb to exceed 8 or 10 grains per pound in this way, and as American hams and bacon form only a minor percentage of the raw foods made up into manufactured meats and sold in containers under British labels, this disclaimer will be seen to be at irreconcilable variance with the evidence of the report.

HOLT.

Good Cereal Business.

The Ralston Purina Mills are pushing their products this season by an overwhelming volume of magazine advertising. This is an easy line to sell and has always proven a good giver of satisfaction. The Ralston Health Food and Ralston Purina Whole Wheat Flour have a large and steady sale.

Ralston Health Food stands out from among the mass of so-called "breakfast foods" as something both palatable and highly nutritious. Many American mothers feel as the Ralston advertising states, that this food is actually a "health prescription for growing children."

The Ralston Company is now offering free sets of cuff buttons and stick pins to match. These are to induce grocers' clerks to push the sale of these products.

Call your clerks' attention to this, because when they push these goods they are building up good cereal business for you.

"OLD DUTCH" SPICE CADDY

FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO



"Exton" Crackers Are Your Chance

to show customers that you know how to please even in the little things.

We decided 61 years ago that an Oyster Cracker was not too small to get the **best making**, and, by keeping up the highest standard of material, baking and handling, we got and kept the *biggest sale*.

A. EXTON & CO.
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.

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Circulation Manager and Manager Prices-Current.

Monday, October 26, 1908.

Some of the enemies of the
mail-order houses lose the support
of logical and in-
telligent people
by their foolish,
irrational and
grievously unfair attitudes. A
Western paper, for example,
avidly publishes an article headed
"Ate Catalogue House' Prunes,
Dies." The substance was that a
shipment of mail-order prunes
fatally poisoned one member of a
family and made two other mem-
bers seriously ill. From which
was drawn the moral that to
patronize mail-order houses is as
much as one's life is worth.

In the first place this story is
probably not true, and in the sec-
ond even if it is true it means
nothing which can fairly be used
to justify any such conclusion.
There is nothing poisonous about
prunes, nor in any of the ingredi-
ents used to process prunes. It is
about as certain that the prunes
were not the cause of the poison-
ing as that honey, or evaporated
apples, or that any other always
harmless product would not or
could not be the cause.

But even if they did cause it,
does that prove anything more
against the mail-order house than
a similar incident would prove
against any grocer? Such a thing
may happen to any merchant
selling articles of whose chemical

soundness he can never be sure.
To base upon this any charge
whatever, against the mail-order
house is hitting below the belt.
It is not fair fighting. The
"Grocery World and General
Merchant" is against mail
houses absolutely. It believes
that their representations are
often false and are always ex-
aggerated, and that there is no
reason whatever why they should
be preferred to the local merchant.
Still, they should be fairly fought
in a way which will not inspire
the contemptuous smiles of think-
ing people.

The wholesale rejection of
canned tomatoes bought several
months ago for
future delivery
has this year
come perilously
close to a trade scandal. It is the
old story—goods bought at 75 to
80 cents, selling at 70 cents at the
date of delivery. In the mind of
a white man this would make no
difference—he would accept de-
livery anyhow and remember the
time the packer honestly delivered
on an advanced market. In the
minds of some of the enterprising
traders who at present besmire
the market, however, no other
reason is needed for the violation
of the contract and the rejection
of the goods.

A very large proportion of the
buyers who reject goods that they
can buy for less money justify
their conduct on the plea that the
packer always "skinned" them.
when conditions were reversed, and
when the market was higher at de-
livery than at the date of the fu-
ture sale. And in many cases this
is true. If the price of tomatoes
when sold in February is 70 cents,
and at the date of delivery in Sep-
tember is 70 cents, both parties
can be depended upon to deal
fairly with each other. But if the
market is higher in September
many a packer regrets that his
pack was short and he can only
deliver 40, or 50 or 70 per cent.
Very often he can't, but many,
many times he could have de-
livered in full. The 60, or 50 or
30 per cent. stolen from the buyer
went to get the benefit of the
higher market.

If the market is lower in Sep-
tember it is the jobber who rene-
gades. He finds the goods are not
up to sample and so rejects. The

party swindled, no matter which,
swallows his dose because next
year it may be his turn. Nowhere
can be found a parallel for this
condition.

What is needed is first an in-
telligent contract, and second,
the means and the courage to en-
force it. There is talk of a New
York Canned Goods Exchange
and an arbitration department to
which shall be referred disputes
between packer and buyer. For
the good of every one it cannot
get into shape too quickly.

The Procter & Gamble Co.,
manufacturers of Ivory soap,
maintain with
great consistency
and vigor a lim-
ited price plan by
which the *wholesale* selling price
of Ivory soap is maintained and
the *jobber* assured of a comfortable
profit. They have never paid any
attention to the retailer's profit
and seem perfectly indifferent as

to whether he sells on terms sat-
isfactory to himself or not.

Witness the following extract
from last Sunday's advertisement
of the Simpson, Crawford Co.
New York department storeke-
ers:—

Ivory Soap—Procter & Gamble's w-
known Soap; regular 10c. size 1
special at (limit
4 bars)

The Procter & Gamble C-
own limited price on Ivory so-
to retailers is \$7 per box of
bars, or 7 cents a cake. T-
Simpson, Crawford Co. offer it
6¼ cents, which natura-
smooths the way for the regu-
retailer to get a profit which p-
a profit on seven!

The National Retail Groc-
Association should make a po-
sitive demand on this concern
the extension of their limi-
price plan to the retail price.
it refuses—well, there are ways
protecting the trade against su-
injustices.

Why Bedner Disappeared

The Philadelphia "Evening
Bulletin" last Saturday printed a
little story which every retailer
within reach should cut out and
pin in his hat. It is as good an
example as I know of of the
strange things we do when we
travel in a routine groove so long
that human nature suddenly re-
volts and throws us out.

Louis Bedner, a small Phila-
delphia grocer, had suddenly
disappeared from home, after
faithfully staying there for many,
many years. The "Bulletin's"
story supplies the sequel and
makes the whole matter clear:—

BEDNER WANTED A CHANGE.

MISSING GROCER RETURNS HOME AFTER ENJOYING OUTING AT SEASHORE.

Mrs. Louis Bedner, wife of the
grocer who disappeared from his
home, 254 N. Fifth street, on Tues-
day morning, was sitting in a room
in the rear of his grocery store last
night, trying with a handkerchief to
check the flow of tears and wonder-
ing whether her husband had been
murdered or accidentally killed
when a strange figure entered the
room.

She looked up and saw a dapper
man, dressed in a light suit, new
shoes and hat, and a clean-shaven
face, standing in the doorway. For
a few seconds she stared blankly at
the man, and then exclaimed, in
great surprise, "Why, it's Louis!"
"Yes, it's I," said the grocer.

"When I started for the wharf o-
Tuesday morning to get the vegeta-
bles, I just thought to myself th-
I have been doing the same old thin-
day after day ever since I was a bo-
I made up my mind that I wanted
change, so, instead of buying produ-
with the money I had in my pock-
I just bought some new things, an-
ran down to the seashore for an ai-
ing. I'm back again ready for wor-
and there's nothing the matter wit-
me."

Mrs. Bedner was overjoyed to se-
her husband again. Bedner, who
fifty years old, and has three
daughters, never went away before.

I believe I know almost
well the condition this ma-
mind was in as if I had trave-
the same rut.

A small trader. Circumscrib-
in business and in opportunit-
life almost at its beginning
summed for him a straight and n-
row line. No special amusemen-
—up early in the morning, op-
the store, breakfast, go to mark-
back, tend store, dinner, te-
store, supper, fall asleep in t-
chair, bed.

Day after day, week after we-
year after year—only this a-
nothing more.

Thousands of retailers, sm-
and not so small, let themselv-
get into exactly the same con-
tion.

This man should thank God that there yet remained in his temperament enough vitality to inspire a revolt. I suppose he had reached the point where he fairly loathed everything connected with the daily rut—where he felt as if it was either get loose for a while or go crazy. I say again he was thrice lucky to have enough spring left to jump him over the edge and out into the open. Many travelers of the roove rebel, but most lack the moral courage to revolt. Their spirit is gone, they dry up and disintegrate. The world ceases to interest them, or they to interest the world.

It is an easy thing for any man to keep alive. But no man can do it who permits his business to engross him to the exclusion of all other interests. There must be outside interests to which the mind, not to speak of the body, can go for relaxation. Many a man has been saved from decay by 50 cents' worth of gold fish.

I doubt if one's family is enough, though it is far better than nothing. The man with only two interests in life, his business

and his family, is a narrow man and will die early—at least his mind will—but of course he is not so narrow as he whose solitary interest is his store. A well-rounded man must have many interests.

Interests are not expensive or inaccessible. The world is full of them. They can be had without even the asking. And they *must* be had unless one wants to risk, some day, the frantic bursting of the bonds, like Bedner's.

E. J. B.

What English Workingmen Pay for Groceries.

Some Figures Showing Figures on Staples Prevailing in Pottery Towns. American Canned Goods Figuring Importantly in South Africa.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

October 23, 1908.

Some information is at hand regarding the prices of staple groceries in the pottery towns of England, which are similar in many respects to the small manufacturing towns of this country. A correspondent of the State De-

partment sends a statement which was compiled by the English Board of Trade several months ago. Since then some increases have occurred in meat and flour, and as a matter of fact the whole line is slightly higher now than when the prices were gathered. The proportions are, however, preserved. The prices submitted are as follows:—

Per pound: tea, 32 to 34; sugar, loaf and demerara 5, white, granulated 4, moist 3½; bacon, collar 10 to 12, back and roll, 14, streaky 13; eggs, 24; cheese, American cheddar 14; butter, fresh 28, salt colonial and Irish 24 to 26, salt Danish 26. Potatoes, 5, and flour 18 per 7 pounds. Bread, 9 per 4 pounds. Milk, 7 per quart. Paraffin oil, 16 per gallon.

Home killed or British meat is preferred to the cheaper sort from abroad. The range of prices is shown as follows, the first quotation in each article representing the predominant price in cents of the British or home killed, and the second that of foreign and colonial:—

Beef: ribs, 16-11; silverside, with bone 6-4, without bone or shin 12-6; steak, beef 16-12, rump 18 to 20-14; thick flank, 16-11; thin flank, 10-7. Mutton: leg, 17 to 19-10; shoulder, 15 to 16-8; breast, 12-4; best end breast, 18-11; scrag and neck, 12-3; trimmed chops, 18-11. Pork, home killed only: leg, 14; foreloin, 16; belly, 12; chops, 16.

The extensiveness of the market for American canned goods

can be seen from the fact that even as far back as 1906 the United States sold slightly more than one-fifth of all the canned goods consumed in Cape Colony, South Africa. In 1907, although the imports from the United States had decreased about 38 per cent., the first place was still held and the American share increased to a little more than one-fourth. The imports from all sources for 1907 show a decrease from 1906 of about 43 per cent. The only country showing a gain is Italy, and this is slight.

American canned goods compare favorably in price with those from other countries, and the only complaint regarding them is that in some cases unattractive labels, often poorly attached, do not make a good display. Peaches and pears seem to be the popular lines in fruit, although there should be a good market for cherries and berries if properly pushed, as scarcely any of these are grown in this country. Tomatoes, sugar corn, baked beans and tomato soup are also leaders. The duty on canned goods is 4½ cents per pound.

HOLT.



Does Your Trade Get the Best of You?

They will get the *Veribest* if you handle Armour's Condensed Mincemeat in 12 oz. paper cartons. It is profitable to the dealer, because of the "Come Again" quality, which pleases the customer, and a satisfied customer is a good asset.

We use the same amount of ingredients in a 12 oz. package of *Veribest* Condensed as is used in a 1½-lb. package of wet mincemeat. We simply press out the moisture, the housewife adds it (water or cider) as she uses it.

The convenience, too, of neat packages is appreciated by all progressive dealers. They are easier to handle and add to the appearance of your store.

IT SELLS BECAUSE IT EX-CELS

Order now, as the season is commencing.

ARMOUR AND COMPANY

Try an Electric Coffee Grinder

A Motor-driven-coffee-grinding machine may be mounted on the counter or may be operated in your show window. It will not only grind your coffee economically, but it will serve as an advertisement of your up-to-date methods. It will save the time of your employes and of yourself.

Rates and estimates free of charge.

THE PHILADELPHIA ELECTRIC CO.

Tenth and Chestnut Streets

What Do We Care for Food Laws?



Our Waldorf Lemon and Vanilla Extracts went through the food law war as clean as a whistle. Being pure and more than full strength, they have sold steadily and continuously, caring nothing what happened to the cheap and nauseous imitations that illegally masqueraded as food extracts.

Beautiful, rich, full-flavored, penetrating but smooth lemon and vanilla essences. None better on earth, few as good.

Hetfield Extract & Mfg. Co.
370 Greenwich Street
NEW YORK



Don't wait until your competitors take advantage of Goff's Cough Syrup advertising and get the bulk of the demand.

Special 6 doz. deal—write.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

FREE TO DEALERS!



A carton of "Huebener's Genuine Lititz Bretzels" will be sent free to dealers (only) requesting it. You'll be surprised to know a pretzel could be so good. Let's get acquainted

JAMES J. HUEBENER
Box 254, Lititz, Pa.

The New York Letter

Cooling Weather Improves Trade. Oleo Fight Waxing Fiercely. Clue to Delivery Wagon Crimes Run Down. New York Grocery Stores and Food Laws. Various Items of New York Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, Oct. 23, 1908.

Colder weather has brought improvement both in the wholesale and retail trade, according to all reports. J. K. Armsby, of the J. J. Armsby Co., was in this city a part of the week, and before returning to Chicago said that while improvement is shown in conditions in New York, the progress here has been much slower than in other large cities. He said that outside of New York conditions now approach the normal. The country, he said, is consuming more food than ever before. The exports of food products is increasing.

Oleomargarine was the principal subject of discussion at the regular meeting held Monday evening by the New York Retail Grocers' Union. L. J. Callanan, who is one of the 150 dealers against whom proceedings have been instituted for selling butterine, spoke at some length. A judgment was taken against him by default. He understood, after telephoning to the office of the Deputy Commissioner of Agriculture, that the case against him was not to be brought to trial as yet, and so had not been represented in court on the return day of the summons.

Since then Mr. Callanan has retained a lawyer who expects to reopen the case and the grocer said that he proposes to put up as strong a fight in defense of the right to sell butterine as he can. Originally, he had not taken any great interest in the matter, the sale of butterine in his store being an insignificant item, but he did not like the way in which the State authorities have been conducting the crusade and that is really the reason why he proposes to do what he can for butterine.

It was not suggested by anybody that the union, as such, take any part in the proceedings. Mr. Callanan said that as far as he is concerned, he will make his own fight. The union is on record, it is understood, as against the sale of butterine and it was instrumental in obtaining the enactment of the State

law under which the Department of Agriculture has brought present proceedings. It is on interpretation of the law that result of the cases will depend. The defeat of the prosecution in several cases that were tried of late is regarded as at all conclusive by the Department.

The prospects are that the litigation will go to the higher courts and at the same time the butter and the dairy interests will each hope to have the law amended, each hoping to get through the Legislature its own kind of an amendment. With the probability of a fight being carried on both in the courts and in the Legislature, speedy settlement of the issue is now in sight. A practical question still undetermined, is whether or not any considerable number of dealers will try to sell butter pending the final outcome. If they do not, then the butterine peddlers are at least temporarily defeated since they will be driven for some time from the markets in this State.

In the prosecution of a gang of Italians, numbering seven or eight who have been arrested in the week for horse stealing, the grocers' unions will co-operate in every proper way with the police authorities. Several of the wagons were found in the headquarters of the Italians have been identified the stolen property of retail grocers. The wagons had been taken to secluded yards and repainted. By rubbing off the fresh paint the old signs of the grocers were found.

The supposition is that the Italians were responsible for many all of the long list of crimes which delivery horses and wagons have been stolen while the drivers were calling on customers for orders or making deliveries. For a long time no clues could be obtained to the thieves. The horses and wagons, taken from the more populous neighborhoods, seemed to disappear from the face of the earth. The arrests resulted from the accidental discovery that many wagons were received in a yard

suburban section of Brooklyn, known as Brownsville, and that the brightly painted wagons occasionally were brought out from the yard; circumstances aroused suspicion, which led to an investigation, in which a number of the grocers themselves took an active part.

It appears that the stealing of horses and wagons was carried on in a methodical manner, which would have been most amazing in the Western countries in which there is the penalty for horse steal-

Speaking of the results of the enforcement of the Federal and State laws, Dr. Thomas Darlington, president of the Board of Health, said the other day: "Of course, there are grocery stores of the cheaper kind where adulterated goods are palmed off on unsuspecting customers, but the number of such stores is small, and if the purchaser insists on pure food it can be had, even in the cheaper stores. There are, of course, many persons who are content to buy cheap articles of food and take the chances of sickness, but it will not be long before the Health Department will be able to protect even these persons from themselves and make it the question for them to be able to buy risky foodstuffs."

Mayor C. Fuller, the city's chief health inspector, said of his work: "There is strict supervision over all imported goods arriving here, whether meats, oysters, fruits, vegetables, condensed milk and so on. Samples of the various goods are regularly obtained and sent to the laboratory of the Board of Health for analysis. Should the analysis show that a particular lot of canned goods contains deleterious preservatives, coloring matter, or any injurious ingredient, the lot is traced and condemned. Condensed milk is inspected every two weeks and it is not to say that seldom does a poor article reach a consumer."

Black pepper, adulterated with sand and almond pits, is no longer sold in New York. Maple syrup and some other reducing syrup in makeup is not to be found, nor honey with glucose adulterations. Some time was when they went so far as to make counterfeit honeycombs and fill them out with adulterated honey, but nothing like that is now being done.

When the label sets forth that the lines are packed in olive oil,

it is now true, you may be pretty sure. If cottonseed oil is used the fact is stated on the label."

All the match manufacturers are said to favor a plan of increasing the duty on imported matches, and it is said that an effort will be made at the next session of Congress to put up the protective tariff on this article. The present schedules on matches average, it is computed, less than 10 per cent. ad valorem.

The Brooklyn Retail Grocers' Association is endeavoring to get the city's license fee for selling kerosene oil reduced or taken off entirely. It is likely that the associations in the other boroughs will be asked to appoint committees to co-operate with a Brooklyn committee in trying to obtain the desired change.

Special allowances made by manufacturers to chain and department stores for advertising is another subject which the Brooklyn Association is taking up for consideration and possible action. Such allowances, it is urged, are in the nature of rebates, and manufacturers giving them do not really maintain quantity prices as claimed. It is expected that the subject will receive considerable attention in the near future.

FRED. A. MCGILL.

Future Tomato Rejections Very Heavy.

Declined Market, Among Other Reasons, Causes Larger Rejections this Year than for Long Period. Packers Take their Medicine Calmly. Chief Scandal Outside of Philadelphia.

The tomato packers have another reason for the gnashing of teeth which is now going on among them over the present condition of the market—the very large number of rejections of goods sold as futures which are now being tendered for delivery. The packers say that the number of rejections this year has been out of all reason. They charge nearly all to the decline in price.

Probably half of the current tomato pack has been shipped. In Philadelphia there have been some rejections by jobbers, but not so many, from all reports, as in some of the other markets. They are said to have been par-

"MAKING BOTH ENDS MEET"

is a problem for most housewives in these times of pinched purses.

You can help "the woman behind the pocket-book" by telling her about

Shredded Wheat

It contains more real nutriment than beefsteak or eggs, is more easily digested and costs much less. Two Biscuits (heated in the oven) with milk and a little fruit and a cup of coffee will supply all the nourishment needed for a half day's work at a cost of five or six cents.

Try it yourself and then tell your customers about it.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Shredded Wheat Company, Niagara Falls, N. Y.

The Case Against Preservatives is Settled

The Government has found them harmful and it is only a question of time before their sale will be prohibited. With pure goods on your shelves you will be safe when that time comes.

HEINZ

57 VARIETIES

PURE FOOD PRODUCTS

are the kind that are always safe to sell because they contain no preservatives or harmful ingredients of any kind. The label guarantees absolute purity.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

NEW YORK PITTSBURG CHICAGO LONDON

ticularly heavy in New York, Boston and Pittsburg, and in many cases to have been supported by reasons of the flimsiest character. So far as could be learned, however, no packer has indicated an intention of resenting his rejections in any legal manner. It has come to be a matter of course, this rejection of goods when the market declines, just as many a packer finds a reason for reducing deliveries when the market has advanced. So that only on very rare occasions does either of the two parties do more than protest, as the need arises.

All of the tomatoes now being offered for delivery sold from 75 to 80 cents several months ago. The same grade can be bought to-day at 70 cents, and some blocks of the rejected goods have been offered at 67½ cents. Unscrupulous buyers always find in this cause alone the reason for refusing future goods.

Grapes are slightly higher. Concords average 13 cents, Catawbas 11, Niagaras 14. The demand is good. For California Tokays \$1.50 is top.

Huge Trust to Raise Cocoa Prices

Details from Washington of Important Movement to Help Present Low Cocoa Prices by Organizing All Producers Into Large Combine. Extracts from Plan's Prospectus.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

October 22, 1908.

According to positive and official information received here during the week a world's cocoa trust is in process of formation which will seek to remove the conditions which have led to the extremely low price of cocoa now prevailing.

It seems that each country which produces cocoa is forming its own organization, the object being to form these into one central organization at once.

The low price of cocoa which has ruled for sometime past, especially during the past year, has led to a desire on the part of representatives of Portugal and the countries in the northern portion of South America that something be done to protect the industry,

as they view the matter, and action has been taken in Ecuador, San Thomé, San Domingo and Trinidad to organize national organizations in each case which shall co-operate with each other in a plan to control the price of the product in the markets of the world.

A representative of the movement has recently arrived in Brazil to organize a similar association in Brazil, the largest producer of cocoa, and the indications are that unless something quite unforeseen takes place the organization will soon be effected. The success of the world movement, of course, depends upon Brazil, the largest producer. The only apparent reason why it may not succeed in Brazil is in the fact that many of the cocoa producers are not financially able to carry their crops as may be demanded by the

new organization, while the absence of satisfactory bank facilities with most of the renders it difficult to help the

The chief occasion for the proposed organization seems to be the somewhat extraordinary fluctuations in the price of cocoa in the past few years, the present great depreciation offering a usual occasion for complaint. A statement issued by the project of the proposed combination says

In November, 1907, the value of an arroba (about 32 pounds) of cocoa varied from 20 to 21 milreis (about \$6 to \$6.30). At present the same quantity of cocoa has a buyer above 9 milreis (\$2.70). The lowering of price in these seven months represents, therefore, more than 50 per cent. What has passed during this short period which can explain such a notable depression? The origin of the movement to lower the prices, which commenced in November and which threatens to continue, was in not being organized properly resist it when it commenced by reason of the excessive price which the article has been forced to speculation. The quotation of 2 milreis per arroba represented the highest point of the ascending curve that the article had described since 1906, a point as much greater, at most, than the fair price of the article as the present price is less. The excessive price provoked a natural reaction. Taking advantage of this situation a group of powerful speculators in Hamburg, which controls numerous and active agents

That "Piano Advertising Plan" from Iowa

Pulls Prosperity out of a lean business caused by shortage of crops, panic, strong competition or bad location

A WONDERFUL WINNER—NEVER FAILS—CAN'T FAIL

The piano costs you nothing—your competitors pay the bill and YOU reap the profits—all the way from \$500 to \$35,000. That's what my patrons testify. Let me show you their letters—the finest bunch of delighted ginger talks from hard-headed business men you ever read or will read. Merchants, Manufacturers, Publishers, all brilliantly successful.

A Winning Campaign

I equip you complete with the whole premium plan—all details worked out—to WIN.

Send me your order and tell me the competition you want to overcome and I'll do the rest. I know how. I've done it for others and don't know what failure means.

Takes the public by storm—Sets ten thousand tongues wagging—Starts the dollars your way and keeps them rolling in amazingly.



The Cote Piano

A perfect instrument. I sell it to you at a moderate price, but no \$500 instrument has richer tone, more perfect action or a longer life than a Cote. Used in a thousand homes. Well and favorably known everywhere. Splendid workmanship throughout and beautifully finished.

And let me tell you it would be suicidal for any merchant to give away a cheaply-made, inferior piano to any customer if he wants to reap a permanent benefit from the enterprise.

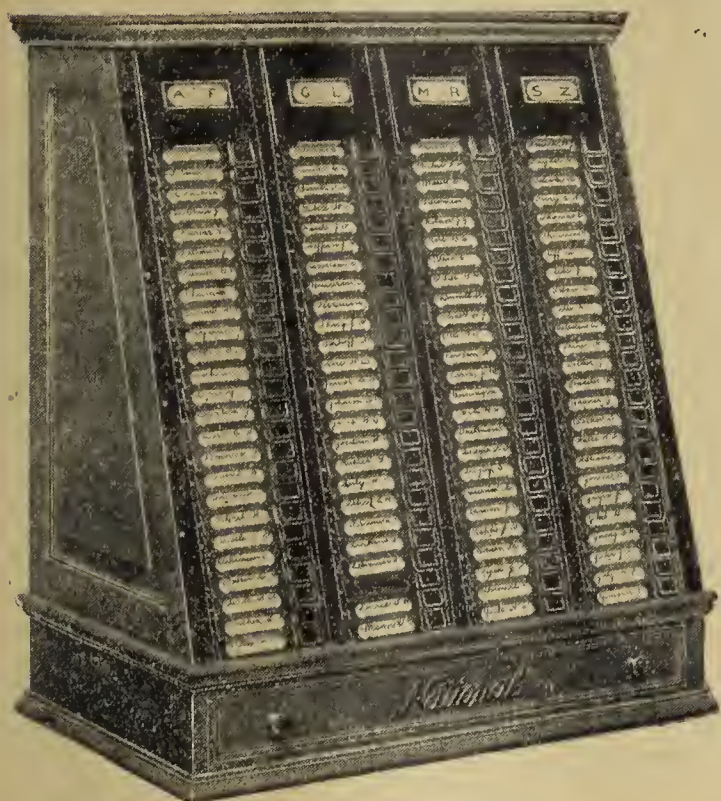
Used by Merchants, Manufacturers and Publishers, large and small, and always wins.

Live ones, write me; Needy ones, wake up; I'll show you how it's done. Salesmen, boys with "grit and go," it's your chance. I want a few reliable salesmen to canvass the retail trade. Samples in coat pocket. Don't worry trying to revive dead lines. Get one with breath in it now. Get wise to the "Iowa Idea." Mention this paper.

Boston Piano and Music Co.

W. F. MAIN, Proprietor, Iowa City, Iowa

Know at a Glance What Every Credit Customer Owes You



100 Account National Credit File

A National Credit Account File will give you a complete method of accurately handling your credit accounts. You are able to tell at a glance the total amount each customer owes you. You avoid sending a bill after it has been paid. You are insured against forgetting to send it at all.

You Save Bookkeeping *and* Accounting

Don't let a *mistake* send your trade to some other store. A National Credit Account File stops mistakes, costs but little, and pays for itself many times over.

Keep Records in Your Safe

With every Credit File we furnish, free, this metal box, so your records can be kept in your safe, secure against fire.

For every day you neglect to investigate the National Credit Account File you may forget to charge enough sales to pay for it.

It is so simple and easy to operate that you will see its value immediately. Write for further information as to how this method of handling accounts will save you **time, money and trade.**



Proprietor's File Used in Connection with the National Credit File

THE NATIONAL CASH REGISTER CO.

28th Street and Broadway

NEW YORK

MAIL THIS COUPON TODAY

The National Cash Register Co., Executive Offices, 28th Street and Broadway, New York, N. Y. I would like to know how a National Credit File can increase my profits and do the other things you say it will.

Name.....

Business

Street

City..... State..... No. of Clerks.....

Buy a sample order of

OUR RELIABLE LANTERN

Burns 40 hours without refilling. Cold Blast with all latest improvements and **pays the dealer a big profit.**

In stock of



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia

ORANGE MARMALADE is one of the best things we make. You know how good slices of orange with sugar on them are at breakfast. Well, this marmalade, is just sliced oranges and sugar, cooked to a jam consistency, and with just enough of the very thin pieces of peel in it to give it the orange "bouquet" which comes from the orange oil in the cells of the outside rind. Your trade will like this, and it only costs you \$4.20 a case of two dozen 16-ounce pound glass jars, freight paid. You sell it for \$6.00, and they'll call for more. Better try a case or two.

H. P. D. KINGSBURY, Redlands, California
(Where the oranges come from)

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

Bahia, commenced a series of sales at prices more and more reduced, which succeeded in lowering prices in spite of the vigorous resistance met in Lisbon from producers of San Thome and Principe. As is generally known, these producers have been organized for a number of years with the most beneficial results.

Continuing the statement, the projectors of the Brazilian organization claim that the present situation can be expected unless producers unite to prevent the manipulation of the crop by those who are organized against them. It claims that its proposed organization is not for the purpose of speculation, but for the purpose of resisting the speculators. The statement continues:—

Without an organization of all the producers of cocoa, not only of Brazil, but of all producing countries, never will the produce be fairly quoted or the price be a living one. There is no occasion for so notable a lowering of price of an article of such world-wide consumption when the consumption is being constantly increased, and each day witnesses the enlargement of its use as a result of a spontaneous propaganda.

In their statement the organizers of the trust claim that the low price has not been due either to a lack of demand or to any possible overproduction. It is claimed that the production at present is not large enough to meet the demand, and that by reason of the peculiar demands of the crop in soil and climate the crops of the future will likely be much less than the demand for them. The statement also calls the attention of the Brazilian cocoa producers to the need of combating the adulteration of chocolate. The statement continues:—

In Ecuador the matter of organization is being agitated by persons

interested in cocoa production, as Ecuador represents already a fifth of the world's production, it has great weight in the situation. Bahia, Para, Amazonas, and the over-Portuguese province of San Thome and Principe represent two-fifths of the production.

If this organization is effected, is necessary, it will constitute an invincible bar to the maneuvers of speculators, bulls and bears, of raw materials and those of manufactured article. And action in conjunction with the producers of Brazil and Portugal, aided prudently and cautiously by the several governments by means of loans guaranteed by the product itself, will save the cocoa industry. The price of the product will become firm, free from unexpected oscillations due to speculation.

There is indispensable, then: (1) The organization of an agricultural credit system, freeing the producer from the subjection in which they now exist; (2) the organization of an association of defense, including the principal middlemen and producers of Bahia; (3) an agreement between this association and the analogous association in Portugal, which is now ready to enter into such an arrangement.

With these arms of defense the production of cocoa will take up itself a new impulse, increasing exports, of which the result will benefit the whole country, and place in greater prosperity an agricultural industry so profitable.

There seems to be no doubt that the organization planned will be consummated at once.

An example of the results of such action afforded by the present sugar situation in Brazil is having a strong influence upon the few cocoa men who are disposed to hold out of the combination.

The production of cocoa in the world at large is generally placed at about 340,000,000 pounds, which in general Brazil produces about one-sixth, with San Thome, Ecuador, San Domingo, Trinidad and Venezuela following in order named. Of this production the United States consumes about one-fifth. HOL

CORRESPONDENCE.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Alcoholic Patent Medicines.

East Bangor, Pa., Oct. 19, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—We have numerous inquiries from our customers stating that in a recent issue of your publication there appeared an article or editorial stating that a grocer is not allowed to sell any remedies containing alcohol or either of the other drugs mentioned in the pure food law. We know nothing of

such a law and would be pleased if you would send us a copy of the article or state whether or not such is the case. We believe that the people have misunderstood the same, but we prefer to be sure we are right in the answers we give them.

Thanking you for your kindness in this matter, we remain,

Yours truly,
THE DILLIARD REMEDY CO.
By H. C. Dilliard

The law this correspondent refers to is an order of the Internal Revenue Department that all merchants selling patent medicines containing large amounts of alcohol are liable for the \$25 yearly tax imposed. A copy of the article giving the names of medicines which the Department had so far found made the dea

able, has been sent the correspondent.

To Buy Confectionery Bags.

Ashland, Pa., Oct. 20, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Kindly let me know here I can get white paper bags and cartons for a retail confectionery store, and oblige,

Yours truly,

H. F. GRANZOW.

Paper bags can be bought from Barber & Perkins, Philadelphia. Candy boxes (plain) at Art Paper Box Mfg. Co., 201 Spruce street; Fancy ones at Beggs & Graham, 11 S. American street, Philadelphia.

Philadelphia Fish Houses.

Port Carbon, Pa., Oct. 21, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Would you kindly give me the addresses of several fish houses in or near Philadelphia?

Thanking you in advance, I remain,

Yours truly,

R. F. JONES.

F. H. Mildner & Co., 1212 Filbert street, Philadelphia.

Thomas Bros., 128 Dock street, Philadelphia.

As to the Jewelry Scheme.

Iowa City, Iowa,
October 15, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you please send me all you can spare of your No. 15 issue of October 12th up to 700 copies—any number up to 100. I want these extra copies of this issue for the first question and its answer in your Legal Department regarding a certain jewelry enterprise.

I am not in the jewelry business, but am doing business in Iowa City, where there are several jewelry concerns. I want these papers to distribute among my piano customers.

It is my judgment that the trade papers generally should educate all their subscribers to carefully read over every contract and order blank before signing same. By doing this they would avoid a great deal of trouble, both on their part and the part of the house selling them goods. About once a month you should have an article warning the retailers to read contracts and order blanks before signing them, being sure that they are familiar with all the terms. The salesmen representing the assortment jewelry concerns you mention in your issue of October 12th secure their orders by misrepresentation, and if their prospective customers would only carefully read the

order blank before signing it it would do away with a lot of trouble.

Yours truly,

M.

Manufacturers' Notice.

Allentown, Pa., Oct. 21, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Please advise me as to names of manufacturers who demonstrate their goods in grocery stores. My idea is to build up store trade and advertise such firm's articles.

Yours truly,

WALTER SCHAFFER.

Manufacturers whom this interests will please communicate with this correspondent.

Coffee Labels.

New York, Oct. 19, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—It strikes me that the issue of the "Grocery World and General Merchant" just received is about as full of interesting matter as any paper we have seen in many months. We note an article on "Another Coffee Label." Will you kindly send me pages from the previous issue on Dutch Java and Santos blend, as I passed the ones I had on? I would like to ask the opinion of your office on the following question, taking this particular label as a basis: How much Java is it necessary to use in such a blend to be entitled to label the coffee Java and Santos blend? Again, what is the minimum amount of Java that could be used if the wording was reversed so as to read Santos and Java blend?

Thanking you, we beg to remain,

Yours truly,

This depends on the way in which the name "Java and Santos Blend" is arranged. If it is arranged this way,

JAVA

AND

SANTOS BLEND

there would unquestionably need to be a substantial preponderance of Java. Not just a shade more, or 51 per cent., but, say, 60 per cent. up.

If it is arranged this way,

JAVA

AND

SANTOS BLEND

there should be about an equal proportion of Java and Santos.

In case the name was reversed, and made "Santos and Java Blend," enough Java must be present to make it a substantial ingredient. Not a few beans thrown in simply to enable the use of the name.



IN YOUR WINDOW

Put a few of these handsome green, red and gold cartons in your window and see how many people stop to look at the bright show.

Furthermore, they will buy the Harbor Mustard Sardines, packed in them, if you give them a chance, and buy again. The fish are young, tender and carefully selected as to quality and size, then sauced with the most delectable and expensive mustard dressing ever packed on an American sardine. Retail at Ten Cents.

JED FRYE & CO., 25 South St., NEW YORK

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.



Anker's

Bouillon Capsules

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK



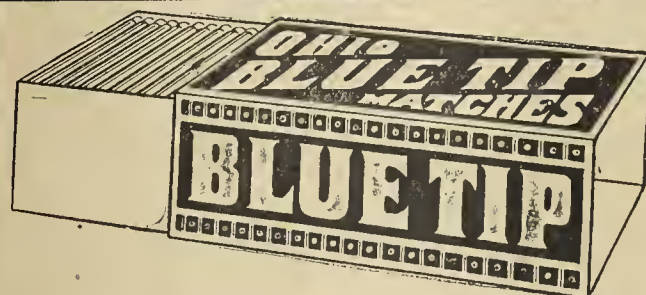
Wheatena Has It

¶ All that is claimed for any breakfast food, **Wheatena** has in a much larger degree. It contains more food value and is a much more honest and substantial food than any other breakfast food we know.

¶ It is apparent that it must be—it is the pure, nutrient heart or kernel of high-grade selected wheat. Sterilized and treated in other ways so as to be incomparable in flavor and sustaining quality.

THE WHEATENA COMPANY

Rahway, N. J.



Here's Your Gain

What do you lose by handling the **Ohio Blue Tip Safety Matches**? Not only do you lose nothing, but you gain the increased satisfaction of your patrons and 81 per cent. profit for yourself.

This match is surer, safer and more reliable than any other double tip match made. No consumer once acquainted with it ever willingly takes another. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.



Which Pays the Best?

I've always had my ideas on how a merchant ought to treat his competitor, but I never had 'em put into words as well as by a conversation I overheard last week in a grocery store in Williamsport, Pa. I ran into the town on business and I was standing in the back of one of the best stores in the place, talking business with the proprietor.

While I was speaking I saw a clerk in the front direct a woman back to where the proprietor was standing by a wave of his hand.

She came back slowly and opened up a line of talk with the grocer while I stood there.

"Mr. ———," she said, "I've about made my mind up to deal at your store. I've been buying my things of Mr. ———'s, but he don't keep good goods any more and his prices are outrageous and he don't care whether he gives me good service or not. I've spent a good many hundred dollars with him in the last few months, but I'm going to leave him."

"Well, Mrs. Kelly," said the grocer, "I'm proud to have your trade, of course, because I know you use lots of stuff and buy good stuff. I think we ought to have a clear understanding, though. In the first place, I can't sell you any better goods than Mr. ———, because he sells the best. And I can't sell you any cheaper than he does, because we both buy about the same and my expenses are

just as heavy as his. Of course, I don't know anything about his service, and I don't want to say anything about it. I'll say for ours that we'll give you the best we've got and work to please you in every way we can."

"I was led to believe that your store was better than his," said Mrs. Kelly.

"As to goods and prices, no, ma'am," said the grocer, "I can't honestly say that it is. As to service, I can only speak for my own—that's the best we can put up, always."

She didn't seem to know just what to say and he added:—

"On that understanding and if you'll agree to pay the account monthly I'll be very glad to have your trade, ma'am."

Whereupon Madam Kelly walked to the counter and gave an order that would keep many a family a good month. Afterward I found she was a big boarding house keeper and a heavy buyer.

"Say, my dear man," I said to the grocer, sticking out my hand, "I want to shake hands with you. That was the whitest thing I've seen in a month!"

"Nothing white about it," retorted the grocer, "it's simply good business. Won't that woman have a lot more confidence in me than if I had run ——— down?"

"Sure she will," I replied, "but a whole lot of fellows don't realize that."

Not a month before that I heard another conversation along exactly the same line.

A woman came into another grocery store and gave an order. The proprietor and two clerks were behind the counter. They all seemed to know who she was.

"Well, Mrs. Jones, you're a stranger," said the grocer.

"Found you had to have good things again, eh?"

The woman was one of these tart little peaches.

"I don't know about that," she replied, "but if yours is no better than what I've been getting, I'll drop you, too, mighty quick."

"I thought you'd find that fellow out sooner or later," said the grocer, with a mean sneer.

What a plumb foolish thing to do! Why couldn't he have let it go without that? He had the customer back—what was the need to run down the other fellow? Suppose he *was* the cheapest kind of a slop dealer, what good did it do to knock him when the knocker had already gotten all he could get anyway?

I tell you it don't make a good impression on the customer, even when you've repeated her own views. She knows you have an axe to grind. She has none.

Not long ago I knew another case that fits in here.

A woman came in to the store of a grocer I know and blurted out without warning:—

"Look here, you've been robbing me!"

The grocer blinked and his jaw dropped. He'd been called a thief; has such a pleasant sound.

"Why how?" he asked.

"You've been charging me 20 cents a pound for a leg of lamb and told me again and again you couldn't afford to sell for less. I bought as fine a leg of lamb as I ever tasted for 15 cents."

"When?" asked the grocer.

"To-day," she said, "at ———'s."

"I can't help that," said the grocer. "That's exactly the cost price to us. You can't expect me to sell to you without a profit. Why, how would I run my business?"

"If he can, why can't you?" she demanded.

"He can't," was the reply, "he only did it as a bait to get your trade. Maybe if we were holding out baits we'd sell a few things at cost once, too."

The woman didn't say much more, but she gave her usual order. Within an hour that grocer went straight up to the fellow who had cut the price. Incidentally he was a deacon in the Baptist church.

"Say, Mr. ———," he said, "through something you did Mrs. Jones, one of my customers, called me a thief just a bit ago. She said I'd robbed her by charging her 20 cents for lamb when you offered it to her for 15. Now, you know what it costs us. When you offer it at cost you put every dealer in this section in the position of overcharging. I don't think it's good business. Why, even if you got her trade that way, do you think she'd ever let you raise the price? She'd hold you to it forever, and you could never make her believe that you had to get more. Besides that I don't think it's a Christian act to go after a man's trade that way."

The other fellow was a white man and he owned right up. "Well, since you put it that way, I don't either. I'm sorry I did it, and if Mrs. Jones comes back I'll put you right the best I can."

Oh, it pays—it pays, fellows! It certainly does! It's hard as thunder not to be sore on a competitor sometimes, especially when you lose a customer to him and wonder what underhand deal he's been working to get her away. But if you knock him even then you're a chump, you take my word.

THE STROLLER.

Why They Haven't Done It

¶ "Canned corn is all right, but I don't see why they can't make it taste more like fresh corn," said a customer of a grocer we know, the other day.

¶ It's the uneven cooking. All canned corn cooked with the old-fashioned cooker loses every semblance of fresh taste because at least half of it is cooked to death. The old cooker had to keep on cooking the corn till the center of the corn was done. That meant overdoing the edges.

¶ Onarga Country Gentleman Corn is the finest, sweetest Country Gentleman Corn that grows, cooked in the new automatic cooker that cooks the edges and the center exactly alike.

IROQUOIS CANNING COMPANY :: ONARGA, ILL.



THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, on request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Dryden, N. Y., Oct. 8, 1908.

Editor "Science of Advertising."

Dear Sir:—Have run this advertisement two weeks in a weekly paper. Do you think it any good?

Yours truly,

W. H. BAKER.

The advertisement inclosed measured 8 inches single column and is reproduced below, somewhat reduced:—

BAKER'S Store News

Question—How do you manage to always have fresh crackers?

Answer—We get fresh bread every morning and have 5 or 10 pounds put in with the bread.

Question—How can you sell 4 lbs. of ginger snaps for 25c?

Answer—We buy them by the barrel, and if people object to carrying such a large package, we deliver them.

Question—Why is it you charge 50c lb. for Royal Baking Powder and only 15c lb. for White Rose baking powder?

Answer—Royal Baking Powder is controlled by a trust. White Rose is not. We get trusted for White Rose Baking Powder (60 days) and sell it out before we have to pay for it.

Question—How does Grandma Graham make such good cookies?

Answer—She uses Baker's 50c molasses.

Question—Why did Mrs. Smith move back to Dryden? I thought she had gone to live with her daughter.

Answer—Because she had bought Tea and Coffee at Baker's for twenty years and could not find any other that suited her.

Question—Why do you insist on selling Slade's Spices when you can double your money on our spices?

Answer—Because we would rather be called Pure Food Bill than to sell inferior goods.

Question—How do you sell Groceries so cheap?

Answer—Our expenses are light. We eat Toasted Corn Flakes and wear 25c neckties.

Question—Why don't you sell granulated sugar for 5c and make it up on other goods?

Answer—We do not believe in that way of doing business.

W. H. BAKER

Stone Store DRYDEN, N. Y.

Mr. Baker simply clipped this advertisement out of his paper and sent it in. If he had sent the whole paper or the page on which his advertisement appeared, I could have done something which

I should have liked to do—size up its appearance in the paper. My thought is that being set in body type with practically no display, it does not stand out as it should do. I should have put a narrow border around it, and this could have been done without taking much if any more space for the advertisement than it now occupies. I don't like the head either. "Baker's Store News" is tame and not suggestive. "Answers to Your Questions" or "Read Our Answers" or "Read Our Testimony," or "The Witness on the Stand," or something along the same line, would have brightened the advertisement up a good deal.

The text in the main is good. I don't think I would have given away my plan of keeping crackers fresh, however. Some of the questions are flippant, which is bad. For example, the answer to "How Do You Sell Groceries So Cheap?" rings with a sort of smartness which has—to me, at least—a disagreeable sound. Flip, in fact. The general plan of taking questions asked by customers, or even fictitious questions, and crisply answering them after this fashion is novel and good. In order to get material for such advertising I should have the clerks make notes of all such questions and hand them in to the office. I can see how an extremely effective series of advertisements could be built with such materials.

Prosperity Through All the Hard Times.

In these times of general depression in all lines of manufacturing activity with all cereal concerns showing a marked decrease in sales, it is interesting as well as gratifying to note the prosperity of this company. At a time when the sales of nearly all cereals show a heavy falling off the sales of Shredded Wheat for the year show a substantial increase over the sales of last year. This is accounted for by the fact that Shredded Wheat is a "hard times food." It is not only a good substitute for meat and eggs, but its biscuit form gives it wide culinary uses. Two Shredded Wheat biscuits with a little fruit will make a very substantial and nourishing meal. Shredded Wheat is getting to be more of a staple every year. The cleanliness of the product and the company's methods of doing business certainly entitle it to the prosperity that comes its way.

Florida oranges are still coming forward, but the receipts show no first-class fruit as yet. The range is \$2.10 to \$2.25 and will not go higher until better fruit begins to come.

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company

QUINCY

CHICAGO

BUFFALO

Something That Sells!

AMMO

(DRY AMMONIA)

This scientific marvel is a dry, odorless powder, which is ammonia in a dry form.

It never loses strength nor evaporates like liquid ammonia. No bottles to freeze or break. Ammo comes in cans, and it is very economical. One 10 cent can equals three pints of ammonia.

We make it sell by demonstrating, sampling, advertising. Have it seen in your store and it will sell.

Ask your jobber, or write us for our strong proposition to dealers.

THE FRANK C. EBY CO.

213-215 E. Atwater Street

DETROIT, MICH.



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-

out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconception. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: W., Jersey City, N. J.—Will you kindly inform me through your valuable paper in case my store was burned down what would be my responsibility to my landlord if I had a lease for a term of years and what would be his responsibility to me?

Answer.—The old common law rule was very strict in matters like this. If a tenant signed a lease which contained a positive covenant to pay rent, with no restrictions, he would be liable for the rent for the full term even if the house burned down and he was getting nothing for his money. Under the common law rule if a tenant had agreed in his lease to make all repairs, as is often done, he would be obliged to rebuild at his own expense if the building was destroyed. The severity of the rebuilding part of the rule has led to the insertion in the ordinary form of lease of the covenant on the part of the tenant to deliver the premises back to the owner, at the expiration of the lease, in the original condition, "damage by wear and tear and accidental fire excepted." If this clause is in the lease the tenant, even though he has agreed to do the repairing, is not obliged to rebuild.

The common law rule as to paying rent on a burned building has also been relaxed somewhat, but not entirely. The only safe way is to have a provision inserted in the lease that in case of the partial or complete destruction of the premises by fire, the tenant is to be partly or wholly absolved from paying rent. In some jurisdictions this has been done by law, but not, I think, in New Jersey or Pennsylvania. There is this protection, however, against such a rule, that in practically all jurisdictions it is considered eviction if the landlord enters to repair a burned building without the tenant's consent. Because of the

eviction and not at all because of the destruction, the tenant is released from his liability. However, the landlord chooses to permit the building or the ruins of it to stand unrepaired or unrebuilt for the balance of the term, he can collect the rent from the burned-out tenant, unless there is something in the lease preventing it.

I repeat, therefore, that no tenant is absolutely safe as to the above contingency, unless he has a protecting provision inserted in his lease. Such a provision might take the following form:—

It is understood between the parties that in case the said premises are partly or wholly destroyed by fire or other accident, not caused by the negligence of the lessee, that the said lessee shall be wholly absolved from the payment of all rent in case of total destruction, and in case of partial destruction shall pay only the proper pro rata portion of said rent.

Question: * * *. N. J.—I. —Reference to answer to No. 2, N. J. in last week's Legal column of the "Grocery World and General Merchant," the party mentioned does not wish to defraud his creditors nor any honest bills, but simply head off bills made by future shipments of an order (not subject to countermand) signed by correspondent in favor of an apparently fraudulent company (goods not yet shipped). Would any transfer made to head off such a company be legal without making conveyance of goods? The seller simply continuing business for the purchaser, signing the purchaser's name to checks, receipts, etc., and his own initials underneath, as John Smith, etc., per J. R.

2.—If such is legal under the circumstances named, how long must it be continued in order to prevent said fraudulent company from getting in their work should they so desire? In other words, how long is a signed order for delivery at a certain time good for after that time?

3.—Would going out of business in one State and starting in another be a legal excuse for countermanding a signed order which reads "not subject to countermand"?

4.—Suppose the merchant continues his own business and moves into another State and resumes his business and in the meantime notifies this fraudulent company that he has gone out of business in the place the order was taken. Is he exempt from the depredations of said company?

Answer—I.—It might be legal but it is a question whether it would be good as against a bona fide creditor unless actual change

n possession occurred. The plan of apparently selling the entire place out, and doing future business as "agent," would undoubtedly be advisable if the property sold is to remain in the same place.

2.—A sale that is in every respect legal and regular, as this would be, just as effectually changes title one minute after it is made as one month. Any time before the actual entering of suit would be sufficient. A simple signed order for future delivery is not a lien which would prevent the sale of property. A proper signed order is good indefinitely, though no action can be brought on it after six years.

3.—No.

4.—No.

Question: George G. Newcomer, Latrobe, Pa.—I ordered five bags of rice from a broker and it was shipped by a house in New Orleans. When I got the bill I returned it to the firm for them to stamp it guaranteed under the pure food law. They returned it stamped "Finished by coating with 1-1,000th part glucose and 3,000th part of talcum. Remove by washing before cooking." When I ordered this rice from the broker I told him I did not want a coated rice. He replied only the imported was coated, that this would not be. I have refused the rice at the railroad station and notified the shipper. Please let me know if he can make me take it. Also, if I receive it and sell it will I have to label each package like he stamped the bill? Is all rice coated that way?

Answer.—If you bought uncoated rice you cannot be compelled to take that which is coated. Therefore you can legally refuse to accept it, on the ground that it does not satisfy your contract, and this will be a perfect defense to any action which may be brought. I have had some experience with uncoated rice, however, and imagine both you and your customers would reject it on appearance alone. The difference between coated and uncoated rice is quite remarkable.

If you decide to accept coated rice you must stamp every package which leaves your store, exactly as the original package is stamped, except that the proportions of the glucose and the talc need not be given.

Question: * * *, Nashville, Tenn.—Your answer to my query sent you last week and published

in your issue of October 19th noted. While the writer possesses no legal knowledge of the law applicable in this case, will ask:—

Are you not wrong in stating that what Jones has bought from us since January 1st up to the time he has been discharged can be and is included in his petition? I do not believe such a law would be constitutional. This party was adjudged a bankrupt on the first day of January. Taking a common sense view of the case, I do not believe it possible to be a law that this party could then purchase goods the next day and clear on up to the time of his discharge and then include said purchases in his original or even in an amended petition. Are you positive this is the law?

In reference to question 2 in your reply, you simply state it is not necessary for him to dismiss his present petition.

I am very anxious to know whether he can dismiss his present petition and file a new petition.

I will thank you to answer this question exactly as I have asked it and according to the Federal law on the subject.

Also, will you kindly answer the third and fourth questions exactly as I have put them and according to the law applicable to them.

Also the law covering this point.

Does not the fact of Jones paying me a part of his old account after he had been adjudged a bankrupt renew my claim against him?

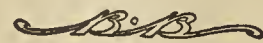
The writer regrets the necessity and asks your indulgence for taking up so much of your valuable time, but is sure you will appreciate the fact that if there is any possible way in which I can collect this account I want to do it. Therefore I want to know exactly what the Federal law on the subject is.

Answer.—The confusion and the uncertainty in your mind comes, I am sure, from your misapprehension that the scope and extent of a man's bankruptcy is circumscribed by his petition in bankruptcy. In other words, it is clear that you have some idea that if A files a voluntary petition in bankruptcy naming B, C and D as creditors whom he cannot pay, and is adjudged a bankrupt on that ground, he is a bankrupt only to B, C and D, or to any others whose claims arose before he filed his petition. If after his adjudication as a bankrupt he bought goods of E, your idea seems to be that he is not a bankrupt as to E because E was not



The Big Gun

OF THE HOLIDAY CAMPAIGN



Our annual Santa Claus catalogue is now in the mails.

To thousands of merchants this annual issue is the "big gun" of the holiday campaign.

Its appearance is the signal that the time to buy holiday goods is now on in earnest.

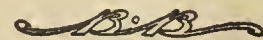
Our Santa Claus edition covers the whole field of holiday merchandise—high priced, medium priced and popular priced—the wares of all lines and from three continents.

It contains many goods now offered for the first time and which can be bought nowhere else.

And back of every item offered stands a supply of THE GOODS, ample to take care of all orders we may reasonably expect to receive.

To the retail holiday buyer our Santa Claus catalogue is worth more than the cost of a trip to New York.

Its number is D 690. If you have not as yet received a copy, better write to-day.



Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS MINNEAPOLIS

SAMPLE HOUSES—BALTIMORE, DALLAS,
OMAHA, SAN FRANCISCO



named in his petition. This, as I tried to explain before, is not the case. Any person who becomes a creditor of the bankrupt up to the time of his discharge as a bankrupt freed from his debts, whether his claim arose before the petition was filed or after, or whether he was named in the petition or not, is a creditor just like every other creditor (not preferred) and must share on the same pro rata basis with the rest.

I repeat what I said before—that when you sold on credit a man actually in the bankrupt court—not yet discharged—you took the risk of anything that can happen.

Written for the "Grocery World and General Merchant."

As to Salesmen Over Forty-five.

Veteran Member of Clan Contends it is Their Own Fault. Will Always Find Openings if They Can Make Good.

Permit a word on your editorial on the employment of men over forty-five years. This article may be of no benefit to men of that age and over, but it may be to those who shall reach it. If you sift the matter you will usually find it a

case of wasted opportunities or failure to concentrate effort and experience so that their services

will be valuable to merchants who are in the business they have mastered, no matter how old the

Two-Minute Sermons for the Retail Grocer

LVIII.—Dead Stock.

Too much dead stock will kill any business, even a packing house.

Of course, no business can confine itself to nothing but the most active lines. Some slow sellers must be carried, because the demand requires it, but dealers, in general, are more liable to carry too much stock than too little. In most cases this is probably laziness, for rather than place another order in a week, so as to keep fresh stock coming all the time, they give a large order at once and thus increase the stock too greatly. While the goods may be selling every day, and just as good values as the cash itself, they are still goods, and if they are not needed at the time the money tied up in them is dead money, and a little tied up in this purchase and a little in that soon

ties up a great deal more than the average dealer thinks.

The ideal stock to carry is one which will enable you to supply every demand and still have no dead stock, but no merchant is able to reach this point of perfection. Everything works against it. Factories and jobbers make lower prices on larger lots, and this added percentage of profit is always a big temptation. Traveling men are always trying to swell the size of orders. Everyone wants to get as big an order as possible from a prompt paying customer.

The best way is always to keep in close touch with your stock, and try to keep new goods arriving all the time to take the place of those sold. It takes constant vigilance, but it makes it possible to do more business on less capital, and that is where the money is made. F. A. P.

applicant may be. The writer is fifty years old, but I believe if I wished it I can go to any merchant in my line and secure a good-paying position. Why? Because I can say to the merchant, I can command enough trade to bring you so many thousand dollars a year profit on my sales, second, I can refer you to any firm I have worked for.

Every merchant knows that to hire either a young or old man without trade is usually a losing proposition for a while at least to some one. Therefore merchants will employ a man at forty-five who has kept his name good and can command sufficient trade just as quickly as one at twenty-five. What right has a man to jump from pillar to post through his young manhood and expect to start in a new business at forty-five as a salesman without trade and then complain that his age is against him and business men are unreasonable? What has he been doing, and where has he been the last twenty years that merchants are not anxious for his services?

C. CLAY GREEN.
Philadelphia, Pa., Oct. 22, 1908.



Even Then You'd Need It

Even if you can find a print butter as good as Gurnse, and find it as good as Gurnse all the time, still there would be two good reasons for handling Gurnse—the fact that Gurnse has individuality, which no bulk prints, no matter how good, can have, and the fact that we are doing a lot of advertising for it, of which you can get the benefit. Gurnse is indeed a rare butter—the finest, cleanest product of our high class dairies, inspected and nursed through all the stages of manufacture. You can't find a better butter, no matter where you look or what you pay, and you'll seek far before you find another as good.

Packed in 30 and 50-pound boxes—pounds and half-pounds—32 cents.

Prices subject to market changes.

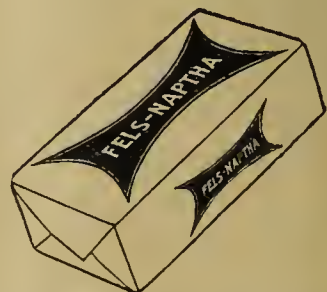
P. F. BROWN & COMPANY

39 South Front Street, Philadelphia

The Growing Popularity

of Fels-Naptha soap is shown and proven by its increasing sales. The latter are the sure results of the former.

You are not fair to your own business, Mr. Grocer, if **Fels-Naptha** soap is not well stocked in your store! A share of these increasing sales belongs to you.



Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

"A Hallowe'en Window."

Suppose the length of your window to be from 48 to 52 inches and its width between 18 and 24 inches. If larger or smaller proportion the dimensions given to suit. Build two bins in each end of your window, whose length is the width of your window, width about 8 inches, and depth 2½ to 3 inches.

Cover the floor of the window with dark green crepe paper. Cover the sides of the four bins, but not the insides.

Fill the two bins in one end of the window with mixed nuts and red apples, Baldwin or King preferred. Fill the other bins with English walnuts and candy. Fill the bins heaping full.

About 18 inches above the bins, in the back corner on each side of the window, suspend an ordinary electric desk shade in such a manner that the light falls on the two bins on each side and the shadow of the shade is not over five inches beyond the bins.

In the centre of the window stand a stone jug of at least a gallon capacity, the larger the better. Against the jug lean this sign:—

New York State
Sweet Cider
30 Cents Gallon

Put a sign "20c. lb." in the candy, "18c. lb." in the mixed nuts and English walnuts, and "27c per ½ peck" in the apples.

Next get a large, round pumpkin, the largest you can find. Then get a hoop, whose diameter is 2 or 3 inches less than the diameter of the pumpkin, and must be strong enough to hold the pumpkin. Cover the hoop with two or three layers of cloth or newspaper and make three triangular wooden brackets, two large and one small one. Attach the sides of the hoop to the ends of the large brackets, and the back of the hoop to the end of the small bracket, and attach brackets

firms firmly to the background. Then suspend the pumpkin so that the depression in the bottom rests on the neck of the jug.

Then take the back off of the pumpkin and take out the seeds and insides, leaving only the shell. The diameter of the piece taken off should be three inches less than the diameter of the pumpkin, and the bottom of the piece should not reach below the supporting hoop.

After the insides are taken out, cut the eyes, nose and mouth out; the mouth should be cut full of pointed teeth and the general effect should be a grinning, grotesque face.

Build a framework of 1¼-inch boards, frame to be 15 inches wide, 30 inches long (inside measurement) and 3 inches deep. Get a piece of heavy white cardboard and cut to fit the frame, so it can be tacked to the frame without the edges showing. Then attach five 4-candle power electric bulbs to this cardboard, one in each corner, and one in the centre, and attach the cardboard to the back of the frame. Then procure a piece of stiff, dark green cardboard, the same size as the white. In this cut the following sign in letters one inch high, except lines marked *, which should be two inches high:—

* Halloween Special

Mixed Nuts, - - 18c. lb.
English Walnuts, - 18c. lb.
1 Gallon Cider, - 30c.
Half-peck Baldwin
Apples, - - - 27c.
Candy, - - - 20c. lb.

Total, - - - \$1.13

† Special for
Halloween Week
† One Dollar

Then paste a strip of white crepe paper, stretched tight, inside the green cardboard and across the price-list in the sign. Across the lines marked † paste red crepe paper. The marks designating the red paper are only for the information of the window dresser and should not be cut in

the sign. When completed tack sign to front of frame.

Suspend this sign about 8 inches above the pumpkin and slant in such a manner as will best catch the eye of the passerby.

Attach a cluster of three 8-candle power lights with a powerful reflector to the piece cut out of the pumpkin and replace piece in pumpkin. Then connect these wires with those running from the lights in the sign above and connect with a flasher in such a manner that when the current is turned on both are lit and extinguished at the same time, not alternately. Then cover the background, wires, brackets, hoop and whatever wood shows on the sign with crepe paper to match that covering the bottom of the window.

The effects of the flasher, especially if the lights in the pumpkin are thrown a good distance, is to attract the attention of everybody, which, I think, is the first requirement of a good window display.

HARRY L. LOOP, JR.

N. E. cor. Dauphin and Gratz streets, Philadelphia, Pa.

Tomato Standard Agitated Again.

Tri-State Packers Discuss Question of Adopting the Ohio Standard of Eighteen Ounces of Meat to Three Pound Can. Considered Low. Several Eastern Samples Weighed as Much as Twenty-one.

The "Grocery World and General Merchant" is advised that at a meeting of the Tri-State Packers' Association in Wilmington, Del., last week the question of establishing a standard for canned tomatoes was discussed quite at length. As has frequently been pointed out in this journal, there is now no Eastern standard for tomatoes either as to size or quality.

The packers of Ohio, however, have established a standard for tomatoes of 18 ounces of meat, exclusive of the weight of the can, and with the water drained off. This is regarded as low, for it means only 1 pound, 2 ounces to a 3-pound can. At the meeting referred to, several Eastern samples of tomatoes were weighed in the above manner and were found to contain from 18 to 21 ounces of meat.

There is small confidence felt, however, to anybody who knows the Eastern packers, that they will be able to work together any time on this or any other proposition. In the West the packers are very closely allied and they act in concert.

Will Stop Putrid Coffee Imports.

Federal Food Authorities Combine with New York Health Board to Run Down and Seize Every Importation. Much Putrid Coffee has Entered the Country and Been Sold Largely to Charitable Institutions.

A brief note appeared in last week's New York letter regarding the seizing by the New York Health authorities of a consignment of putrid coffee. From information received during the week it appears that the Federal food authorities and the New York Health authorities are combining in an effort to scotch one of the meanest frauds on the New York coffee trade.

In large or small lots, usually small, putrid coffee is more or less frequently coming into this country. Some of it is putrid and inedible when it leaves its home port, some becomes putrid by being stored close to bad-smelling hides. In either event it is not a merchantable product and should never have entered the country. Not being dutiable, the only check is the Federal food authorities, who are now, in conjunction with the New York Health authorities, making a dead set against it.

Heretofore much of the putrid coffee thus brought in has been sold to charitable institutions. Occasionally a cheap package coffee packer would send it out to the general trade, but it has not, in any general way, circulated throughout the general trade. It is impossible to disguise its condition once it goes bad.

Mrs. Williams' Brands OF PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS
Quaker City Preserve Co.
Philadelphia, Pa.

THE GROCERY MARKETS

Tea.

There is no change of any character in the tea market. The demand continues to be for immediate wants only and is almost sure not to get beyond that for some months to come. Values are steadily held, without change anywhere and no special change indicated.

Coffee.

The market for Rio and Santos coffee has developed much weakness during the past week. Options show a sharp decline, although actual coffee is about unchanged. The demand is moderate. Mild coffees are unchanged and fairly active. Java and Mocha ditto.

Sugar.

The sugar market has developed some strength during the week. As stated in detail elsewhere, refined prices are upset, some refiners quoting 4.90 cents for granulated and selling at 4.80 cents, and others quoting 5 cents and selling at 4.90 cents. Later in the week the Federal advanced to 5.10 cents. The advance by some refiners to 5 cents during the week was done simply to snow up the low sellers with orders so they would have to advance or withdraw. Later, however, raws stiffened up in Europe to such an extent as to lend some justification to the advance on that score. The European crop situation, at the mercy of which the American refiners are to a certain extent, is uncertain at the present writing. It is reasonably well established, however, that Cuba will have a very large crop. The demand for refined sugar is small.

On Friday the refiners advanced another 10 points.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in light demand and rules at unchanged prices. Sugar syrup continues scarce and steady, demand fair. Molasses is in light supply, speaking of the better grades particularly, and the market is steady to firm.

Fish.

Norway mackerel show no further change of any character for the week. Some large buyers are holding off in the belief that prices will go still lower, while others

are buying in confidence that the market has reached bottom. The future of Norway mackerel is quite uncertain, inasmuch as it depends largely upon the demand. Irish mackerel are unchanged and in fair demand. Cod, hake and haddock show no change in price and light demand. Most buyers filled up through contracts and are not now in the market. Salmon is fairly active and rules at unchanged prices. Sardines of all varieties, domestic, French and Norwegian, are unchanged in price, French being firm and high. Some offers of Norways are made below the market. The demand is fair.

Canned Goods.

Tomatoes are still weak, though the market shows no particular decline from last week. Rejections of goods sold as futures, however, have been very heavy, and some of these goods have been resold at 67½ cents. The pack is over and is not believed to be large. If the packers were not in such need of selling the market would doubtless be firmer. The demand for tomatoes is light. Corn is unchanged in price throughout the line and in light demand. Peas are dull at ruling prices. Apples are stiffening, but the demand is not light. Most packers are now asking \$2.25 to come forward. Old goods are very scarce. Peaches are unchanged and in light demand. The small line of Baltimore canned goods show no change and light demand. California canned goods are in small, intermittent demand at ruling prices.

Beans and Peas.

New domestic pea beans average \$2.30 and imported \$2.15 New York. The demand is fair. New domestic marrows range from \$2.30 to \$2.35, imported \$2.15. The demand is moderate. California limas are quoted about unchanged on spot and 4¾ to come forward. All grades of green and yellow split and dried peas are unchanged and in fair demand.

Dried Fruits.

Prunes are still dull, with the tendency downward. Santa Claras can probably be bought on a 3¾-cent basis, but even at that there is very little demand. Oregon prunes are selling better. Peaches are in very fair demand at unchanged prices. Apricots

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully elsewhere are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black (not pencil).

are firm and wanted, there being no prospect of any advance in price. Raisins are still weak and the Armsby corner has evidently met final collapse. Fancy seeded are offered at 6 cents coast, which is ½ cent below the opening. The tone of the entire raisin market is weak; demand light. Currants are in fair demand at ruling prices. Other dried fruits dull and unchanged.

Butter.

The butter market is very firm at present quotations. There has been some falling off in the receipts of all grades, and the market shows a very healthy condition and the quality of the receipts is running fine for the season. The market will probably run along for a while on the present basis.

Eggs.

The egg market is firm at an advance of 1 cent per dozen. The receipts of strictly fresh eggs are very light and meet with ready sale at top prices. Storage eggs are also 1 cent per dozen higher in sympathy with fresh, and meet with a satisfactory sale. The egg market is in a very healthy condition throughout and is hardly likely to change radically within the next few days.

Provisions.

The market for smoked hams and bacon is about ¼ cent below the prices of a week ago. There is simply a seasonable demand and some increase in the receipts of hogs. Pure lard is firm at unchanged prices. Compound is steady at ⅛ cent decline. The demand in all of these lines is normal. Barrel pork, dried beef and canned meats remain un-

changed, and trade is reported dull.

Cheese.

The cheese market remains at unchanged prices. June and September made cheese are very light stocks, and cheese being made now shows the usual October defects and will bring within ½ cent per pound of the price of fancy June and September cheese. There is likely to be a firm market for some time at unchanged prices. Consumptive demand is normal.

Green Fruit.

Bananas, large, \$1 to \$1.40 per bunch; 8-hands, 75 to 90 cents per bunch; 7-hands, 50 to 65 cents per bunch; 6-hands, 40 to 50 cents per bunch, demand poor; California oranges, \$4.50 to \$6 per 100; Florida oranges, \$2.25 to \$2.75 per box, demand fair; lemons, Minnesota, \$3.25 to \$3.75 per box; California lemons, \$4.75 to \$5.50 per box, demand poor; limes, 80 cents per hundred, demand poor; peaches, \$2.75 to \$3.50 per crate, demand fair.

Produce.

Potatoes, 45 to 50 cents per basket, 85 to 90 cents per bushel; New York potatoes, 75 cents per bushel, demand fair; sweet potatoes, firsts, 35 cents per basket, seconds, 15 to 20 cents per basket, demand fair; beets, \$2.50 per hundred bunches, demand fair; cabbage, Jersey, \$6 per hundred, demand fair; carrots, 40 to 50 cents per basket, demand poor; Jersey onions, 30 to 40 cents per basket; white potatoes, \$1 per basket; yellow potatoes, 65 to 70 cents per basket, demand fair; squash, white, 30 to 40 cents per basket, demand poor.

een peppers, 5 to 10 cents per basket; red, 5 to 10 cents per basket; cayenne, 35 to 40 cents per basket, demand poor; string beans, green, 40 cents per basket; yellow, 35 to 40 cents per basket, demand fair; New York salad, \$2 per basket, demand poor; lima beans, improved, 75 cents per basket; flats, 40 to 50 cents per basket, demand fair; yellow turnips, 20 cents per basket; white, 20 cents per basket, demand

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6 cents per pound; jumbo, 7 cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.45 per bushel; jumbo, \$1.60 per bushel, demand fair; almonds, paper shell, ¾ cents per pound; soft shell, ½ cents per pound; Brazils, 8 cents per pound; filberts, 9 cents per pound; pecans, 11¾ cents per pound; walnuts, 11¾ cents per pound; mixed nuts, 9¾ cents per pound, demand poor.

DIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

On Thursday the Tri-State Canners' Association, composed of canners doing business in Maryland, Delaware and New Jersey, held their meeting in Wilmington, Del., and reported their lack of tomatoes this season to somewhere around 70 per cent. of the pack of last year and that they had nearly a clean-up of that lack when the season of 1908 opened. Basing an estimate of the pack of the entire country on their report, it would mean that the output in 1908 will prove to be around 9,000,000 cases, against 13,000,000 in 1907. That furnishes no ground for a bear market in tomatoes. Six weeks ago, when the market was strong and active for standard No. 3 tomatoes at 82½ to 85 cents, everybody wanted some. To-day they are 70 to 72½ cents, and nobody wants them, excepting to fill actual needs, say from one to three or four carloads. The present selling price is below the cost of production. When a staple article of any kind of merchandise is selling on that basis it is a purchase. That is a safe proposition. The general feeling in this market is that the prices have reached the bottom and any change must be for the better. The market closed to-day fairly active with quotations at the lowest point. A hopeful sign is the fact that Western buyers have begun to buy in this market in good-sized lots. We may now be at the turn of the corner. Pick up the bar-

gains while they are obtainable.

In the other lines of vegetables and fruits the business was less this week than at any time since the canning season opened and the buyers were conservative to a degree. New spinach is now being packed and the prices are attractive. Sauer kraut has advanced. Pie peaches are stronger. New cove oysters will be ready shortly.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Imported Fish Products.

The market for herring has shown a decided improvement during the last week. Demand is better and prices for Scotch herring are higher. Holland herring are still offered at very low prices, which are away below the parity of Holland. Scotch large fulls are getting quite scarce and are in good demand.

The fishing in Iceland is 100,000 barrels short of last season and prices are therefore advancing.

Mackerel.—Irish are arriving in only small quantities and most of the lots do not show very fine quality. They are selling in a hand-to-mouth way, although really nice parcels are taken readily by the trade. The Norway mackerel situation presents a very peculiar aspect this season. The American trade evidently seems to have made up its mind not to take those Norway mackerel, unless they can be bought at low figures. For this reason the buyers in Norway have taken only a few parcels in the beginning of the season, paying to the fishermen their asking price. The goods were brought over here and were sold readily in a hand-to-mouth way, but the trade in general is not buying, but holding off for lower prices. The Norwegian fisherman on the contrary does not wish to part with his fish at present figures and is holding on to it. The question now presents itself, who will yield first, the American buyer or the Norwegian fisherman? If mackerel will be needed here and if the trade will begin to buy more freely, we shall have to meet the views of the fisherman and pay him more money than we are willing to pay him now. If, on the other hand, trade continues to stand aloof and will be satisfied to await for lower prices, the fisherman will be obliged to sell his goods and we shall see lower prices for Norway mackerel than we have seen for quite a few seasons past.

For large Norway mackerel No. 1 and No. 2 buyers are ready to pay full asking prices, as they are very scarce and very few of those fish are to be had. The catch consists principally of 3s and 4s and the price of the 4s is really the crucial point. We are

6 Gallons in a 5-Gallon Jug



Would surprise you no more than the way we can increase your store's capacity by our

FIXTURE ARCHITECTURE

We examine your space, the nature and volume of your business, then PLAN the fixtures, and get SEVERAL COMPETITIVE bids from different manufacturers. You save by the competition enough to pay our fee. We charge you only for our EXPERIENCE in helping you, as we have helped thousands of others, to make every inch of store WORK.

If you are willing to save money, write us.

J. A. FLESCH & SON
ARCHITECTS AND DESIGNERS
OF STORE FIXTURES FOR MODERN GROCERY STORES
1012 OPERA HOUSE BUILDING
112 CLARK STREET
CHICAGO

Two Objections

When the installation of an American Slicing Machine is brought before a merchant there are two objections that he is apt to raise. We are going to answer these in the words of other merchants.

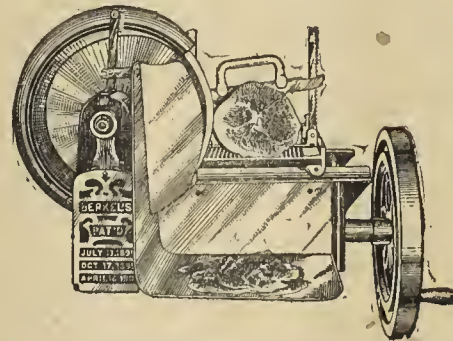
The first is "Don't handle sliced meats." Read this:

"We conduct a retail grocery business and before purchasing your machine we had no sliced meat business at all. Now we find that the sliced meat business is one of the principal items of sale."

"Also we find that it increases our meat profits inasmuch as customers are willing to pay more for meats of all kinds when put up in the clean sliced condition that your machine enables us to put them up in. It slices perfectly."

GRAY & SMITH, Waco, Texas.

See the profit the "Don't handle" man is missing?



The second objection sometimes brought up is "Don't sell enough to justify it." Now read this:

"My sales have increased both in boiled ham from one boiled ham a week to twenty or twenty-five and in dried beef the same proportion. The way the machine does its work sells the goods."

HARRY A. KRIDEL, Atlantic Highlands, N. J.

"The 'don't sell enough' man would speedily sell enough with an American Slicing Machine."

A postal will bring catalogue and particulars

American Slicing Machine Co.
54 Fifth Avenue, Chicago

of course in favor of a low market for Norway mackerel. When those really fine fish, the finest mackerel in the world, can be sold at a reasonable figure, there is no earthly reason why the trade should not buy very freely, and they will buy.

Both importers of Norway mackerel, as well as the fishermen in Norway, are watching this critical situation with the greatest of interest.

The sardine market does not show any change whatever. In France only a few large fish are caught here and there and they are made into $\frac{1}{2}$ boneless principally. This is the size which is least wanted here. What we want are dingley $\frac{1}{4}$ s, both with and without bones, and there are no suitable fish for those, and we are all anxiously waiting for the same. Exactly the same situation exists in Portugal. They have no small fish whatever and the market here being absolutely cleared, there is quite a scarcity of good Portuguese fish.

Sprats have been selling very well of late and stocks are very much depleted.

Norwegian sardines have sold more largely this year than ever before, owing to the scarcity of both Portuguese and French sardines, and owing to the low figures at which really fine Norway sardines are being offered to the trade now, they have become more popular every day and they promise to become more popular, because the Norwegian packers have agreed not to pack their sardines in anything but strictly pure olive oil. There may be a few packers putting up inferior brands who will use cotton or peanut oil for their Norwegian smoked sardines, but the trade in general is not likely to buy those sardines, which are put up in cotton or peanut oil, when they can buy the genuine Norwegian smoked sardines packed in the purest of olive oil just for a few cents more per case. The public is getting to look for the best goods more and more every day. The pure food law is doing a lot of good and conducting the public to demand pure stuff and the best stuff. The retailer will not reduce the price of his Norwegian sardines to his trade if he saves just 20 or 30 or even 40 cents per case on the purchase of his sardines, if he does take those which are packed in inferior oil. The difference is too small for him to trouble with. A retailer will prefer to buy the best goods, those which are packed in pure olive oil, and give to his trade the best goods that he can offer for the money. This is the right policy, as it will increase the trade, and this is the policy that the Norwegian packers are following in adopting the rule not to use anything but pure olive oil, and it is a good policy

and ought to be supported by the grocers of the United States. Let them buy only sardines which are put up in pure olive oil, thus encouraging the manufacturer to

put up good stuff and give to his trade the best that money can buy.

STROHMEYER & ARPE Co.
New York, N. Y.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

GET AFTER THE TEA SALES.

We put a commission of 3 cents a pound on 60 cent tea; 2 cents on 50 cent and 1 cent a pound on 37 cent teas for the next thirty days. Now then, get down to tea selling. Find out in a quiet way the kind of tea your outside tea buyers are using. Give each a sample in a printed envelope, which will be provided you, mark the name and price on the envelope and make a memo of this in the sample record tea book. Follow up the result. When a sale is subsequently made on account of the sample, mark the date and amount sold in the margin of this book. It is important that you should in every case find out the variety of tea your prospective customer uses.

PRESERVING GRAPES.

Thirty-pound baskets preserving grapes will be on sale early in the week, very likely Tuesday. The Concord variety is an ideal grape for jelly, grape jam and for making grape juice. Give our telephone operator a list of the names of those who have made inquiries about these, as well as the names of those whom you think would be interested. Price announced as soon as fruit arrives.

OTHER THINGS.

This also applies to quinces, yellow and green tomatoes, pickling onions, crab apples, etc. Make a note of the name of every one that inquires about these things, and those who have no phone will be advised through the mail. We are downright believers in the "follow-up system" that the big advertising men write so much about. We repeat, that a woman likes to feel that she is noticed in this way, not only

that, but it gives her the impression (which is a true impression) that we are in earnest and that we know our business.

KEEP POSTED ON GOODS.

Salesmen sometimes make bad breaks in their desire to make a sale. Don't guess at things. This firm is ever open to answer questions. One of you said Friday that the 40-50 prunes that we had on display were "new" prunes. Be careful of your description of canned fruit. Know when the peaches are in heavy syrup or light; know when they're whole or in halves or irregular. This knowing applies to all goods. There is practically no limit to the information that can be acquired in the study of the food business.

QUESTION BOX.

No. 4 asks, "Why is the tea marked Congou called English Breakfast?" We presume this class of China tea got the name of English Breakfast because at one time it was almost the only variety of tea used in that country. This may not be the case, but it looks reasonable.

No. 1 asks, "When a customer asks me which is the best stove polish, what one should I recommend?" Just say the one we sell the most of is such and such a make.

No. 7 asks, "Lots of my customers won't buy the American marmalade that you ask us to push. They say it isn't like the English. Why is the English better, please?" Well, maybe it isn't so much a question of quality as of originality. The English marmalade is made from bitter oranges, and when this taste is acquired the sweet marmalade taste flat and too preservative.

Spices.

The market is very active, with very fair trading in futures and a continued large demand for spot stocks. There is practically little to note in the price changes during the week.

Pepper.—Spot stocks, as well as futures, are steady. The demand is exceedingly good. We do not expect to see any change in the values during the month.

Cayennes exceedingly scarce, especially for prime bright stock.

Cloves are unchanged. All new arrivals are immediately taken up. Spot prices are therefore firm, and we can report no new crop news during the week.

Pimento (Allspice).—Very steady at present low record prices. We do not expect to see any material change in this spot in the near future.

Mace is very scarce and in very good demand.

Nutmegs are in fair demand at steady values.

Cassias.—Saigon scarce and good demand. Batavia steady. China also in fair demand at steady prices.

Gingers.—Demand good. Cochin as well as African are reported scarce. The stock of grades is exceedingly short this time.

Green Ginger Root.—The 1911 consignment of the year is now in. There is always some demand well into November.

Seeds.—All seeds, especially those for pickling needs, continue in good demand. Coriander is firm, but unchanged. Same may be said of Mustard, as well as Celery and Poppy.

MCCORMICK & CO., INC.
Baltimore, Md.

MARKET NOTES.

Florida grapefruit still rules at a low basis. There are lots coming in and the range is only \$2.50 to \$3. The demand is very light.

Almeria grapes are in very slow demand—some brisk cold weather is needed. The market for anything good ranges from \$4 to \$5.

Good Seckel pears are scarce. The best bring \$1.50 to \$1.75 and are wanted.

MANY GROCERS

Find it pays them to read "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—At once, prosperous country store west of Harrisburg, Pa. Address Box 96, Malaga, N. J. 17

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 17

FOR SALE.

FOR SALE.—In Reading, Pa., grocery store best residential part of city, doing fine cash business. This store has the most desirable residence connected of any grocery store in Reading. Must be seen to be appreciated. Stock at inventory. Store and dwelling, \$1,000. Address E, "Grocery World and General Merchant," Philadelphia. 19

FOR SALE.—Cold storage eggs in carload lots, also potatoes, apples, Lebanon hog, hog, corn on the ear, etc. D. K. Phillips, Shoemakersville, Pa. 19

FOR SALE.—Good paying general store business for sale. Good corner stand in the main street Pittston, Luzerne Co., Pa. Apply to Wm. Giles, Ulster, Bradford Co., Pa. 17

FOR SALE.—Bowser self-measuring oil tank; very cheap. Address Verling Harris, 6 Northern Liberty Market, Washington, D. C. 17

FOR SALE.—A Kitson Light for inside store use; 1,500 candle power; complete in every detail. Never been in use. Will sell cheap. Geo. P. Ogden, 203 Sinnickson St., New York, N. J. 19

FOR SALE.—A good farm and home located near Clayton, N. J. Farm is good soil and well fertilized and contains 34 acres. Within one mile of station. House contains 10 rooms and is in fine condition. Good barn and outhouses. Will sell reasonable. Call and see it. Alex. C. Pentland, Elmer, N. J. 18

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—J. E. American G. Collecting Agency, New York, N. Y. Send for a copy of "The Creditor's Journal"—it's free. 17

FOR SALE.—The large display printed letters that have made Philadelphia cutlery grocers and butchers successful and sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 Broad Street, Philadelphia. 17

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$1,000 without impairing business. Uses two teams. Net clear 10 per cent. Balance building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory. No. 401.—General store in Mifflin County, Pa. An extremely strong proposition. Size 100 feet. Business about \$4,000 per month, 10 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting out \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with

proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$250 weekly, two-thirds cash. Stock \$600. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$900.

No. 409.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Fullest investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,500-\$2,000. Could be reduced to \$1,200. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 413.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22 x 45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20, with back room 16 x 14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

No. 420.—North Philadelphia. Fine residence district. Groceries, meats and provisions. Store 20 x 50 feet. Does \$400 weekly, half cash, balance weekly and monthly. Stock about \$500. Clear, net profits, 10 per cent. No team delivery. Good dwelling connected. Owner going to Germany and will sell at inventory. Will take about \$900.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickens cause of selling.

No. 428.—In West Philadelphia. Grocery store, 17 x 40 feet. Does \$15,000 to \$17,000, two-thirds cash; balance all good trade. Stock \$800 to \$900. No team. Good dwelling. Actual net profits 17 per cent., as expenses are low. Real estate for sale or rent, as desired. Owner's wife don't like the business, which is the only reason for retiring. Will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

No. 436.—On Germantown Ave., Philadelphia. Grocery and provisions. Store 25 x 60 feet. Does \$30,000 yearly, half cash. Stock carried, \$10,000; but can be reduced one-half. Caters to fine, high class trade, used to paying high prices. Net profits, 20 per cent. Uses three horses and five wagons. Business solid, prosperous and very profitable, but owner wishes to retire. Real estate for sale or rent. Price, inventory.

No. 439.—In West Philadelphia. Groceries, meats and provisions. Store 20 x 30 feet. Does \$550 to \$600 per week, three-quarters cash, balance weekly credit. Stock, \$400. Net profits, 10 per cent. Good dwelling connected. Owner has other business and will sell fixtures at \$1,200, including \$375 cash register and team. Stock at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at

inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand. 406
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?
We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.
In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.
If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.
Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500, Keystone, Race 746.

SITUATION WANTED.

WANTED.—Position as salesman, manufacturer's preferred, to sell through jobbers, as I have been accustomed to selling through jobbers; have also sold direct. Twenty years' experience. Can furnish reference. Central Pennsylvania preferred, but am acquainted all over the State. Address P. O. Box 283, Harrisburg, Pa. 17

HELP WANTED.

WANTED.—Traveling men who call on the retail grocery trade. Write us for our side line. Exclusive territory and liberal commissions. Address F. H. Knipe, Reading, Penna. 18

PATENTS

obtained on inventions and designs. Trademarks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY
108 North Front Street, Philadelphia.

FLI-STIKON
THE FLY RIBBON
The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. October 26, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.40 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 8 hands, packed 3 in crate.....	.85 per bunch
Selected, 7 hands, packed 1 in crate.....	.80 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.15 per bunch
Selected, 8 hands.....	.75 per bunch
Selected, 7 hands .....	.60 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50 to \$5.00
Extra Fancy Messina, 360 size, per box.....	3.50 to 4.00
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	

FANCY FLORIDA ORANGES

Fancy Brights, 96 to box.....	\$2.25
Fancy Brights, 126 to box.....	2.50
Fancy Brights, 150-176 to box.....	2.75
Fancy Brights, 200-216 to box.....	2.75
Fancy Brights, 250-288 to box.....	2.50

Golden Russetts, 96 to box.....	\$2.00
Golden Russetts, 126 to box.....	2.50
Golden Russetts, 150-176 to box.....	2.50
Golden Russetts, 200-216 to box	2.50
Golden Russetts, 250-288 to box.....	2.40

CALIFORNIA LATE VALENCIA ORANGES.

Fancy quality, 96 to box.....	\$4.00
Fancy quality, 126 to box	4.50 to 5.50
Fancy quality, 150-176 to box	6.00
Fancy quality, 200-216 to box	5.50 to 6.00
Fancy quality, 250-288 to box.....	5.50

FANCY FLORIDA GRAPEFRUIT

Fancy Bright, 36 size.....	\$2.50
Fancy Bright, 46 size.....	3.00
Fancy Bright, 54 size.....	3.50
Fancy Bright, 64 size.....	3.50
Fancy Bright, 80 size.....	3.20
Fancy Bright, 90 size.....	2.70
Golden Russetts, 36 size.....	2.20
Golden Russetts, 46 size.....	2.70
Golden Russetts, 54 size.....	3.00
Golden Russetts, 64 size.....	3.20
Golden Russetts, 80 size.....	3.00
Golden Russetts, 90 size.....	2.50

NEW JERSEY SWEET POTATOES.

We are handling some of the finest sweet potatoes grown in New Jersey.

Orders filled at ruling prices on day of shipment.

Selling to-day \$2.50 for finest, \$1.75 for medium.

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCOTON, OHIO

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.		CANNED FISH.		CANNED FRUITS.		LAUNDRY SOAP.	
Packed in paper-lined fancy bags or paper-lined sugar barrels.		Per lb.		Per doz.		Bars. Box.	
A' Java	.26	Salmon—		Apples, 8s, 2 doz.	.80	Acorn	120 2.45
B' Java	.24	Clover Leaf, 1 lb., flat, 4 doz.	2.10	Blackberries, 2s, 2 doz.	.75	*Pearl White Floating	60 2.40
C' Java	.24	Clover Leaf, 1 lb., flat, 4 doz.	2.10	Blueberries, 2s, 2 doz.	.95	Ark	100 2.00
Java and Mocha Blend	.24	Sockeye, 1 lb., flat, 4 doz.	2.10	Cherries, 2s, 2 doz.	.80	Babbitt's	100 3.75
Java and Mocha Blend	.22	Seward, 1 lb., tall, 4 doz.	1.45	Gooseberries, 2s, 2 doz.	1.00	5 box lots freight paid, with 1½ box	
A' Mocha	.24	Jockey, 1 lb., tall, 4 doz.	1.50	Pie Peaches, 8s, 2 doz.	.90	"1776" or 100 cakes Best Soap free...	4.25
B' Mocha	.22	Buster Pink, 1 lb., tall, 4 doz.	1.00	Pears, 8s, 2 doz.	.95	10 box lots freight paid, with 3 boxes	
C' Mocha	.20	Arctic Belle, 1 lb., tall, 4 doz.	.95	Sliced Pineapples, 2s, 2 doz.	1.25	"1776" or 200 bars Best Soap free...	4.20
Guayra (Washed Caracas)	.18	Argo, 1 lb., tall, 4 doz.	1.50	Singapore Pineapples, 1½s, chunks, 4		Buffalo Oleine	60 2.40
A' Maracaibo	.18	Sockeye, ½ lb., flat, 4 doz.		doz.	1.25	Washday	120 2.00
B' Maracaibo	.17	Iceberg, 1 lb. tall, 4 doz.	1.45	Singapore Pineapples, 10c. chunks, 4 doz.		*Bee	100 3.90
A' Santos	.16	Hawkeye, ½ lb., flat, 4 doz.	1.00	in case	.95	*Big Schooner	100 3.75
B' Santos	.15	Lobsters—		Grated Pie Pineapples, James, 8s, 2 doz.	.90	*Fels-Naptha	100 4.00
C' Santos	.14	Gold Label, picnic size, 4 doz.		Raspberries, 2s, 2 doz.	.95	Hoefner's Tiger Borax	100 3.75
Seaberry Santos	.14	Beaver, 1 lb., flat, 4 doz.	1.50	Strawberries, 2s, 2 doz.	.95	*Fairy Oval	100 4.00
A' Rio	.12	Star, ½ lb., 8 doz. in case	1.50	Standard Peaches, Sunset 8s, 2 doz.	1.90	*S. A. Gambrill, Oleine	60 2.40
to 1 Rio	.11	Star, ½ lb., flat, 4 doz.	2.45	California Apricots, 2 doz.	1.90	*Globe Oleine	60 2.40
to 2 Rio	.09	Gold Label, ½ lb., flat, 8 doz.		California Cherries, 2 doz.	2.60	*Ivory, 6 oz.	100 4.00
to 3 Rio	.07	Beaver, ½ lb., flat, 8 doz.		California Peaches, 2½s, 2 doz.	2.35	*Ivory, 10 oz.	100 7.00
to 4 Rio	.05	Clams—		Wheeler Peaches, 8s, 2 doz.	1.25	*Kirkman's	100 3.85
to 5 Rio	.03	Gold Label Brand, 1 lb., tall, 4 doz.	1.10	Sliced California Peaches, 1s, 4 doz.		*Kirk's Oleine	60 2.25
to 6 Rio	.01	Herring Roe—				*Lenox	100 3.00
to 7 Rio	.01	Old Virginia 2s, 2 doz.	1.50			*Lifebuoy	50 2.00
to 8 Rio	.01	Mackerel—				*Fairbank's Tar	100 3.75
to 9 Rio	.01	Mackerel in sauce, oval				*Magic Cleaner	100 3.90
to 10 Rio	.01	Oysters—				*Octagon	100 3.90
to 11 Rio	.01	Standard, 5 oz., 2 doz.	.90			*Philadelphia Oleine	60 2.40
to 12 Rio	.01	Sardines, in Oil—	per case.			*P. & G. Oleine	72 3.00
to 13 Rio	.01	½ oil, 100				Premium	100 3.75
to 14 Rio	.01	Gold Label, ½ oil, 100 cans	6.50			*Santa Claus	100 3.15
to 15 Rio	.01	Standard, ½ oil, 100	3.50			*Star	100 3.00
to 16 Rio	.01	½ lb. oil, with key, 100	3.75			*Sunlight	100 4.00
to 17 Rio	.01	Epicurian, ½ oil, fancy cartons, 100 cans	4.50			*Sunshine	120 2.45
to 18 Rio	.01	Mustard Sardines—				Star Oleine	60 1.75
to 19 Rio	.01	Gold Label, 100 cans	6.50			*Sunny Monday	100 4.00
to 20 Rio	.01	Standard, 100 cans	3.65			*White Cloud	100 3.90
to 21 Rio	.01	Leon D'or Brand, 100 cans	4.50			*Wonder Worker	100 4.00
to 22 Rio	.01	Mustard Sardines—				Wonder Worker Chips	4 doz. 2.08
to 23 Rio	.01	Gold Label, 50 cans	4.50			Lion	100 3.90
to 24 Rio	.01	Mustard, 50 cans	2.95			*Snowberry	100 3.90
to 25 Rio	.01	Harbor Brand, 48 cans	3.75			Best Blue	80 3.40
to 26 Rio	.01	Imported Sardines—				*Hoefner's Ammonia	100 3.95
to 27 Rio	.01	½ Oil, Martell Brand, 100 cans	16.00			*P. & G. Naptha	100 3.85
to 28 Rio	.01	½ Oil, Marie Elizabeth, boneless, 100 cans				Duck	100 3.85
to 29 Rio	.01	½ Oil Imported				20 Mule Borax	100 1.95
to 30 Rio	.01	Martell, 100 cans	8.50			U. S. Mail	100 3.00
to 31 Rio	.01	North Cape, Smoked, 100 cans	8.50			Hustler	120 2.30
to 32 Rio	.01	Grisetta, with key, 100 cans	9.50			Brag	66 2.55
to 33 Rio	.01	King Oscar, 100 cans				Export Borax	100 3.80
to 34 Rio	.01					*5 box lots delivered.	
TEA.		CANNED VEGETABLES.		MOLASSES AND SYRUPS.		TOILET SOAP.	
Per lb.		Per doz.		Per gal.		Bars. Box.	
to 25 Gunpowder	.24	Baked Beans—		St. Clair, N. O.	.39	Flash, for the hands	100 cans 6.50
to 26 Gunpowder	.35	Pin Money, 3s, sauce, 2 doz.	1.50	Kingsland, N. O.	.30	Grand Pa's, small size	100 3.85
to 27 Gunpowder	.45	Pin Money, 2s, sauce, 2 doz.	1.15	Julian F. Bradshaw's Molasses, No. 44	.33	Grand Pa's, small size	50 1.95
to 28 English Breakfast	.20	Pin Money, 1s, sauce, 4 doz.	.85	Cheapside Molasses	.28	Grand Pa's, large size	50 3.25
to 29 English Breakfast	.33	Pin Money, 3s, plain, 2 doz.	1.45	Black Strap Molasses	.18	Sweet Maiden	1 doz. 40
to 30 English Breakfast	.40	Wagner's, 1s, tall, 4 doz.	.48	Gilt Edge Syrup	.32	Brown Windsor, Violet, Golf, Turk-	
to 31 Moyune Gunpowder	.33	Wagner's, 3s, plain, 2 doz.	1.03	Gold Medal	.32	ish Bath, Elder Flower, Dairy	
to 32 Moyune Gunpowder	.38	Wagner's, 3s, sauce, 2 doz.	1.08	King Syrup	.32	Queen and Rose	1 doz. 40
to 33 Moyune Gunpowder	.50	Excursion, 3s, sauce, 2 doz.	.85	Orange Brand Syrup	.33	Mottled Castile, 36 lb.	per lb. .08
to 34 Imperial	.33	Saratoga, 2s, 2 doz.	.60	No. 6 Amber Syrup	2.40	White Castile, 36 lb.	per lb. .10
to 35 Imperial	.35	Corn—		California Amber Drips, 2s cans, 2 doz.	1.90	Conti, imported Castile, 36 lb.	per lb. .13
to 36 Imperial	.50	Pin Money, Shoepeg, 2s, 2 doz.	.90	California Amber Drips, 2½s cans	2.20	Oat Meal	per doz. 40
to 37 Oolong	.28	Standard Shoepeg, 2s, 2 doz.	.85	California Amber Drips, 2½s cans	2.50	Glycerine	per doz. 40
to 38 Oolong	.35	Standard, 2s, 2 doz.	.75	California Amber Drips, ½ gal. cans, 1 doz.	2.20	Jap Rose	50 3.75
to 39 Oolong	.45	Belmont Cream, 2s, 2 doz.	.90	Calvert Brand Pure Porto Rico	.22	Sweetheart	50 1.90
to 40 Oolong	.55	Winorr Brand Kernelled Corn, 2 doz.	1.45			Lava	100 3.75
to 41 Oolong	.65	Peas—				Pearl	60 2.40
to 42 Oolong	.75	Foot & Co., extra sifted, 2 doz.	1.25				
to 43 Oolong	.85	Belle Brand, 2 doz.	.85				
to 44 Oolong	.95	Little Fellow, 2s, 2 doz.					
to 45 Oolong	1.05	Rob Roy, 2s, 2 doz.					
to 46 Oolong	1.15	Pin Money, petits pois, 2 doz.	1.50				
to 47 Oolong	1.25	Pin Money, standard early June, 2 doz.	.95				
to 48 Oolong	1.35	French, extra fins, 100 in case, per case	18.50				
to 49 Oolong	1.45	Pin Money Combination—					
to 50 Oolong	1.55	2s, 2 doz.	.85				
to 51 Oolong	1.65	Kidney Beans—					
to 52 Oolong	1.75	2s, 2 doz.	.75				
to 53 Oolong	1.85	Lima Beans—					
to 54 Oolong	1.95	Derby, soaked, 2s, 2 doz.	.80				
to 55 Oolong	2.05	Standard, 2s, 2 doz.	1.25				
to 56 Oolong	2.15	Little Darling, 2 doz.	1.30				
to 57 Oolong	2.25	Pumpkins—					
to 58 Oolong	2.35	3s, 2 doz.	.90				
to 59 Oolong	2.45	No. 10, ½ doz.	2.50				
to 60 Oolong	2.55	Fair Quality, 3s.	.85				
to 61 Oolong	2.65	2s, 2 doz.	.70				
to 62 Oolong	2.75	Pin Money Vegetables—					
to 63 Oolong	2.85	2s, 2 doz., 12 kinds in can	.85				
to 64 Oolong	2.95	Sweet Potatoes, 8s, 2 doz.	.95				
to 65 Oolong	3.05	1s Pulp, for soup	.48				
to 66 Oolong	3.15	Succotash—					
to 67 Oolong	3.25	2s, 2 doz.	.95				
to 68 Oolong	3.35	Tomatoes—					
to 69 Oolong	3.45	Pin Money, whole, 3s, 2 doz.	.95				
to 70 Oolong	3.55	Standard, 3s, 2 doz.	.90				
to 71 Oolong	3.65	No. 10, ½ doz.	2.50				
to 72 Oolong	3.75	Fair Quality, 3s.	.85				
to 73 Oolong	3.85	2s, 2 doz.	.70				
to 74 Oolong	3.95						
to 75 Oolong	4.05						
to 76 Oolong	4.15						
to 77 Oolong	4.25						
to 78 Oolong	4.35						
to 79 Oolong	4.45						
to 80 Oolong	4.55						
to 81 Oolong	4.65						
to 82 Oolong	4.75						
to 83 Oolong	4.85						
to 84 Oolong	4.95						
to 85 Oolong	5.05						
to 86 Oolong	5.15						
to 87 Oolong	5.25						
to 88 Oolong	5.35						
to 89 Oolong	5.45						
to 90 Oolong	5.55						
to 91 Oolong	5.65						
to 92 Oolong	5.75						
to 93 Oolong	5.85						

NEW YORK PRICE-LIST

Revised Weekly for the "Grocery World and General Merchant."

NOTE.—Prices are those prevailing on date of issue, and are for smallest wholesale quantities. Invariably F. O. B., New York.

—1—		—2—		—3—		—4—	
MOLASSES AND SYRUPS.		SPICES.		FRUITS.		NUTS.	
Porto Rico Molasses— Per gal.		Whole, bags or bbls— Per lb.		California.		Almonds—	
Fancy, bbls..... .42 @.45		Allspice..... .07		Apricots— Per doz.		Jordan, shelled, large, 28 lbs..... .48 @	
Choice, bbls..... .40		Cassia buds..... .35		Extra, 2½s..... 2.25		Valencia, 28 lbs.....	
Good, bbls..... .26 @.30		Cinnamon, mats..... .10		Standard, 2½s..... 1.75		Flot, shelled.....	
Fancy, qt. jars..... per doz. 1.20		Ceylon..... .23 @.27		Gals..... 5 25 @6.25		In shells—	
New Orleans Molasses—		Batavia..... .25 @.30		Cherries—		California, paper shell, 80 lbs.....	
Fancy Open Kettle..... .41 @.43		Saigon..... .75		Extra, white, 2½s..... 2.75		French Princess.....	
Prime..... .37		Zanzibar..... .17 @.20		Standard, white, 2½s..... 2.40		Tarragona, 120 lbs.....	
Good..... .35		Amboyne..... .25		Extra standard, gals..... 7.50 @9.25		Hard Shell, 100 lbs.....	
Ordinary..... .22		Penang..... .35 @.38		Bartlett Pears—		Brazil—	
Blended, fancy..... .36		African..... .08		Extra fancy, 2½s..... 3.25		New, large, 180 lbs.....	
" choice..... .33		Jamaica, bleached..... .21 @.22		" standard, 2½s..... 2.40		Filberts—	
" good..... .30		" unbleached..... .20 @.21		Standard, 2½s..... 2.00		Turkish.....	
2-lb. tins, 3 doz..... per case 2.90		Calcutta..... .08		Plums, Egg or Gage—		Sicily, 130 lbs.....	
Quarts, 2 doz..... " 2.90		Nutmegs, 75@80s..... .22 @.25		Extra fancy..... 2.75		Jumbo, Naples, 110 lbs.....	
Sugar Syrup—		105@110s..... .18 @.20		" standard, 2½s..... 2.00		Long, Naples, 110 lbs.....	
Pure, extra fancy..... .35 @.38		130@140s..... .10½ @.12		Standard, 2½s..... 1.75		Pecans—	
" choice..... .24		Black Pepper, Singapore..... .10½ @.12		Gals..... 5 25 @6.25		Polished, 80 lbs..... .11 @	
Blended, fancy..... .32		" shot..... .14		Cherries—		Louisiana, paper shell.....	
Choice..... .29		White Pepper, Singapore..... .15 @.17		Extra, white, 2½s..... 2.75		Walnuts—	
Vanilla Drops..... .29 @.30		" fancy..... .25 @.30		Standard, white, 2½s..... 2.40		Chili, 1907 crop.....	
2-lb. tins, 2 doz..... per case 1.95		Red Peppers..... .15		Extra standard, gals..... 7.50 @9.25		Grenoble, 220 lbs.....	
2½-lb. tins, 2 doz..... " 2.30		Pure Ground, highest grade, 6@10-lb. boxes—		L. C., extra fancy, 2½s..... 3 25		Marbots, 110 lbs.....	
3-lb. tins, 2 doz..... " 2.50		Allspice..... .15½		" " 2½s..... 2.75		Corn, 110 lbs.....	
5-lb. tins, 1 doz..... " 2.25		Cinnamon, extra..... .26½		Crawford, extra fancy, 2½s..... 2.75		Mixed Nuts—	
		Saigon..... .73½		" standard, 2½s..... 1.85		Strictly fancy, 25 lb. boxes.....	
		Cloves..... .26½		Pie, grated, gals..... 3.00		Extra choice, 25-lb. boxes..... .13 @	
		Ginger..... .14		Singapore, 1½s..... 1.15 @1.25		Choice, 125-lb. bags..... .11 @	
		Nutmeg..... .39½		Plums, egg, 3s.....			
		Black Pepper..... .18		Apples—			
		White Pepper..... .25		Gals..... 2.25			
		Cayenne Pepper..... .22½		Strawberries—			
		Paprika..... .41		Fancy, 2s..... 3.00			
		Mace, straight Penang..... .87½		Extra, 2s..... 1.85			
		Mustard..... .24½		Raspberries—			
		Pure Ground, ¼-lb. tins, case 2 doz.—		Red, fancy, 2s..... 2.75			
		Allspice..... .76		Standard, 2s..... 2.75			
		Cinnamon, China..... 1.10		Pineapples—			
		Saigon..... 2.50		Sliced or grated, 2s..... 2 25 @2.40			
		Cloves..... 1.10		" 1s..... 1.10 @1.20			
		Ginger, African..... .76		Pie, grated, gals..... 3.00			
		Jamaica..... 1.00		Singapore, 1½s..... 1.15 @1.25			
		Mace..... 2.92		Plums, egg, 3s.....			
		Mustard..... 1.05		Apples—			
		Nutmegs..... 1.50		Gals..... 2.25			
		Paprika..... 1.45		Strawberries—			
		Black Pepper..... .96		Fancy, 2s..... 3.00			
		Cayenne Pepper..... .98		Extra, 2s..... 1.85			
		White Pepper..... 1.56		Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
				" 1s..... 1.10 @1.20			
				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
				" 1s..... 1.10 @1.20			
				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
				" 1s..... 1.10 @1.20			
				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
				" 1s..... 1.10 @1.20			
				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
				" 1s..... 1.10 @1.20			
				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
				" 1s..... 1.10 @1.20			
				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
				" 1s..... 1.10 @1.20			
				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
				" 1s..... 1.10 @1.20			
				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
				" 1s..... 1.10 @1.20			
				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
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				Plums, egg, 3s.....			
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				Strawberries—			
				Fancy, 2s..... 3.00			
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				Raspberries—			
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				Pineapples—			
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				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
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				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
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				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
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				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2s..... 2.75			
				Standard, 2s..... 2.75			
				Pineapples—			
				Sliced or grated, 2s..... 2 25 @2.40			
				" 1s..... 1.10 @1.20			
				Pie, grated, gals..... 3.00			
				Singapore, 1½s..... 1.15 @1.25			
				Plums, egg, 3s.....			
				Apples—			
				Gals..... 2.25			
				Strawberries—			
				Fancy, 2s..... 3.00			
				Extra, 2s..... 1.85			
				Raspberries—			
				Red, fancy, 2			

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY. Standard Weights per Bushel.	
	Column.		Column.		Column.		
\$s	16	Butter	6			Marrow Beans.....	60 lbs.
		Canned Tomatoes.....	7			Medium Beans.....	60 "
		California Canned Fruit.....	8			Pea Beans.....	60 "
		Provisions.....	24			Red Kidney Beans.....	58 "
		Dressed Sheep.....	25			Hominy.....	56 "
		Live Poultry.....	25			Pease.....	60 "
		Dressed Poultry	25			Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

-1-

SUGAR.

infectioners' Lozenge, XXXX..... 5.20

" Powdered..... 5.10

" Crown A..... 5.50

" Crystal A..... 5.15

" Coarse Granulated..... 5.40

10 Tablets..... 6.45

ystal Dominoes..... 7.47½

it Loaf..... 5.93½

stent Cubes..... 5.25

owered..... 5.10

tra Fine Granulated..... 5.00

arse Granulated..... 5.00

anulated..... 5.00

ne Granulated..... 5.00

" in 50-lb. bags packed 2 in 100-lb. bag..... 5.05

" in 25-lb. bags packed 4 in 100-lb. bag..... 5.05

" in 10-lb. bags packed 10 in 100-lb. bag..... 5.15

" in 5-lb. bags packed in bbls.... 5.20

" in 5-lb. bags packed in 100-lb. bags..... 5.20

" in 2-lb. bags packed in bbls.... 5.30

" in 2-lb. bags packed in 100-lb. bags..... 5.30

" in 2-lb. cartons in cases..... 5.20

" in 2-lb. paper packages in cases..... 5.20

infectioners' A..... 4.85

—Keystone A..... 4.80

—American A..... 4.75

—Centennial A..... 4.70

—California A..... 4.65

—Franklin B..... 4.60

—Keystone B..... 4.55

—American B..... 4.50

—Centennial B..... 4.45

—California B..... 4.40

—Franklin Extra C..... 4.35

—Keystone Extra C..... 4.30

—American Extra C..... 4.25

—Centennial Extra C..... 4.20

—California Extra C..... 4.20

—Franklin C..... 4.20

—Keystone C..... 4.20

TEA.

pan—Basket-fired..... 20 @ 35

pan—Pan-fired—Common to fair..... 20 @ 23

Fine..... 24 @ 28

Choice..... 30 @ 38

ORMOSA—Superior to Fine..... 18 @ 20

Choice to Extra..... 22 @ 35

Choice..... 40 @ 50

oochow—Common, cargo..... 14 @ 16

Good, medium..... 17 @ 22

Superior..... 23 @ 28

Fine..... 30 @ 35

Choice..... 40 @ 40

PER LB.

20 @ 35

20 @ 23

24 @ 28

30 @ 38

18 @ 20

22 @ 35

40 @ 50

14 @ 16

17 @ 22

23 @ 28

30 @ 35

40 @ 40

-2-

GUNPOWDER—Choice to Extra..... 29 @ 35

Cholcest..... 40 @ 45

MOYUNE—Good..... 27 @ 30

Fine..... 37 @ 40

Choice..... 45 @ 50

Choice..... 40 @ 55

IMPERIAL—Superior to fine..... 15 @ 20

Choice to Extra..... 22 @ 25

Choice..... 30 @ 35

YOUNG HYSON—Superior to fine..... 15 @ 20

Choice to Extra..... 28 @ 30

Cholcest..... 35 @ 40

INDIA—Common to Fine..... 18 @ 38

CEYLON—Common to Fine..... 18 @ 40

ENGLISH BREAKFAST—Fair to Good..... 14 @ 27

Choice to Extra..... 18 @ 28

Cholcest..... 30 @ 40

PACKAGE TEAS.

Lipton's Teas—

Per lb.

In ½ & lb.

In ¼ lb.

Ceylon and India, No. 1..... .45 .47

Ceylon and India, No. 2..... .40 .42

Ceylon and India, No. 3..... .35 .37

Black and Green, No. 1..... .45

Black and Green, No. 2..... .40

English Breakfast, No. 1..... .45

English Breakfast, No. 2..... .40

Formosa Oolong, No. 1..... .45

Formosa Oolong, No. 2..... .40

Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00

Tetley's Tea—

Per lb.

½ lb. or ¼ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon..... .45

No. 1, Buff Label, India and Ceylon..... .60

Ex. Gold, India and Ceylon..... .75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

India and Ceylon, Sun-Flower..... .50

Mixed (Green and Black), Sun-Flower..... .50

Formosa and Oolong, Sun-Flower..... .50

Sun-Flower, roc. sample size, 36 in carton, all three grades.....per doz. .90

Caricol Blend, Martindale & Co. :—

Per lb.

5-lb. Silver Sacks..... .22

1-lb. Silver Sacks..... .22½

½-lb. Silver Sacks..... .23

¼-lb. Silver Sacks..... .23½

⅛-lb. Silver Sacks..... .25

Spring Garden Tea—

per lb. net

100 lb. barrels..... .18

5 lb. silver bags..... " " .19

1 lb. silver bags..... " " .19½

½ lb. silver bags..... " " .20

¼ lb. silver bags..... " " .21

Packed in cases containing 100 pounds.

-3-

McCormick & Co., Banquet brand, Ceylon, Blended, etc.— Per lb.

1-lb. canisters, 8-lb. boxes..... .45

½-lb. " 12-lb. "45

¼-lb. " 10-lb. "45

Trial " 10-lb. "50

McCormick & Co., Bee brand— Per lb.

1-lb. lithographed cans, 20-lb. boxes..... .53

½-lb. " 10-lb. "55

¼-lb. " 10 and 20-lb. bxs.57

Travellers pocket canister, 4 doz....per doz. .80

AMMONIA.

Per doz.

Purple Ribbon, 16 oz., 2 doz. boxes..... .90

Purple Ribbon, quarts, 1 doz. boxes..... 1.50

Purple Ribbon, ½ gals. ½ doz. boxes..... 2.70

Colburn's Mayflower, 16 oz., 2 doz. boxes.... .75

Colburn's Autumn, hotel size, 1 doz. boxes.... .90

Violet, pints, 2 doz..... .90

AXLE GREASE.

Frazer's, 15 lb. palls..... .80

Frazer's, boxes, ¼ gross.....per gross 9.25

Mica, ¼ gross.....per gross 8.40

Peerless, ¼ gross.....per gross 4.50

Paragon, ¼ gross.....per gross 5.50

BAKING POWDER.

Sea Foam Baking Powder—

¼ lb., 4 doz. in case..... .95

½ lb., 2 doz. in case..... 1.70

1 lb., 1 doz. in case..... 3.40

Davis' O. K., ¼-lb., 4 doz.....per doz. .45

Davis' O. K., ½-lb., 3 doz.....per doz. .90

Davis' O. K., 1-lb., 2 doz.....per doz. 1.65

Davis' O. K., 5-lb., ½ doz.....per doz. 7.20

Cleveland's, 10-c. size, 4 doz.....per doz. .84

Cleveland's, ¼-lb., 4 doz.....per doz. 1.23

Cleveland's, ½-lb., 2 doz.....per doz. 2.28

Leslie's, ¼-lb. cans, 1 or 2 doz. cartons, 4 doz. cases..... .45

Leslie's, ½-lb. cans, 2 doz. cases..... .90

Leslie's 1-lb. cans, 1 doz. cases..... 1.65

Leslie's, 5-lb. cans, 6 cans in case.....per lb. .12

Sea Gull, 6 oz., glass, 4 doz..... .45

Parrot and Monkey, 4 doz..... .45

Rumford's Yeast Powder :—

4 oz. glass, 2 doz..... .82½

6 oz. glass, 2 doz..... 1.07½

6 oz. glass, 4 doz..... 1.04

6 oz. glass, 6 doz..... 1.03

6 oz., 1 gross, in bbl.....per gross, 12.25

-4-

Rumford Baking Powder :—

5c.-tins, 4 doz.....per doz. .45

10c.-can, 2 doz. in box.....per doz. .90

½-lb. cans, 2 doz in case.....per doz. 1.25

1-lb. cans, 1 doz. in case.....per doz. 2.50

Royal, roc. size, 4 doz..... .86

" ½ lb., 4 doz..... 1.30

" ½ " 2 " 2.40

" 1 " 1 " 4.65

BLACKING—Shoe.

Shinola.....per doz. .75

Shinola, ½ gross in box.....per gross 8.50

Blackola, 1 doz., 10 cent size.....per gross .60

Blackola, 3 doz., 10 cent size.....per gross 6.90

Blackola, 3 doz., 5 cent size.....per gross 4.25

Mason's No. 1, ½ gross..... 2.22

" " 3, " 2.60

" " 3, " 2.85

" " 4, " 4.55

" " 5, " 7.50

T. M. French.....per doz. 1.00

SHOE DRESSING.

Mason's..... .78

Acme, 1 doz..... 1.15

Bixby's Royal Polish, 1 doz..... .78

Bixby Jet Oil Polish..... .80

Brown's Shoe Dressing, 1 doz..... .80

Brown's, Army and Navy, 1 doz..... .80

Boyer's French Dressing..... .65

" Oil Polish..... .75

Admiral Russet Combination..... .70

Admiral Shoe Dressing..... .70

Whittemore Bros. & Co. :—

Gilt Edge Polish, black..... 2.00

Boston Waterproof, black..... 2.00

Boston Jr. Waterproof, black, 10-cent size... .85

Elite Combination, Baby, black..... .85

Elite Combination, large, black..... 2.00

Superb Patent Leather Paste, large..... .75

Champion, black, friction polish..... 2.00

Champion Jr., black, friction polish..... .83

French Gloss, black, self-polishing..... .75

Royal Gloss, black, self-polishing..... .75

Dandy Combination, russet..... 2.00

Star Combination, russet..... .75

Dandy Russet Paste, large..... .75

Bossola Waterproof Paste Polish, large..... .75

Bossola Waterproof Paste Polish, small..... .75

Quick White, cleans dirty canvas shoes..... .85

Quick White, cleans dirty canvas shoes..... 2.00

Oil Paste black, never dries up, large tins... .75

-5-

GREEN COFFEE.

	Per lb.
Rio, Golden, fancy.....	.09 @.09 1/2
" prime.....	@.08
" choice.....	@.07 1/2
Santos, Peaberry, extra fancy.....	.10 @.10 1/2
" fancy.....	@.09 1/2
" choice.....	@.12 1/2
Maracaibo, strictly fancy, mild.....	.12 @.11 1/2
" choice.....	@.14 1/2
Washed Caracas, fancy.....	.14 @.11 1/4
Laguayra, fancy.....	.20 1/2 @.21
Java, extra fancy Old Government.....	@.20
" extra fancy.....	@.19 1/2
" fancy.....	@.19
Mocha, 1/8 and 1/4 bales, genuine, finest.....	@.10 3/4
" Seed, Santos, fancy.....	@.10 3/4
" " choice.....	@.10 3/4

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@.12
" Prime.....	@.10
" Choice.....	@.08 1/2
" No. 2, bags about 50 lbs.....	@.16
Santos, Peaberry, extra fancy.....	@.13
" extra fancy.....	@.12 1/2
" fancy.....	@.12
" choice.....	@.14
Laguayra, fancy.....	@.14 1/2
Maracaibo, choice.....	@.15
" fancy.....	@.15 1/2
" extra fancy.....	@.25 1/2
Java, extra fancy Old Government.....	@.24 1/2
" fancy.....	@.23 1/2
Mocha, finest.....	@.22
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
" " 2.....	.20
" " 3.....	.17
" " 4.....	.14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.	
New York Card Price.	100-lb. Cases. 60-lb. Cases.
Ariosa.....	15 1/4 15 3/8
Arbuckle's Seven Day.....	10 1/4 10 3/8
Lion.....	13 3/8 13 3/4

B. Fischer & Co.—	
Hotel Astor Coffee, 1-lb. tins.....	.26
Thos. Martindale & Co.—	
Saludo, lbs.....	.20
" 50-lb. tins.....	.19
" barrels.....	.18
Viv, lbs.....	.16
" 50-lb. tins.....	.15
" barrels.....	.14
Ground or pulverized without extra charge.	
Lipton's—	
Special.....	.26
Perfection.....	.20
Packed in 30 and 60-lb. cases.	
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans.....	.29
" 48 1-lb. cans.....	.29 1/2
Trinidad, 60 or 100 1-lb. cartons.....	.26
"G-A" Blend, 20 3-lb. cans.....	.24
La Cruzada, 60 or 100 1-lb. cartons.....	.21 1/2
Iowa, 60 or 100 1 and 2-lb. cartons.....	.18 1/2
Tumbala, 60 or 100 1-lb. cartons.....	.16 1/2
Quezal (after-dinner), 12, 24 or 48 1/2-lb. cans per 1/2 lb.....	.35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr"—	
50 tins in box.....	per box 3.90
12 in tins box.....	per carton .95
2-lb. tins.....	per doz. 5.75
George Floto's Sons—	
Coffee Essence, 1/2-gross improved cans.....	per gross 2.25
" 1/2-gross cans, tin ends.....	2.70
" 1/2-gross cans, all tin.....	2.85
Vienna Coffee Essence, Manilla, 1/2 gross.....	2.25
Package Chicory, 65-lb. cases.....	per lb. .04 1/2
Hummel's Essence, tin can, 1/2 gross, per gross.....	2.85
" tin ends.....	2.70
" improved.....	2.15
Chicory, Selig's 65's.....	.05 3/4
" English, ground, bags about 160 lbs.....	.05 1/4
" Franck's, stick, 65 lbs.....	.06 3/8
" Muller's, Columbus brand, 5 sticks to lb., 65 lbs.....	.04 3/8

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

-6-

BLUING—Dry.

Duck, kegs, 12 1/2 lbs.....	4.75
" kegs, 6 1/2 lbs.....	2.65
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
" kegs, 12 1/2 lbs.....	2.65
" kegs, 6 1/2 lbs.....	1.50
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85
BLUING—Liquid.	
Barlow's, small, 2 doz.....	Per gross 2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Bali Blue, No. 1, 3 doz.....	2.60
" No. 2, 3 doz.....	4.80
Reckitt's, 5c. and 10c. asst., 8 lbs.....	Per lb. .30

BLUING—Liquid.

Boyer's Bengal, No. 8, 1/4 gross.....	Per gross 3.85
Army and Navy, No. 8, 3 doz.....	5.10
Crystal, No. 2, 3 doz.....	3.00
Jack Rose, No. 14, 3 doz.....	5.00
Troy, No. 32, blis., 6 doz. barrel.....	5.50
French Laundry, large, 1/2 gross in barrel.....	2.45

BUTTER.

Tub Butter—	Per lb.
Creamery, extra, 60-lb. tubs.....	.29
" first, ".....	.28
" second, ".....	.27
" third, ".....	.26
" imitation, 30-60 lbs.....	.25
" 5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.30
Ladies, 30-60 lbs., bakers' use.....	.21
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.....	.33
B. B., E. D. brands, 20-50-lb. boxes.....	.32
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.31
Sheaf ("400") Elgin, 20-50-lb. boxes.....	.30
Sheaf.....	.27-30
Milken Farm, lbs. and 1/2 lbs.....	.34
Gurnee, lbs. and 1/2 lbs.....	.32
Belle Spring.....	.30

CANDLES.

P. & G., 8's, 30 lbs.....	Per lb. .10 1/2
" 16's, 30 lbs.....	.11 1/2
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.08 3/4
Searchlight, hotel, 16's, 30 lbs.....	.09 1/4
Pearless, hotel, 16's, 30 lbs.....	.10 1/4
Bright Light, 16's, 30 lbs.....	per box 2.00
Werk's, 8's, 30 lbs.....	.11
" 16's, 30 lbs.....	.12

JARS AND JAR RUBBERS.

Glass Jars.	Gross
Pints.....	4.15
Quarts.....	4.45
Half-gallons.....	
Jelly Tumblers—	
Barrels, 22 doz.....	per doz. .17
(No charge for barrels.)	
Jar Tops—	
1/2 gross, no rubbers.....	per gross 1.60
Jar Rubbers—	
Lip, wide.....	per gross .85
Acme, wide, 1 doz. cartons, 5 gross box.....	per gross .45
" medium, 1 doz. cartons.....	per gross .40
Reliable, white rubber, wide.....	.26
" medium.....	.26
Black, medium.....	per lb. .25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....	per doz. .25
" Sage.....	.25
" Thyme.....	.25
" Savory.....	.25
Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, 1/2 doz. Thyme, 1/2 doz. Savory.....	per case 1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savory—	
1/8-lb. cartons, 1 doz.....	per doz. .40
1/4-lb. ".....	.75
1/2-lb. ".....	1.25
1/4-lb. screw cap bottles, 2 doz.....	.90
1/4-lb. square cans, 2 doz.....	.85

-7-

CANNED GOODS.

	Per doz.
Tomatoes—	
Mrs. Hancock's, trying.....	1.20
DuBois', trying.....	1.15
Jersey King, No. 3, standard Jersey.....	.92 1/2
" 5-case lots.....	.90
Silver Lake, fancy Jersey.....	1.00
" Jersey, No. 3.....	1.00
Peerless, extra fancy, No. 3.....	.97 1/2
Plantation, No. 10, standard, 1/2 doz.....	2.30
Silver Lake, No. 10, 1 doz.....	2.60
Golden Rule, off standard.....	.77 1/2
Alta, No. 2, good.....	.60
Favorite, No. 10, 1 doz.....	2.40
Brandywine Hill, extra fancy.....	1.05
Bull Dog, extra standard 2s.....	1.25
Mrs. Lippincott's, Frying.....	1.25
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake, fancy Jersey.....	1.00
Early Autumn, No. 2.....	.92 1/2
Oxford, Maine packed.....	.87
String Beans—	
Extra fancy.....	1.50
Boyer's, 2s.....	.57 1/2
Acorn, 3s.....	.85
" No. 2.....	.57 1/2
Safe, No. 2.....	.50
White Wax Beans—	
Boyer's, No. 2.....	.60
Acorn, No. 2.....	.57 1/2
Brandywine Hills, No. 2.....	1.10
Winsom, N. Y., No. 10, 1 doz.....	3.60
Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
" No. 3, tomato sauce.....	1.55
Campbell's No. 2, plain.....	.87 1/2
" No. 2, sauce.....	.90
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37 1/2
Van Camp's, No. 1, sauce, 4 doz.....	.87 1/2
" No. 2, sauce, 2 doz.....	1.32 1/2
Moore & Brady, No. 3, plain.....	.85
" No. 3, sauce.....	.90
" No. 1, picnic size, plain.....	.42 1/2
" No. 1, picnic size, sauce.....	.47 1/2
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97 1/2
" No. 3, tomato sauce.....	1.05
" Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 2, sauce.....	.95
" No. 2, plain.....	.90
Snider's, tomato sauce, No. 3, 2 doz.....	1.70
" " No. 2, 3 doz.....	1.32 1/2
" " No. 1, 4 doz.....	.85
Sunnyside, sauce, No. 3, 2 doz.....	.87 1/2
" plain, No. 3, 3 doz.....	.87 1/2
" sauce, No. 1, 4 doz.....	.47 1/2
Red Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77 1/2
Red Jacket.....	.85
Martin Wagner's, No. 2, 2 doz.....	.72 1/2
Corn—	
Paris, fancy Maine.....	1.00
American Beauty, extra fancy, Shoe Peg.....	.85
Cream of Susquehanna.....	.95
Baker's, G. W., whole grain.....	.75
Shoe Peg, Susquehanna, No. 2.....	.85
" Osborn's.....	.77 1/2
Mark, crushed.....	.70
Rex, No. 2, fancy, whole grain.....	.67 1/2
Vanity, No. 2, whole grain.....	.65
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
" fine, 100 cans.....	11.75
" medium, 100 cans.....	10.25
Boyer's, Midgets.....	1.55
" Extra Sifted.....	1.25
" Sifted.....	1.10
" Early June.....	.95
Jumbo June.....	.90
B. B. F., Early June.....	1.00
Hermit brand, No. 2, soaked.....	.52 1/2
Lotus, Sweet Wrinkle.....	1.22 1/2
Brandywine Hills, extra fancy.....	1.05
Kent County, Sifted.....	.87 1/2
Our Favorite, No. 2.....	.87 1/2
Plantation Standard, Early June, No. 2.....	.82 1/2
Pride of Delaware Standard, No. 2.....	.77 1/2
Wyoming, extra fine, June, No. 2.....	1.25
Beets—	
Red Belle, N. Y., No. 3.....	1.05
Silver Lake, fancy, No. 3.....	.95
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.12 1/2
Poland, No. 2, fancy Maine.....	1.05
Brandywine Hills, extra fancy.....	1.05
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	.95
Farren's, No. 3.....	1.05
" No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Pumpkin—	
Silver Lake, No. 3.....	.72 1/2
Catawba brand, extra fancy, N. Y. State, No. 3.....	.87 1/2
Andrews & Co., No. 2.....	.42 1/2
Silver Lake, No. 10, 1 doz.....	2.35
Asparagus—	
Del Monte Mammoths.....	3.75
Oak, large.....	3.20
Superior, large, No. 2 1/2.....	3.25
Staple, medium, No. 2 1/2.....	3.00
Swan, medium, No. 2 1/2.....	2.90
Del Monte Tips, No. 1 1/2.....	2.60
Extra Tips, No. 1 1/2.....	2.55
El Rio, medium, No. 2 1/2, 2 doz.....	2.80

-8-

California Canned Fruit.

	Per doz.
Apricots—	
Extra quality.....	3.4
Extra standard.....	2.0
Standard.....	1.5
Pears—	
Bartlett, extra quality, 2 1/2s.....	2.2
" extra standard, 2 1/2s.....	2.0
" standard, 2 1/2s.....	1.7
Cherries—	
Extra quality, 2 1/2s.....	2.5
Extra standard, 2 1/2s.....	2.3
Standard, 2 1/2s.....	2.2
Peaches—	
Goddess, No. 2 1/2, ex. standard, lemon cling.....	2.0
Tioga, No. 2 1/2, extra standard, lemon cling.....	1.8
Agate, No. 2 1/2, standard, lemon cling.....	1.7
Lake View, No. 2 1/2, yellow, free.....	1.7
Oak, sliced, lemon cling, No. 1, 4 doz.....	1.2
Columbus, No. 2 1/2, pie, peeled, yellow, free.....	1.4
" No. 2 1/2, pie, peeled, lemon, cling.....	1.3
Plums	
Egg, extra standard.....	1.2
Green Gage, extra standard.....	1.2
Egg, standard.....	1.1
Gage, standard.....	1.1

Domestic Canned Fruit.

Apples	
Wayne Co., No. 10, 1 doz.....	2.7
Booth's, oval, No. 3.....	.7
Blackberries—	
Farren's, extra preserved, No. 2.....	1.3
Silver Lake, syrup, No. 2.....	1.2
Nigger Head, No. 2.....	1.0
Spring Garden, No. 2.....	.9
Blueberries—	
Loggies, No. 2.....	1.4
" No. 10.....	6.0
Cherries—	
Boyer's, No. 2, white, extra.....	1.4
Flour City, white, No. 2.....	1.2
Peaches—	
Maryland Leader, yellow, No. 3.....	1.1
" white.....	1.0
P. & B., yellow, No. 3.....	1.1
Pears—	
Silver Lake, No. 3.....	1.1
Fowling Creek, good, No. 3.....	1.1
Ayres Good, No. 3.....	1.1
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.3
Pride of Rochester, fancy, preserved, No. 2.....	
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	.8
Silver Lake, No. 10, 1 doz.....	2.2
Strawberries—	
Anchor, No. 2.....	.9
Jumbo, No. 1, 4 doz.....	1.0
Silver Lake, No. 2.....	1.4
Defence, No. 2.....	1.8
Pineapple—	
Acorn, E. & C., No. 2.....	1.9
General, E. & C., sliced, No. 2.....	1.8
Indian River, E. & C., No. 2.....	1.6
Terrapin, E. & C., sliced, No. 2.....	1.6
Orange Grove, E. & C., No. 2.....	1.3
Singapore Chunks, No. 1 1/2, 4 doz.....	1.0
Wallace, E. & C., sliced, No. 2.....	1.3
Singapore, cubes, No. 1 1/2, 4 doz.....	1.0
Wagner's, No. 1, cocktail, 2 doz.....	.9
P. & B., grated, No. 3.....	.8
James, No. 3, pie, grated.....	.8
Singapore, cubes, No. 1, 4 doz.....	.6
The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved—	
Chop Tan Hin, 1/8 lb., cubes.....	.75
" 1/8 lb., sliced.....	.7
" 1 1/2 lb., cubes.....	1.0
" 1 1/2 lb., chunks.....	1.1
" 1 1/2 lb., spiral sliced.....	1.1
" 1 1/2 lb., smooth sliced.....	1.2

Canned Crabs, Clams, Lobster Shrimps, Mackerel, Kipperd Herring and Oysters.

	Per doz.
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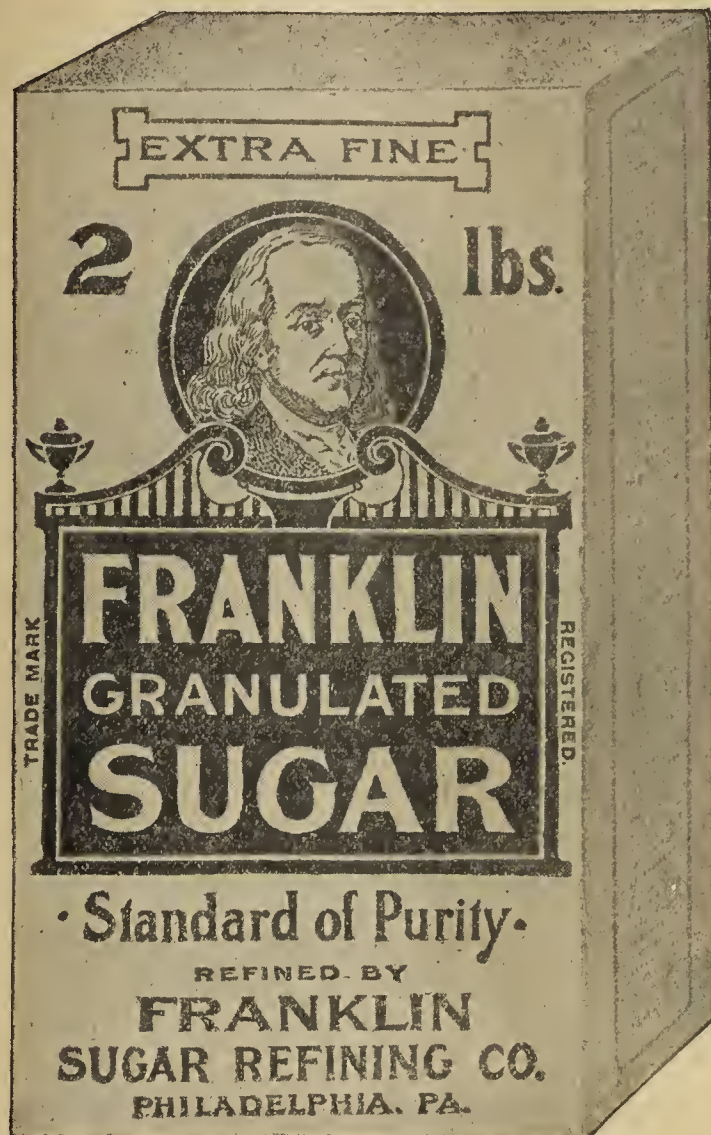
H-O

is the tried and true favorite oats of thousands of people. The grocer who takes care to supply H-O to his customers is humoring **their wishes** and not giving them the trouble to go **elsewhere** for something they **want**.

They **will go**, too! They want Hornby's Oatmeal.

The H-O Company

BUFFALO, NEW YORK



The Good the Cartons will do Your Store

Franklin Carton Sugar on the shelves will make any grocery store better from all standpoints.

Better because carton sugar is the modern, up-to-date way of selling sugar.

Better because they furnish a much cleaner and less laborious way of selling sugar.

Better because neat cartons always make a handsomer store than barrels.

Better because the proprietor will make a better profit and thereby be more prosperous, than if he sold bulk sugar.

One thing more to remember night and day—you *can't* give overweight with **Franklin Carton Sugar**.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

THOMAS P. LEE & SON'S STORE
2521 Columbia Ave., Philadelphia, Pa.



Here is a store carrying an enormous stock, yet two-thirds of its floor space is empty. It is a science to fix a store like this—you can accommodate twice as many people, work faster, and as everything is in its place and under cover you don't lose by dirt, vermin and tasters. We can fix **your** store this way.

MILLER & ENGLAND

No order too big, none too small, to be given our prompt and best attention.

7012-14-16-18 Woodland Ave.

PHILADELPHIA, PA.

We are manufacturers of grocers' fixtures of every description. Write for our catalogue.

Table with 2 columns: Item Name and Price. Includes Salmon, Gibraltar, Sockeye, Hapgood's, Porter's Best, Humes, Karluk, Horseshoe, Sweet Clover, White Raven, Chef, red, Terrapin, pink.

SARDINES—Imported. Table with 2 columns: Item Name and Price. Includes Chancellerie, La Champagne, Tricolore, Martels, Morel.

Domestic. Table with 2 columns: Item Name and Price. Includes Mustard, Irma, Raven, Gold Label, Gold Label, Swift & Co., Oil, Gold Label, Irma, Continental, Owl, Swift & Co., Skipper Sardines.

CANNED MEATS. Table with 2 columns: Item Name and Price. Includes Corned Beef, Armour's, Fairbank's, Libby's, Beechnut, Chipped Beef, Libby's, Beechnut.

Sliced Smoked Beef. Table with 2 columns: Item Name and Price. Includes Armour's Veribest, Acme, Beechnut.

Sliced Bacon. Table with 2 columns: Item Name and Price. Includes Armour's Veribest, Beechnut, Acme.

Roast Beef. Table with 2 columns: Item Name and Price. Includes Armour's Veribest, Fairbank's, Libby's, Kingan's.

Lunch Tongue. Table with 2 columns: Item Name and Price. Includes Armour's Veribest, Fairbank's, Libby's.

Whole Ox Tongue. Table with 2 columns: Item Name and Price. Includes Armour's Veribest, Fairbank's, Libby's.

Potted or Deviled Meats. Table with 2 columns: Item Name and Price. Includes Armour's Veribest, Libby's, R. & R.

Potted Chicken or Turkey. Table with 2 columns: Item Name and Price. Includes Armour's Veribest, Libby's, R. & R.

Sausage. Table with 2 columns: Item Name and Price. Includes Armour's Veribest, Luncheon.

Boned Meats. Table with 2 columns: Item Name and Price. Includes Curtice Brothers, Turkey, Whole Rolled Ox Tongue.

Deviled Meats. Table with 2 columns: Item Name and Price. Includes Curtice Brothers, Ham, Tongue, Chicken, Turkey.

Potted Meats. Table with 2 columns: Item Name and Price. Includes Curtice Brothers, Ham, Tongue, Chicken, Turkey.

Soups. Table with 2 columns: Item Name and Price. Includes Schimmel's, Campbell's, Curtice Brothers.

CANDIES AND CONFECTIONERY. Table with 2 columns: Item Name and Price. Includes Croft & Allen Co., Cream Jelly Mixtures, Elcroft Mixtures, Nobby Mixtures, Cadella Mixtures, Fine French Mixtures, French Creams, American Mixtures, Variety Cut Drops, Darling Mints, Golden Drip Bar, Sour Balls, Panchella Cream Chocolate, I X L Assorted Chocolate, King B Assorted Chocolate, No. 1 Fine Assorted Chocolate, Nonpareil Drops, Chocolate-covered Caramels.

Table with 2 columns: Item Name and Price. Includes Dairy Chocolate Chips, Chocolate Mints, Honey B Comb, Cream Coconut Balls, Cream Peppermint, Cream Wintergreen, Wellington Caramels, Frozen Milk Caramels, Soft Jelly Gum Drops, Superfine Gum Drops, Jelly Beans, Wintergreen Lozenges, Mint Lozenges, Assorted Lozenges, Conversation Lozenges, C. & A. Crown Stick, Panchella Chocolate, Rock Candy, Penny goods.

CATSUP. Table with 2 columns: Item Name and Price. Includes Beefsteak Catsup, P. P. Co., spiced, Waldorf, medium, Campbell's, No. 8, 2 doz., No. 8, Tobasco, Snider's, No. 16, 2 doz., No. 8, 1 doz.

KETCHUP. Table with 2 columns: Item Name and Price. Includes Curtice's "Blue Label" Tomato Ketchup, Small, 25 bottles in case, Medium, 25 bottles in case, Large, 12 bottles in case.

CHOCOLATE AND COCOA. Table with 2 columns: Item Name and Price. Includes Walter Baker & Co's, Premium, 1/2s, 12 to 25 lbs., Premium, 1/4s, 12 lbs., Caracas, sweet, 6 lbs., German, sweet, 12 lbs., Auto, sweet, 6 lbs., Cocoa, 1/4-lb. cans, 12 lbs. in box, Cocoa, 1/2-lb. tins, 6 lbs., W. H. Baker's, Best Cocoa, 1/2-lb. size, Premium Chocolate, 1/2s, 12 lbs., Best Sweet Chocolate, 1-s, 6 lbs., Hershey's, Milk, 48 5 cent, Cocoa, 1/2-lb. tins, 7 lbs., Van Houten's, Cocoa, 6-lb. boxes, 1-lb. tins, 6-lb. boxes, 1/2-lb. tins, 6-lb. boxes, 1/4-lb. tins.



Table with 2 columns: Item Name and Price. Includes Cocoa, labeled, 1/2s, Cocoa, labeled, 1s, Premium Chocolate, 1/2s, Premium Chocolate, 1/4s, Bensdorp's Royal Dutch Cocoa, 12-lb. cases, 1/4-lb. round cans, 1-lb., 1 1/2-oz., 5-lb., Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case, Milk, 6 to 10 lb., Queen, 4 to 10 lb., Sweet Vanilla, 4 to 10 lb., 8 to 10 lb., Bloocker's Cocoa Powder, 1/4-lb. tins, 2 doz. in box, 1/2-lb. tins, 2 doz. in box, 1-lb. tins, 1 doz. in box, 5-lb. tins, 1 doz. in case, 10-lb. bags, 1 doz. in case, Runkel's, Cocoa, Premium Chocolate, Vienna Sweet Chocolate, Vanilla, Wilbur's Cocoa, Breakfast, 1/4-lb. tins, 6-lb. boxes, 1/2-lb. tins, 6-lb. boxes, Wilbur's Chocolate, Sweet Clover, 1/2s, 6-lb.

Table with 2 columns: Item Name and Price. Includes Lowney's, Premium Chocolate, 6-lb. boxes, 12 boxes in case, Premium Chocolate, 12-lb. boxes, 6 boxes in case, Premium Chocolate, 6-lb. boxes, 12 boxes in case, Premium Chocolate, 12-lb. boxes, 6 boxes in case, Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, Vanilla Sweet Chocolate, 50 5-cent packages in box, Cocoa, 6-lb. boxes, 12 boxes in case, Cocoa, 12-lb. boxes, 6 boxes in case, Cocoa, 6-lb. boxes, 12 boxes in case, Cocoa, 6-lb. boxes, 12 boxes in case, Cocoa, 12-lb. boxes, 6 boxes in case, Cocoa, 12-lb. boxes, 6 boxes in case, Cocoa, 5-lb. screw cap cans, 10 cans in case, Diamond Chocolate, sweet, 1/4-lb. pkgs., 6-lb. boxes, 12 boxes in case, "Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case, 6-lb. boxes, 12 boxes case, 1/4-lb. tins, 1/2-lb. tins, 6 lb. boxes, 12 boxes case, Milk Chocolate, 50 5-cent packages in box, Croft's Cocoa and Chocolate, Swiss Milk Cocoa, 1/2-lb. jars, 6- and 12-lb. boxes, Croft's Cocoa, 1/2s, 2 dozen in box, " 1/4s, 6 lbs., " 1/2s, 6 lbs., " 5-lb, 6 cans, Swiss Milk Chocolate, 48 5-c.cakes, Premium, 1/4s, 12-lb. cakes, " 1/2s, " 12-lb. cakes.

Table with 2 columns: Item Name and Price. Includes Knickerbocker Chocolate Co., Hasty Lunch Chocolate, 1/2-lb. decorated cans, 12-lb. boxes, 1/2-lb. " 24-lb. boxes, Special 10-c. packages, 30 to box, Blue Ribbon Breakfast Cocoa, Decorated 1/2-lb. tins, 6-lb. boxes, Bedford Cocoa, Labeled 1/2-lb. cans, 6-lb. boxes, " 1/2-lb. " 12-lb. " " 1/4-lb. " 6-lb. " " 1/2-lb. " 12-lb. " Vanilla Sweet Chocolate, Blue Ribbon, 1/4s, 6-lb. boxes, " 1/2s, 12-lb., Buster Brown, 5-c., 48 cakes, Premium Chocolate, 1/2-lb. cakes, 12-lb. boxes, 1/2-lb. " 24-lb., Milk Chocolate, 40 3-cent cakes in box, 24 to half case, 40 " 48 to case, 24 5-cent cakes in box, 24 to half case, 24 " 48 to case.

CONDENSED MILK. BORDEN'S CONDENSED MILK CO. All BORDEN'S Brands guaranteed.



Table with 2 columns: Item Name and Price. Includes Eagle, 4 doz., Eagle, 2 doz., Challenge, 4 doz., Defiance, 4 doz., Magnolia, 4 doz., Rose, 4 doz., Dime, 4 doz., Winner, 4 doz., Baby, 1 doz., Red Cross, Peninsular, Leader, Banner, 4 doz., Star, 4 doz., Emery, 4 doz.

Table with 2 columns: Item Name and Price. Includes Libby's, small family, 6 doz., Libby's, family, 4 doz., Peerless, hotel size, 2 doz., Peerless, family size, 4 doz., Peerless, 5-cent size, 4 doz., St. Charles, family size, 4 doz., St. Charles, hotel size, 2 doz., Silver Cow, 5-cent size, 2 doz., Pet, 10-cent size, 4 doz., Pet, 5-cent size, 6 doz., Van Camp's, 6 doz., small, Van Camp's, 4 doz., family, Van Camp's, 4 doz., large.



What a Silver Polish Ought to Be

You can find no better silver polish than **Electro-Silicon**, and none that is more widely known or easier to sell.

One reason why it is widely known and easy to sell is that it is the best, though another reason is the tremendous advertising we have done.

You want to sell a silver polish that will do its work quickly, easily and well, that people know about, that doesn't have to be pushed by main strength, and that pays you well for your work.

That's **Electro-Silicon**, packed in the yellow box with a red lady on the lid.

THE ELECTRO-SILICON CO., Props.
NEW YORK, N. Y.

Don't Miss 40 to 75 Per Cent. Profit to Make 5 or 10 Per Cent.

Don't overlook the good business opportunity in **CURRENTS**. England uses three pounds per head each year; Holland six pounds and the United States only half a pound. That is because American grocers have pushed other things and neglected currants which **Pay Better**.

Women are always "wondering what to have" for meals and welcome helpful suggestions. Recommend currant buns, currant cookies, currant puddings, etc. Currants pay you as much profit as tea or coffee.

So why not

"Freshen up and push
CURRENTS"

THERE IS SATISFACTION

In handling a product which you know to be high grade. Gail Borden was the Pioneer in the condensing of Milk. The Borden Products have been Manufactured for 50 years with scrupulous care for those who demand the Best, and you are safe in recommending the Borden Brands as the

STANDARDS OF QUALITY.



PEERLESS BRAND EVAPORATED MILK

An Unsweetened Condensed Milk.

ONE OF THE
BORDEN
STANDARDS.

EST. 1857

BORDEN'S CONDENSED MILK CO.
"LEADERS OF QUALITY"

NEW YORK

Let Us Show You How to Buy Coffee !

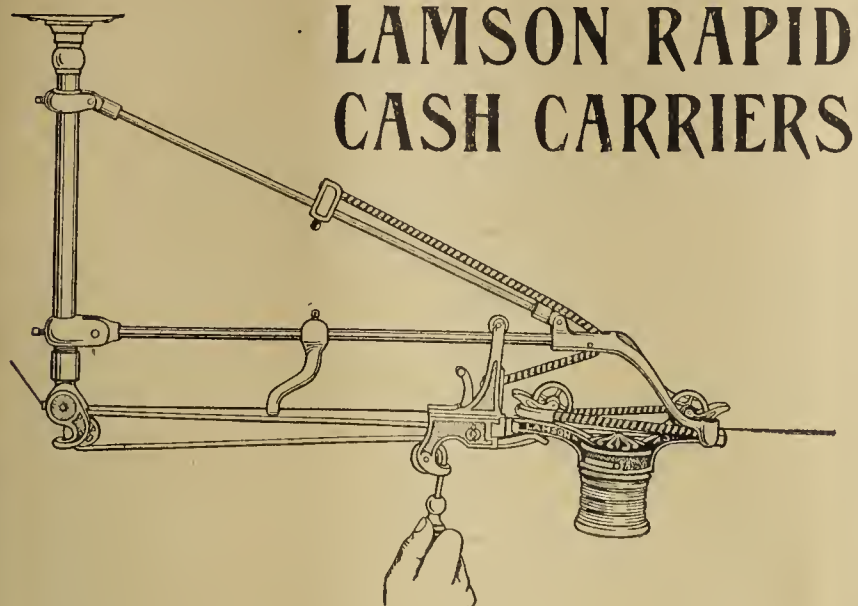
We know the Coffee business from A to Z; have had more than ninety years' experience, and knowing it are in position to show you how to buy so that you will make the most money and, at the same time obtain the best values.

We will show you what blends are best suited to your locality, and then see that the roasting is perfectly done, so as to obtain the best results.

We will do everything to protect your interests, and, as a further safeguard, guarantee every pound of Coffee that leaves our house.

Let us show you that we know our business.

SAMUEL WILDE'S SONS CO., Importers Coffees, Teas and Spices, 11 DUTCH STREET, NEW YORK



LAMSON RAPID CASH CARRIERS

These Carriers will

*Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.*

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Building

District Offices
in all
Principal Cities

Boston Office
161 Devonshire Street

Who Thinks For You?

You do it yourself, don't you? Did you wait for others to select your store and your stock, and tell you how to run your business?

If our advertising sent people to *demand* that you sell our Macaroni, Spaghetti, Noodles and Pastels would you feel pleasant?

But, think this over. You can depend on our goods and know their fine quality will increase your trade.

You can make a good profit on them and every case brings you Universal Coupons which are good as cash in buying almost anything you want.

We work *with* you, not *against* you. Will you push our goods?

The

Freihofer

**Vienna Baking
Company**

Philadelphia, Penna.

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as Croft's Swiss Milk Cocoa.

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. Philadelphia
PENNSYLVANIA

WASHBURN-CROSBY CO'S

**Gold
Medal
Flour**



**Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS**

Samuel Bell & Sons
Distributing Agents PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.60
Gold Medal	6.45
Millbourne	6.25
On Top	6.50
Ceresota	6.50
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	4.90
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	5.12

Pancake Flour.

Aunt Jemima, 36 packages	2.85
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 36 packages	2.85

Buckwheat Flour.

Hecker's, 64 packages	4.50
" 32 packages	4.50
Fancy, 125-lb. sacks	per 100 lbs. 3.25

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.45
Yellow, granulated, 100 lbs.	2.00
" table, 100 lbs.	1.90
Western, yellow, granulated, 100 lbs.	2.05
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 is.	per case 1.50
Schumacker's, 24 packages	" 1.15
Beans—	Per bushel.
California Lima, about 80 lbs.	per lb. .05½
Marrows, fancy, N. Y. State, grain bags	2.50
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.50
Pea, fancy, grain bags	2.40
" Michigan, grain bags	2.45
Red Kidneys	2.15
Peas—	
Green	2.05
Scotch	2.20
Split, yellow	2.20
" green	
Lentils—	Per lb.
oooooooo, 110-lb. bags	.04
Less quantity	.04½
Shaker Corn—	
Fancy, barrels	.05½
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacher's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100-lb. bags	2.15
" Grits, 100-lb. bags	2.10
Barley—	
OO	.05½
No. 3, 100 lb. bags	2.75
Noodles—	Per case.
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c	1.55
" 10-c	1.55
Oatmeal—	
B.	per bbl. 7.35
B, 100-lb. kegs	per keg 3.87½
Oaten Goods—	Per case.
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.30
H. O. Oats, 12 packages	1.53
Mother's, 18 packages	1.62½
" 10 packages, large	1.10
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg 3.55
Standard, 180 lb. bbls.	6.00
" 90-lb. bags	2.95
Sago—	
Fine, bags about 175 lbs.	.04
Less quantity	.04½
Admiral, pearl, 24s.	.06½
apioca—	
Instantaneous, 50 is.	.08½
Colburn's Hasty, 36 packages	.06½
Minute, ¼ gross	per box 2.75
Flake, about 125 lbs.	per lb. .04½
" less quantity	.04¾
Pearl, 150 lbs.	.03¾
" less quantity	.03¾

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s.	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	3.65
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 36 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	3.60
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.70
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.25

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57½
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87½
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87½
Jell-O Ice Cream Powder, 2 doz.	.97½
Jellycon, 1 doz.	.87½
" assorted flavors, 3½ doz.	.87½
Chalmer's, shredded	.95
" granulated	1.00
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Gelatine, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages	per case 2.70
Pudding, assorted, 2 doz.	" 1.65
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 pkgs.	.05¾
" Elbows, square, 25 pkgs.	.05¾
" Macaroni, long, 25 pkgs.	.05¾
" Spaghetti, long, 25 pkgs.	.05¾
" Vermicelli, square, 25 pkgs.	.05¾
" Macaroni, bulk, 25 pkgs.	.05¾

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1½ to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" No. 4	" 5.40
" No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

Sherer's Eclipse Counters—			
No.	Length.	No. of Drawers	Each.
6½.....	3 feet, 8 inches.....	9.....	15.00
8½.....	4 feet, 10 inches.....	12.....	20.00
10½.....	6 feet,	15.....	25.00
12½.....	7 feet, 3 inches.....	18.....	28.00
14½.....	8 feet, 6 inches.....	21.....	31.00
16½.....	9 feet, 8 inches.....	24.....	35.00
18½.....	10 feet, 10 inches.....	27.....	40.00
20½.....	12 feet,	30.....	45.00
Capacity of Drawers. 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.65
Swansdown, 2 doz.	per doz. .65
Osprey, 2 doz.	" .65
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. 1.10½
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	270-290				
Ex. Norway, No. 3	325-375	21.00	11.10	5.75	1.30
Ex. Norway, No. 4	410-460	17.00	9.10	4.75	1.10
Ex. Bloaters, XXX	90-95				
Ex. Bloaters, XX	100-110	30.00	15.60	8.00	1.75
Ex. Shore, No. 1					
Med. Shore, No. 1	170-190	20.00	10.60	5.50	1.25
Large Shore, No. 1	110-130				
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.00	8.10	4.25	1.00
Small Irish, No. 2	475-525	14.50	7.85	4.13	.97
New Medium Shore	160-180	16.00	8.60	4.50	1.05
New Large Shore	110-130	15.00	8.10	4.25	1.00
Large, No. 2	210-220	16.00	8.60	4.50	1.05

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1	7.00	4.10			
Lab. Split, Lg. No. 2	6.00	3.60			
Shore, Round, Large					
Shore, Round, Med					
Ocean Whitefish	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 3s, wood boxes	.15½
12 2s, "	.15½
24 1s, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 "	1.65
Strips, 40 size, boxes	.10
20 "	.10½
Middles, 40 size, boxes	.12
20 "	.12½

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08½

Star Brand Boneless Herring.

Beardsley—	
Tins, keyed, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Glass Tumblers, sealed, 2 doz. in case	1.50
Screw Top Jars, 2 doz. in case	.90

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½
In original cases, 450 lbs., ¼ c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	.27
Cromarty Bloaters, 75s.	per box .27
" 100s.	" .27

Swift & Co.—	Per case.
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.06½
" 5 and 10-lb. lots	.07
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	
Fair N. Y. State, 50-lb. boxes	.07

-20-

Apricots—	
Extra Choice Royals, 25 lbs., new	.00
Choice Royals, 25 lbs., new	.00
Oak Brand, fancy	.10
Cherries—	
California, unpitted, Black, 25 lbs.	.10
California, pitted, Black, 25 lbs.	.10
Currents—	
Gold Medal, recleaned, 36 1s.	.00
Gold Medal, loose, 25 lbs.	.00
Private Growth, extra, cleaned, 36 lbs.	.00
" cleaned, 30 lbs. bulk	.00

Peaches—	
Fancy Muirs, 50 lbs.	.10
Extra Choice Muirs, 50 lbs.	.10
Choice Muirs, 50 lbs.	.10
Extra Choice, Yellow, 25 lbs.	.00
Choice Yellow, 25 lbs.	.00

Pears—	
Fancy California, Bartlett, 25 lbs.	.10

Prunes—	Extra			
Boxes.	Fancy	Fancy	Stand.	Fa

20-30, 25 lbs.				
30-40, 25 "	.09	.08½		.00
40-50, 25 "	.08	.07½		.00
40-50, 50 "				.00
50-60, 25 "	.07½	.07		
50-60, 50 "	.07	.06¾		
60-70, 25 "	.06¾	.06½		
60-70, 50 "				
70-80, 25 "				
70-80, 50 "				
80-90, 50 "	.05½			
90-100, 25 "				
90-100, 50 "		.04½		
100-120, 50 "				

Raisins—	
Muscatsels, 4 crown, 50 lb.	
" 3 " 50 lb.	
" 2 " 50 lb.	

Cal. Thompson Seedless, 50 lbs.	.00
Cal. Cleaned Sultanias, 50 lbs.	.00
Cal. Sultanias, 50 lbs.	.00
Cal. Seedless Muscatsels, 50 lbs.	.00
Gilbert's, Laver, Valencia, 28 lbs.	.00

Raisins, Seeded—	
G. & S. fancy, 50 is.	.00
Gold Ribbon, fancy, 36 is.	.00
Owl, fancy, 36 is.	.00
Harvest, choice, 36 is.	.00

"As Good as the 'J. M.'"



No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.



"GET SOME"

IT
DOZEN
COST
YOU
ANY
MORE

to sell a dozen cans of **Van Camp's Beans** than it does to sell one. You will see it is just as **Easy** if you stop to think that a woman buys a month's supply of flour or sugar at a purchase.

¶ Then, why not sell her **Van Camp's Beans** the same way?

¶ Ask her, offering a small discount.

¶ You will have a wholesale outlet for goods at a retail profit!

¶ If you try this you will write and thank us for the suggestion.

THE VAN CAMP PACKING CO.
INDIANAPOLIS, INDIANA

Don't Let Your Customers Go
Somewhere Else for Extracts!

Sell **ZIPP'S**
Flavoring Extracts

Branded "U. S. P."

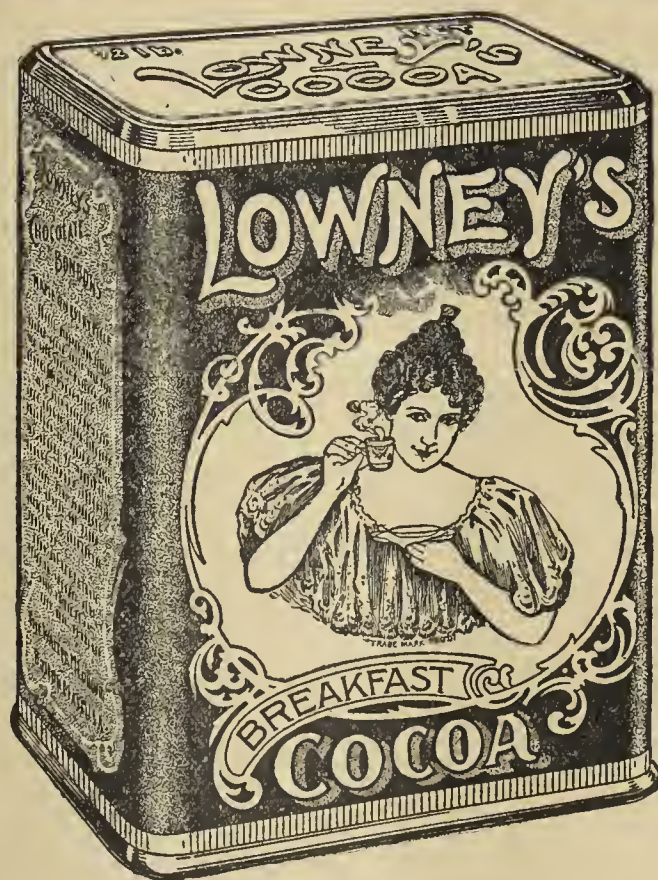
They are the purest you can sell because they are made by the highest standards—the **U. S. Pharmacopoeia**. Your customers can't get better flavoring qualities than Zipp's. It will pay you to have them and let people know it.

Vanilla
Almond
Lemon

Wintergreen
Peppermint

Orange
Ginger
Rose

THE ZIPP MANUFACTURING COMPANY
CLEVELAND, OHIO



YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. **LOWNEY'S COCOA** is simply ground to the fineness of flour without treatment and has the *natural* delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening.

The same is true of **LOWNEY'S PREMIUM CHOCOLATE** for cooking.

The Walter M. Lowney Company
BOSTON, MASS.

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.10
Lewis'.....	3.25
Red Seal, 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
100s, 1 gross.....	1.00
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
Parlor, 500s, 1 gross.....	4.25
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
100s, 5 gross.....	.90
500s.....	4.20
Vulcan Safety—	
65s, No. 2.....	.50
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazepa, parlor, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s, extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¾
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.10
" 18, 37 and 68-lb. buckets.....	.10½
" 6 10-lb. buckets.....	6.85
" 6 5-lb. buckets.....	3.95
" 6 5-lb. glass jars.....	4.50
" XXX, 18, 37 and 68-lb. buckets,	
" 6 5-lb. glass jars, per case.....	.14
" " 6 5-lb. glass jars, per case.....	5.10

	Per case.
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½ and ¼s.....	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....	11.00
Condensed, 6½ doz. in case.....	11.00
Keystone—	
Bbls., ½ and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.08
18 and 37 lb. kanakins.....	.08½
10-lb. kanakins, 6 to crate.....	10.95
5-lb. " 6 to crate.....	6.10
5-lb. glass jars, 6 to crate.....	6.45
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., kegs and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.07
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.05¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¾

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" " Extra, 64 oz.....	10.00
" " Mammoth, quarts.....	6.00
" " " ½ pints.....	2.20
" " Extra, quarts.....	5.40
" " " ½ pints.....	4.00
" " " ½ pints.....	2.15
Fourrees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per doz.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" " ½ pints, 2 doz.....	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscano, J. L. Neff & Co., Agents—	
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	

	Per doz.
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-g 1. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	

	Per doz.
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints 2 doz.....	4.75

	Per doz.
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	2.10
10 ½-gal. tins.....	2.20
20 ¼-gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	.03
Roll—	
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¾
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ¼ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-open- ing Square.	Union Bear Auto- matic, Self-open- ing Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peer- less Satchel Bot.
¼.....	.43	.41	.35	.31	.29	
½.....	.52	.50	.43	.37	.33	
1.....	.78	.71	.67	.55	.49	
2.....	.88	.85	.71	.61	.53	
3.....	1.09	1.04	.89	.75	.65	
4.....	1.39	1.26	1.19	1.05	.87	
5.....	1.47	1.38	1.21	1.07	.91	
6.....	1.95	1.72	1.64	1.41	1.23	
8.....	2.29	2.08	1.99	1.68	1.49	
10.....	2.39	2.16	1.83	1.65	1.37	
12.....	2.75	2.56	.....	.....	.....
14.....	3.97	3.56	3.20	.....	.....
16.....	4.41	3.81	3.68	.....	.....
20.....	4.79	4.32	4.17	.....	.....
25.....	4.80	4.59	.....	.....	.....

	Price per 1,000 and not less than 500 lots.
Plain flour sacks, 12½-lb.....	4.00
" 25-lb.....	5.75
" 50-lb.....	11.25

PICKLED MEATS AND FISH.

	Per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....	2.50
Tripe, 10-lb. pails.....	.90
" 5-gal. kegs.....	2.00
Pigs' Feet, 10-lb. pails.....	1.00
" 5-gal. kegs.....	2.25
Pickled Beef Salad, in glass.....	1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....	.75
" 5-lb. pails.....	.50
" 10-lb. pails.....	1.00

POTATO CHIPS.

	Per doz.
1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.00
100 10-oz. ".....	3.90
24 20-oz. ".....	2.00
48 20-oz. ".....	3.90
I-X-L, 40 rs, White Rice.....	2.65

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

	Per bbl.
45 gal., 1200s.....	8.75
45 gal., 1000s.....	8.50
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....	3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	1.00
Williams Bros.—	
No. 8, Sour Gherkins, 2 doz.....	.87½
No. 8, Sweet Gherkins, 2 doz.....	.87½
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed,	
Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—	2 doz.	1 doz.	1 doz.	½ doz.
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	pts. qts. ½ gal. gal.			
4.00 7.00 6.00 11.00 10.20				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gals.				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

	Per gal.
Duffy's—	
Pure Apple, extra old, bbls.....	1.10
" 40 grain, bbls.....	1.10
Pure Cider, 40 grain.....	1.10
" 45 grain.....	1.10
Corson's Gold Seal Cider, pure apple.....	1.10
White Wine, 90 degrees.....	1.20
Crown brand, pure cider, quarts.....	.90
White, distilled, 40 grain.....	.09
" 45 grain.....	.09
" extra strength.....	.15
Crosse & Blackwell's.....	2.00

PROVISIONS.

	Per doz.
Hams, skinback, 18-20 lbs.....	1.10
" 14-16 lbs.....	1.10
" 10-12 lbs.....	1.10
Picnics, 6-8 lbs.....	.08
N. Y. Shoulders, 10-12 lbs.....	1.10
Dried Beef, sets, city smoked.....	1.10
" tenders and knucks.....	1.10
" flats.....	1.10
" air dried, sets.....	1.10
" tenders and knucks.....	1.10
Jersey Pork, butt.....	18.50
" family.....	20.50
Breakfast Bacon, rib in.....	1.10
" boneless.....	1.10
S. P. Bellies, 14-15 lbs.....	1.10
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.21
Beef Tongues, smoked, 5-6 lbs.....	9.00
Cooked Compressed Ham, 25-lb. boxes.....	9.00
Covered Hams, ½-cent extra; Covered Shoulder	
Picnics and Bacon, ½-cent extra.	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	1.10
" 12 to 14 lbs.....	1.10
" 14 to 16 lbs.....	1.10
" skinbacks.....	1.10
Shield Hams, 10 lb. average.....	1.10
" 12 ".....	1.10
" 14 ".....	1.10
" 16 ".....	1.10
" 18 ".....	1.10
" skinbacks.....	1.10
Picnic Hams, 5 to 6 lbs.....	.08
" 6 to 8 lbs.....	.08
Star Smoked Ox Tongues, long cut.....	1.10
" short cut.....	1.10
Beef Bologna.....	.09
Shield Parafined Bologna.....	.08
Berliner Ham.....	1.10
New Orleans Lincheon Meat.....	1.10
Star Cooked Ox Tongue.....	3.30
John Bower & Co.—	
Honey-cure brand Hams, skinback.....	1.10
" " large.....	1.10
" " medium.....	1.10
" " small.....	1.10
" Breakfast Bacon.....	1.10
" boneless.....	1.10
Beef, air-dried, regular sets.....	1.10
" insides and knuckles.....	1.10
Ham Bologna.....	1.10
Beef Bologna.....	1.10
Boiled Hams.....	1.10
Beef Tongues.....	8.00
Swift & Co.—	

Oakdale Pretzels

Are What You Want

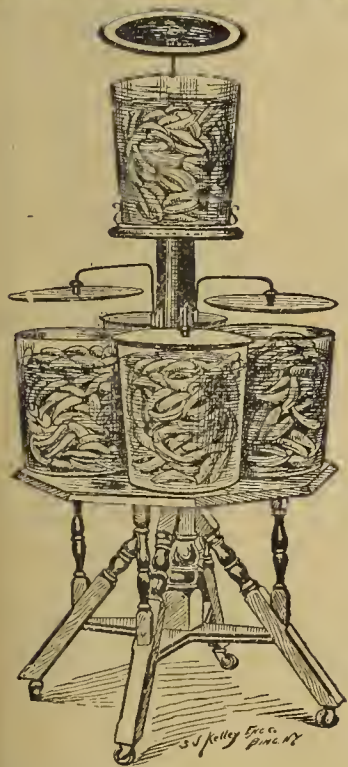
☞ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

☞ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

☞ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.



This Is Not Only a Handsome Ornament, But It Is as Useful as It Is Handsome

This fixture embodies an entirely new idea in the matter of hinge. Instead of covers turning over back you simply lift by the bail and swing to the right when you have the jar exposed for use. The New Idea has four 3-gallon jars made of the best lead flint glass. Composition covers not affected by salt or acids; will not warp. All trimmings are nickel-plated. The woodwork is either solid oak or solid cherry, three-coat finish, no imitation. This fixture is like the others, absolutely fly and dust proof.

You can double your pickle sales by displaying them in this inviting way.

The Welles & Davis Mfg. Co., Wyalusing, Pa.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



We take First Pick and Make

PREMIUM HAMS

That's why you and your customers can rely on SWIFT'S PREMIUM HAMS being good all the time.

Grocers who have trouble over the "ham question" are selling hams of questionable quality. There's no question about SWIFT'S PREMIUM HAMS; their tender meat, fine grain and delicious flavor never fail to please and bring trade back for more.

Swift & Company, U. S. A.

ESTABLISHED 1842
OLDEST HOUSE IN THE TRADE



TRADE MARK
FIRST PREMIUM
AWARDED BY
Centennial International Exposition



Philadelphia

Dear Sirs:

When the storm broke upon the heads of unscrupulous manufacturers we rested secure in the knowledge that our CELEBRATED MINCE MEAT was outside the storm centre. The wrath of the Pure Food officials had no terrors for us.

We want to make it very emphatic that we use no benzoate of soda or any other chemical preservative forbidden by law in the manufacture of our Mince Meat. You can keep on selling it without the slightest fear of complications.

ATMORE & SON.



They Must Keep Expert

It is a provable fact that a majority of cooking experts use Nicelle Olive Oil in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

Nicelle Olive Oil Co.
105-109 HUDSON STREET, NEW YORK

-25-

Western Dressed Beef—	
Choice, native cattle	.08 - .10
Common to fair	.06 - .08
City Dressed Veal—	
Prime	-.12
Good to choice	-.10
Dressed Hogs—	
Pigs	.09 3/4 - .10
Hogs, heavy	.09 3/4 - .10
“ 180 lbs.	.09 3/4 - .10
“ 160 lbs.	.09 3/4 - .10
“ 140 lbs.	.09 3/4 - .10
Dressed Sheep and Lambs—	
Lamb, western, good	-.10
“ culls	-.09
Sheep, choice	-.08 1/2
“ medium	-.07 1/2

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.70 - .80
Cow Tongues	.50 - .70
Calf Heads, scalded	.50 - .75
Sweetbreads, veal	.60 - .90
“ beef	per doz. -1.00
Calf Livers	per lb. .20 - .25
Beef Kidneys	per doz. -1.00
Beef Livers	per lb. -.06
Ox Tails	per doz. .50 - .65
Hearts, beef	per lb. .03 - .05
Rolls, beef	per lb. -.14
Tenderloin, beef, western	-.20
Fresh Pork, loins, city	.10 - .12
“ western	-.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

Turkeys—	Per lb.
Western, young hens, 8 to 10 lbs.	.22 - .24
“ young toms, 15 to 17 lbs.	.22 - .24
Old hens and toms	.22 - .24
Common to good	.17 - .18
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 - .25
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair	.22 - .25
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy	.22 - .25
Western, 4 to 4 1/2 lbs. to pair, fancy	.17 - .19
“ 3 to 3 1/2 lbs. to pair, fancy	.17 - .19
“ fair to good	.14 - .15
Fowls—	
Western, fancy	.14 1/2 - .15 1/2
Heavy Roasters, 4 to 5 lbs.	.17 - .19
Fair to good	.15 - .17
Old cocks	.10 - .11
Western capons, fancy	
“ small	
Squabs—	Per doz.
Prime, large, fancy	3.00 - 3.50
Mixed	2.50 - 3.00
Dark	1.25 - 1.50

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.	.13 - .14
Large Springers	.12 1/2 - .14
Fowls	.11 - .12
Roosters	-.10
Ducks	.12 - .14

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or roc. size, 2 doz.	per doz. .90
“ 1 doz.	“ .90
Large, or 25c. size, 1 doz.	“ 1.80
1-lb. cans, 1 doz.	per case 4.50
5-lb. cans, 1/2 doz.	“ 10.00

SAUER KRAUT.

Extra quality, 50-gal. tierces	7.50
“ 15-gal. kegs	3.00
Victory, extra fancy, No. 3, 2 doz.	per doz. .77 1/2
Spring Garden, fancy, No. 3, 2 doz.	“ .75
Compass, No. 3, cans, 2 doz.	“ .70
Casks, 48 gals., long cut, new	7.75
Bbls., 30 gals., long cut, new	6.75

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, 1/2 lb.	.95
Round conical, with key, No. 1, 1 doz.	2.35
“ “ No. 2, 1 doz.	4.20
“ “ No. 3, 1/2 doz.	6.30
“ “ No. 4, 1/2 doz.	8.15
P. P. Sauce, No. 1, 2 doz.	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.	2.00
No. 1, cans, 1 doz.	2.25
No. 2, cans, 1 doz.	4.00
No. 3, cans, 1/2 doz.	3.25
No. 4, cans, 1/2 doz.	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars	.97 1/2
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.83
National, No. 10, tumblers	.72 1/2
“ No. 6, tumblers	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13 1/2
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06 1/4
“ 4 1/2-lb. toy pails, 1/2 doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
Southwark, No. 3, tins	1.00
“ No. 5, toy pails	2.70
“ 30-lb. pails	per pail 1.08
“ 20 lb. crocks	per lb. .07 3/4
Schimmel's, 30-lb. pails	“ .06
Prune, 30-lb. pails	“ .07 1/4
Peach, 30 lb. pails	“ .07
Jams—	
Schimmel's, pure, jars, 2 doz.	1.70
Southwark, assorted, jars, 2 doz.	.93
Orange Marmalade—	
Hartley's, imported	1.80
Schimmel's, pure	1.65
Warrock's Guava Jelly—	
1-lb. tumblers	4.00
1/2-lb. “	2.25
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, jars	4.60
Raspberries, jars	4.60
Apricots, peeled, jars	4.85
Pineapple, jars	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint	.85	.85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.45	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	.45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots.	.45	.85	1.95
Godfrey's Cordial, rd bots.	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	1.95
Laudanum, roc. size	per doz. .90		
“ 25c. size	per doz. 1.90		
5 per cent. discount in gross lots assorted.			
Alum	per lb. .03		
Borax, powdered, bulk	per lb. .07		
“ lump, bulk	“ .06		
“ 20 Mule-Team, pure, 24 1 lb.	per case		
“ 48 1/2 lb.	“		
“ 96 1/4 lb.	“		
Butter Color, W. & R.	per doz. 1.87 1/2		
Bull's Cough Syrup	“ 1.90		
Bluestone, bulk	per lb. .06		
Copperas	“ .01 1/4		
Camphor, gum, 1-oz. blocks	“ .67		
“ flakes, 250-lb. bbls.	“ .02 3/4		
“ “ less quantity	“ .03 1/4		
“ Tar Balls, 250-lb. bbls.	“ .02 3/4		
“ “ less quantity	“ .03 1/4		
Castoria, Fletcher's	per doz. 2.80		
“ Pitcher's	“ .85		
Carbonate of Ammonia	per lb. .11		
Epsom Salts	“ .01 1/2		
Glauber Salts	“ .01 1/2		
Glue, ordinary	“ .12		
“ white	“ .20		
Gum Arabic	“ .50		
Haarlem Oil	per doz. .30		
Husband's Magnesia	“ 2.85		
Jamaica Ginger, Hires', flasks	“ .90		
Licorice, P. & S., 5c. stick, imported	“ .36		
“ M. & R., 5-lb. boxes	per lb. .23		
“ “ lozenges, 5-lb. boxes	“ .27		
“ 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	“ .24		
“ root	“ .11		
Putty, 25-lb. cans	per 100 lbs. 1.60		
“ 50-lb. cans	“ 1.55		
Petroleum Jelly, screw top, 5c. size	per doz. .35		
“ roc. size	“ .75		
Paris Green, 100-125-lb. kegs	per lb. .24 1/2		
“ 1/4-lb. packages	“ .29		
“ 1/2-lb. packages	“ .28		
“ 1-lb. packages	“ .27		
Rosin	“ .03 1/2		
Roach Powder, Omega, 4-oz. cans	per gross .80		
Roachsalt, roc. size	per doz. .80		
Saltpetre, crystal, about 350-lb. bbls.	per lb. .06 3/4		
“ granulated, about 100-lb. kegs	“ .06 3/4		
Sulphur, flour, 175-lb. bbls.	per 100 lbs. 2.55		
“ 100-lb. bags	“ 2.35		
“ less quantity	per lb. .03 1/2		
Venetian Red	“ .01		
Whiting	“ .02		

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size	1.75
Herb Bitters, 25c. size	1.75
Oil Liniment, 25c. size	1.75
Sarsaparilla, 50c. size	3.50
Worm Syrup, 15c. size	1.20
Horse and Cattle Powder, 15c. size	1.20
Dyspepsia Tablets, roc. size	.75
Iron Glue, McCormick & Co.—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.75
Triangular Quinine	.80
Quinine Capsules	.75
W. F. Young's Veterinary Remedies, whole-sale prices—	Per doz.
Absorbine	9.00
“ Jr., (Mankind)	9.00
Taroleum, small cans	6.00
“ large cans	16.00
Young's Kidney and Nerve Powders	2.00
“ Fattening and Condition Drops	4.00
“ Colic and Indigestion Cure	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz. 4.15
Bath Brick, box 25 bricks	per box .60
Sealing Wax	“ .03
Silver Sand	per bbl. 1.25
Tar, pints	per doz. .75
“ quarts	“ 1.00
“ gallons	each .30
“ 1/2 bbls.	“ 3.50
“ bbls.	“ 6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case 3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
“ 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
“ 50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Reliable Brand Headache Powders, roc. size	.75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, roc. size	.90
“ 25c. size	2.00
“ 35c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	
“ 10c. size	.85
“ 15c. size	1.75
“ 25c. size	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla	.45
No. 2, Vanilla and Rose	.90
No. 2, Lemon and assorted	.85
No. 4, “	2.00
No. 4, Vanilla	2.25
Assorted cases, Nos. 1 and 2	10.80
“ Nos. 1, 2 and 4	11.80
Bulk.	pts. qts. 1/2 gals.
XXX Vanilla	1.50 3.00 6.00 12.00
XX Vanilla	1.25 2.50 5.00 10.00
X Vanilla	1.00 2.00 4.00 8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00 1.60 3.00 6.00
Peach, Rose, Apricot, Violet	1.50 2.75 5.50 10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25 2.25 4.00 7.50
Tea	“ 7.00
Kitchen Queen—	Per doz.
Extract Vanilla, No. 25	2.00
“ No. 2X	.80
“ No. X	.45
Extract Lemon, No. 25	1.75
“ No. 2X	.80
“ No. X	.45
Ingersoll's Flavoring Extracts—	
High Grade Vanilla	1.75
“ Lemon	1.75
Select Vanilla	.85
“ Lemon	.85
“ assorted	.85
“ small size	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz. 1.10
“ Rennet Tablets, 3 doz.	.75
Shinn & Kirk's Liquid Rennet	1.50
Hanson's Junket Tablets, 3 doz.	.73
Union Tablets, 3 doz.	.45

CIDER.

Corson's—	Per gal.
Barrels	.14
1/2 barrels	.16
Kegs	.19
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50
“ 2 doz. pts.	4.00
Anchor brand Golden Russet, 1 doz. qts.	3.75
“ 2 doz. pts.	4.25
Mott's brand Golden Russet, 1 doz. qts.	3.75
“ 2 doz. pts.	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75
“ boxes, 20 packages	1.00
Gee Whizz, 72 packs	1.00
Fleer's Chiclets, 3 lbs., bulk	1.00
Spearmint, 20 packs, 100 pieces	1.00

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	18.00
Fancy Head, 100-lb. bags	18.00
Extra choice, 100-lb. bags	18.00
Choice, 100-lb. bags	18.00
Prime, 100-lb. bags	18.00
Japan, fancy, 100-lb. bags	18.00
“ choice, 100-lb. bags	18.00
Java, fancy, polished, 100-lb. bags	18.00
B. Fischer & Co.—	



Fischer's Choicest Head, 1-lb. bags	3-lb. “
Queen Quality, ex. fancy head, 1-lb. bags	3-lb. “
“ “ “	5-lb. “
Coronet, choice head, 1 lb. bags	3-lb. bags
Imperial, choice, Dom. Japan, 1-lb. bags	3-lb. “
“ “ “	5-lb. “
Extra fancy head, XXXX, 100-lb. bags	
Fancy head, 100-lb. bags	
Choice head, 100-lb. bags	
Fancy Java head, 100-lb. bags	
Extra fancy, Patna, 100-lb. bags	
Siam, Patna style, 100-lb. bags	
Choice broken, 100-lb. bags	
Extra fancy Japans, 100-lb. bags	
New crop choice Japans, 100-lb. bags	

SALT.

Worcester—	
Bbls., contain 280 lbs.	2
“ 60 5-lb. bags	4
“ 22 14-lb. bags	3
“ 30 10-lb. bags	3
“ 115 2 1/2-lb. bags	4
Irish Linen, 250-lb. bags	2
“ 56-lb. bags	4
“ 28-lb. bags	2
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.	per bbl. 3
Pretzel, 280-lb. bbls.	2
“ 180-lb. sacks	1
Cheese, 280-lb. bbls.	1
Packing, 70-lb. cotton bags	2
“ 140-lb. cotton bags	2
Ivory, dime size, 36 wooden boxes to case	2
New Ivory, 24 large cartons to case	1
Agricultural, 200-lb. burlaps	1
Silver Springs, quick-freezing ice cream salt, 30 in bbl.	per bbl. 2
Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7 1/2 per cent. discount be allowed.	

SALAD DRESSING.

Campbell's, small, patent cap, 2 doz.	4
Durkee's, large, 1 doz.	2
“ small, 2 doz.	2
Schimmel's, small, 2 doz.	2
My Wife's, large, 1 doz.	1
“ small, 2 doz.	2
Snider's, pts., 1 doz.	2

SAL SODA.

Bbls., 375 lbs.	per 100
Kegs, 170 lbs.	per 100
60-lb. boxes, bulk or granulated	



The Old Brands Lag Behind

The leading soap powder to-day is unquestionably **Snow Boy**. Don't take our word for this—ask anybody who keeps posted on conditions.

Time was when other brands beat **Snow Boy**, but that time is past. **Snow Boy Washing Powder** is now ahead because it never hurts anybody's hands, and always does its work. It's a perfect cleanser, and never disappoints. Other soap powders will clean well enough, but they also clean off the skin from the user's hands.

The premiums help, too.

Good Goods and Good Profits

LAUTZ BROS. & CO. = Buffalo, N. Y.

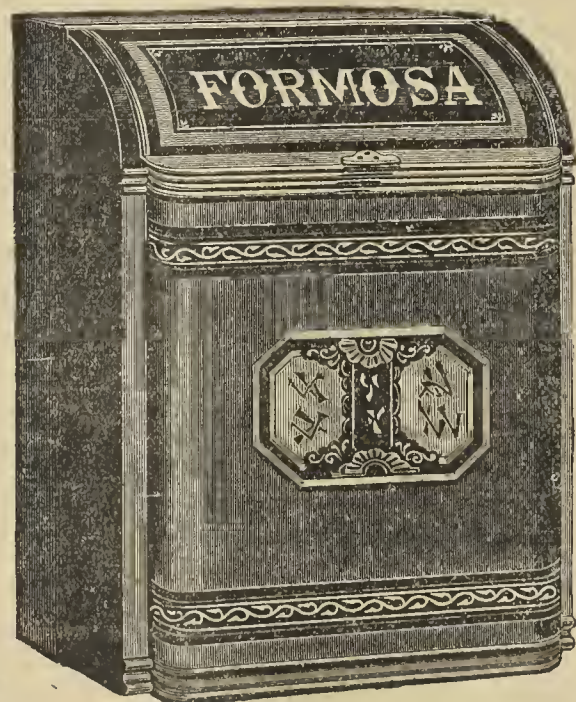
"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



TEA, COFFEE and SPICE CANISTERS, BINS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. Base Delivery Canisters with revolving doors are the best.

We import Chinese Scenery Paper for Tea-store Decoration



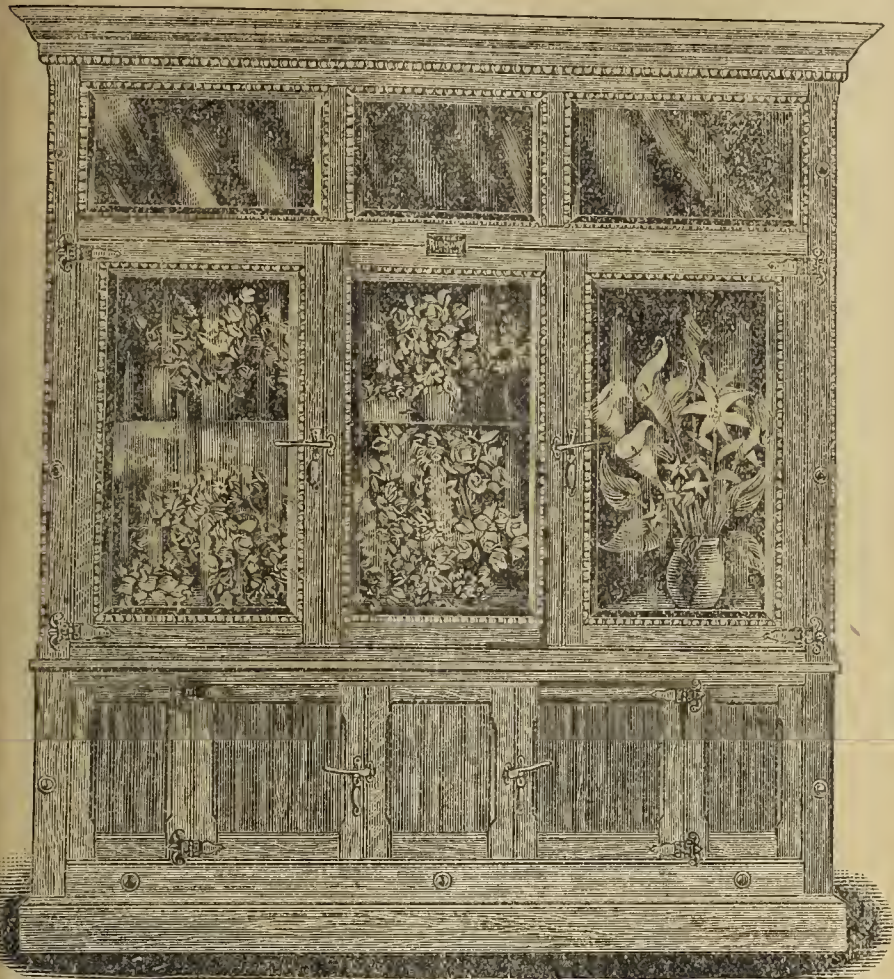
**TROEMNER'S SCALES and the
"Star" Coffee Mills, Electric Coffee Mills**

WRITE FOR CATALOGUE

MORGAN & CORNELL

**211 DUANE ST.
NEW YORK**

FLORIST'S REFRIGERATOR

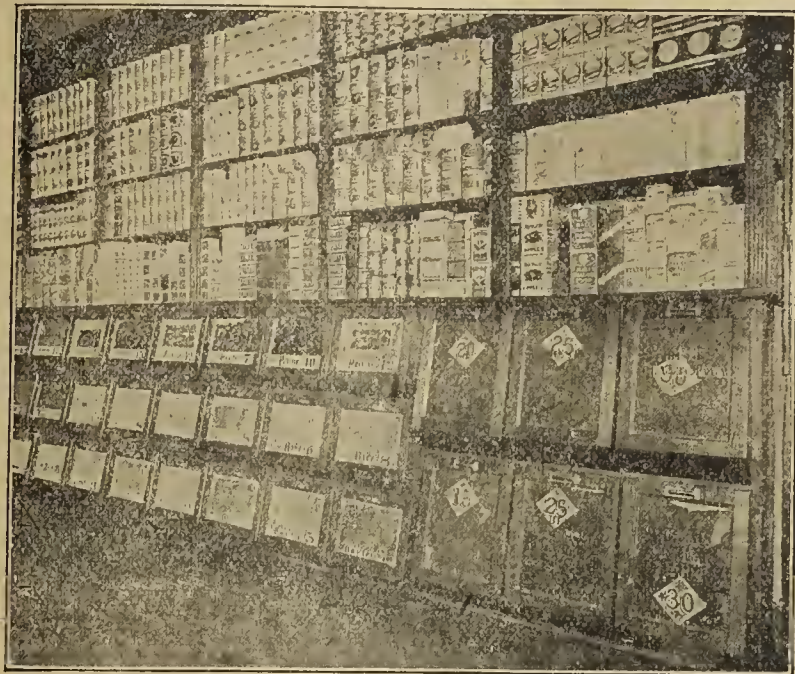


RIDGWAY REFRIGERATOR CO.

E. B. ATKINS, Manager

3519 N. Lawrence St. North Penn Junction 5th and Tioga Sts.
PHILADELPHIA

"Show All-Sell All"



This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

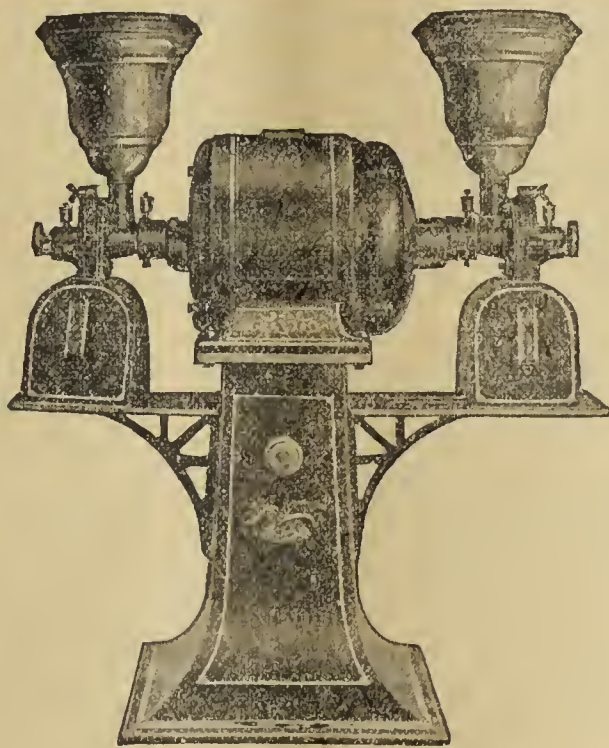
18 to 24 S. Seventh St., Philadelphia, Pa.

HENRY TROEMNER'S Electric Coffee Mills

ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

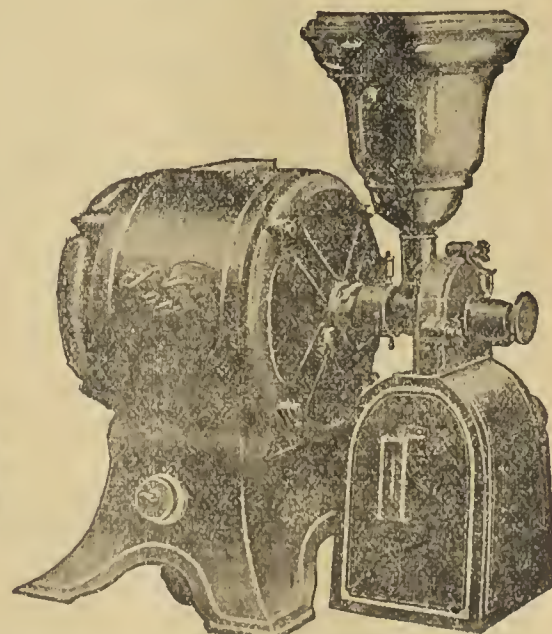
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

Published every
Monday.

Grocery World

AND

General Merchant

Circulates in every
State of the Union
and Canada.

Entered at the Philadelphia Post-Office as Second-class Matter.

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Contents.

	PAGE
Manufacturers' Association Has Interesting Plans.....	6
Local Jobber Sues Clyde Line and Southern Pacific.....	6
tsbug (Pa.) Bread-by-Weight Cases. All Fall.....	6
ational Retailers' Association Welcomes Manufacturers' Specialty Association.....	7
w to Cut Prices If You Must.....	8
e Blanke Co. Defend Their "Dutch Moka" Label.....	9
itorial.....	10
Escaping Even the New Bill of Lading. The Status of Storage Food Products. Unique Ordinance.	10
res Housewife for Neglect of Food Labels.....	10
e New York Letter.....	12
w Bill of Lading Compared With Old.	14
ok Sharp at the Columbus Food Co..	17
e Stroller's Column (Contributed).....	18
erks That Don't Know Their Business.	18
e Science of Advertising.....	19
gazine Notes.....	19
al Department.....	20
adian Jobbers Had Trade Tightly Closed.....	21
indow Dressing for Grocers.....	27
indow Dressing Articles Wanted.....	28
e Grocery Markets.....	28
rket Notes.....	29
o Canned Goods Standard May be Generally Adopted.....	29
ong the Trade.....	29
ing Talks With Grocery Clerks.....	30
espondence.....	30
nt Department.....	31
lmore Prices-Current.....	33
w York Price List..	34
rocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	17
Anker's Bouillon Capsules.....	27
American Can Co.....	9
American Slicing Machine Co.....	13
Arbuckle Bros.....	Cover 3
Armour & Co.....	11
Atmore & Son.....	45
Babbitt, B. T.....	43
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	11
Barber & Perkins.....	8
Beardsley's Sons, J. W.....	22
Bell & Sons, Samuel.....	41
Bishop, R. W.....	27
Blooker's Cocoa.....	31
Bower & Co., John.....	45
Bradshaw Company.....	50
Brown & Co., P. F.....	4
Buckley, Elton J.....	6
Burk, Louis.....	21
Butler Brothers.....	17
Ceylon Tea.....	7
Computing Scale Co., The.....	3
Croft & Allen Co.....	41
Daetwyler & Co. R.....	32
Eby Co., The Frank C.....	47
Egg-O-See Cereal Co.....	37

	PAGE
Electro-Silicon Co., The.....	18
Enterprise Mfg. Co. of Pa., The.....	Cover 1
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	37
Fell Manufacturing Co., E. C.....	Cover 2
Fischer & Co., B.....	37
Fleischmann's Yeast.....	12
Fly Ribbon Mfg. Co., The.....	27
Forbes, J. P.....	32
Franklin Sugar Refining Co.....	20
Frelhofer Vienna Baking Company.....	41
Frye & Co., Jed.....	22
Fulton & Walker Co.....	43
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	4
Grocers' Printing Co.....	27
Heacock, H. F.....	50
Heinz Company, H. J.....	9
Hires Condensed Milk Co.....	Cover 4
Huebner, James J.....	12
Indexed Coupon Books.....	32
Iroquois Canning Co.....	Cover 3
Kingsbury, H. P. D.....	16
Knight Cooking Extract Co.....	43
Lamson Consolidated Store Service Co.,	41
Lautz Bros. & Co.....	Cover 2
Libby, McNeill & Libby.....	39
Lindsley J. V., & Company.....	45
McCahan Sugar Refining Co., The W. J.,	Cover 3
Millbourne Mills.....	12
Moore & Co., E. B.....	50
National Cash Register Co.....	15
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	22
Ohio Match Sales Company.....	47
Philadelphia Electric Co., The.....	12
Piqua Bracket Co.....	Cover 2
Pressing & Orr Co., The.....	Cover 2
Quaker City Preserve Co.....	27
Ralston Purina Mills.....	4
Ridgway Refrigerator Co.....	49
Ritter Conserve Co., Philip J.....	16
Royal Specialty Co.....	27
Sauer Co., C. F.....	Cover 4
Shinn & Kirk.....	45
Swift & Co.....	27
Swift & Co., Gloucester, Mass.....	12
Troemner, Henry.....	49
United Store Service and Tube Co.....	47
Van Camp Packing Co.....	13
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Wheatena Company, The.....	45
Wilde's Sons Co., Samuel.....	47
Williams Bros. Co., The.....	47
Young & Co., Chas. W.....	22
Zipp Manufacturing Co.....	43

New Manufacturers' Association Has Interesting Plans

Guarding Itself Against Jobbers' Arbitrary Demands. Will Revise, if Possible, Jobbers' Profits on Specialties. Private Brands and Limited Retail Prices to be Given Particular Attention. Information Gained from Interview with Officer of New Association.

A "Grocery World and General Merchant" representative had an interesting and fruitful conversation during the week with an officer of the new Specialty Manufacturers' Association, recently organized in New York City. The information elicited is sufficient warrant for the suggestion that before the manufacturers are through certain jobbers may regret their selfish efforts to incite the specialty manufacturers against the large retailer and the retailers' associations.

It can be stated as a fact that the factor which more than any other led to the forming of this new combination among the manufacturers was the fact that the jobbers, unorganized and organized, had become much too lazy, indifferent and arbitrary in their attitude toward the manufacturers whose goods they were handling. The attitude of many jobbers of late toward the manufacturers of specialties has been that the manufacturer was wholly dependent on the jobber, who for that reason could do about as he pleased with the manufacturer's interests. And very often he could, with the interests of one manufacturer, but not so with the interests of a hundred manufacturers organized in a strong association.

The new manufacturers' association therefore was first organized to protect its members against arbitrary demands by jobbers, including which is the jobbers' demand that the manufacturers shall sell no large retailers or retailers' associations. All such demands will henceforth be referred to a special committee of the Specialty Manufacturers' Association and acted upon as an association. This will make it very difficult for the jobbers to boycott the goods of any manufacturer who decides to use his own judgment as to whom he shall sell.

The new association will also look quite closely into certain of the jobbers' methods concerning the handling of its members' goods. It is alleged by manufacturers of specialties that the indifference of many jobbers to good orders obtained by manufacturers' salesmen and turned in through jobbers has cost the manufacturers thousands of dollars every year. This condition has partly been cured by the Association of Brokers' and Manufacturers' Representatives; the work will be carried on by the manufacturers themselves through their own association. In the same way the elimination of the dishonest salesman, which has also been partially accomplished by the associated brokers, will be worked for.

The specialty manufacturers seriously object to the profits which the jobbers exact on specialties. Their contention is that for the wholesale grocers to refuse to sell specialties except on a 10 to 15 per cent. profit is inequitable when the bulk of their business is done on 7 or 8 per cent. The position which the manufacturers will take is that they should not be compelled to pay the absent profit on such goods as sugar and flour.

The matter of private brands will particularly engage the attention of the Specialty Manufacturers' Association. As has several times been commented on in this journal, practically every jobber in business has private brands, all of which directly compete with the brands of the manufacturers. The manufacturers will treat the jobbers' private brands in two ways: First, by adopting methods of assuring the jobbers a profit on the manufacturers' brands, so that the main reason for establishing private brands will be gone; and second, reducing the profit on the manufacturers' brands to the jobbers who have their own; in other

words, regarding the jobber with a private brands as a competitor and treating him as such.

There is reason to state that there will be no general refusal by the members of the new association to sell large retailers and retailers' associations, unless the jobbers do a great deal more for the manufacturers than they have done in the past.

The "Grocery World and General Merchant" can also state with authority that the Specialty Manufacturers' Association will pay very special attention to the question of limiting retail prices.

Pittsburg (Pa.) Bread-by-Weight Cases All Fall.

In Appeals from Justices of the Peace, Before Whom Many Prosecutions Against Grocers and Bakers Were Heard, Court Decides that Justices of the Peace Had No Authority to Hear the Cases. All Collapse.

Special Correspondence of "Grocery World and General Merchant."

Pittsburg, Pa., Oct. 29, 1908.

The cases recently brought against various grocers and bakers of this city for selling bread by the loaf instead of by weight have forlornly collapsed. The Allegheny County Common Pleas Court decided during the week that the justice of the peace before whom the cases were heard, and who fined all the defendants, had no jurisdiction in the matter.

Just who was behind the prosecutions seems to be in doubt, as there was no public demand for the sale of bread by weight instead of by loaf. A large number of grocers and bakers were prosecuted, however, under the old Pennsylvania law of April 1, 1797, which reads as follows:—

That from and after the 1st of May next, all loaf bread made for sale within this Commonwealth shall be sold by the pound avoirdupois, and every baker or other person offering the same for sale shall keep at his or her house, or at such other place at which he or she shall at any time offer or expose for sale any such bread, sufficient scales and weights, lawfully regulated, for the purpose of weighing the same; and if any baker or other person shall, from and after the first day of May next, sell or offer for sale any loaf bread in any other manner, the contract respecting the same shall be void, and the person so offending against this act shall, upon conviction, forfeit and pay the sum of \$10 for every such offense, one-half to the use of the informer and the other half to the use of the Commonwealth. * * * *

All the cases were brought before justices of the peace, and

the court holds that inasmuch as the law does not actually give justices of the peace the power to hear the cases, they have no such power and all the cases that they did hear must fall.

A. M. R.

Local Jobber Sues Clyde Line and Southern Pacific.

Long Delay and Continued Evasion of Claims for Loss and Damage in Transit Lead to Lawsuit by Halpen, Green & Co. Against Both Companies Concerned. Shipment of Molasses from New Orleans to Bottom of Case.

The wholesale grocery house of Halpen, Green & Co., 30 South Front street, Philadelphia, entered suit during the week against the Clyde Steamship Co. and the Southern Pacific Co. to recover damages for goods lost and damaged in shipment. The action will be of interest to the manufacturers who have found it difficult to get satisfactory adjustment of claims from most of the transportation companies.

The claim of Halpen, Green & Co. is nearly three years old. The long interval has been spent in working to get satisfactory adjustment. The case hinges on two shipments of molasses from New Orleans to Philadelphia, both of which came via Southern Pacific from New Orleans to New York and via Clyde Line the rest of the way. In all thirty-five barrels were shipped. Three barrels were lost entirely and eleven barrels were smashed so that 115½ gallons were lost.

Both the Southern Pacific Co. and the Clyde Steamship Co. have been named in the writ as defendants, in order to prevent one from blaming the damage on the other.

This claim was paid in full by the Clyde Steamship Co. two days after the statement of claim was served upon it.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

National Retailers' Association Welcomes Manufacturers' Specialty Association

National Secretary Green Believes it Marks Era of Universal Co-operation Between Manufacturers, Jobbers and Retailers. Two Schemes Shown Up. Parcels Post Frame-up Defeated in West.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio,

October 29, 1908.

We see in the new association of specialty manufacturers the beginning of a new era. To take our place in this new enterprise we must be in a position to meet each on a basis of equality. That the retail merchants' organization should be conducted along ideal lines. That we should be willing and able to carry out any proposition suggested and any agreement entered into with the manufacturers and jobbers of the United States.

The manufacturers have the right to do the manufacturing business. The jobbers have the same right to do the jobbing business. The retailer contends his right to his part of the business, and when each is in a position to carry out his part of the contract there is no question but that we shall be able to put our business on a basis that will be respectable and profitable. There is no doubt but that the retailers' organization is well in advance of either the manufacturers or jobbers' association. That we are able to hold our place in the contract and live up to any proposition that would be for the best interests of all concerned.

I do not wish to infer that the millennium has already come, or that all of the ills in the grocery trade are going to be eliminated because the manufacturers have formed an organization, but I do firmly believe that by a number of conferences which will surely be brought about through these organizations that we shall see the beginning of a movement which will ultimately result in bringing about the results so much desired.

Let us not for one moment think that any reforms are going to be brought about by force or intimidation or threats. Every improvement must be brought about by conservatism, a kindly

feeling, a willingness to co-operate, to give and take, to inculcate a spirit of confidence and a trust in one another that will not be dismayed at every little difficulty or report that might be forthcoming.

There was a strong feeling expressed that the legitimate channels of distribution, which passes down from the manufacturer through the jobber to the retailer, and avoids such channels as chain and department stores, was more desirable than the conditions which now exist, and while the manufacturers have organized for their own protection we learn through representatives at that meeting that the organization will co-operate to the greatest extent with the jobbers' and retailers' organization, and instead of trying to oppose will do everything in their power to advance the interests, believing that the advancement of one is to the advantage of all.

It has come to the writer's attention recently that many goods of staple character are being relegated to an undesirable position in the store, and many goods have been entirely eliminated from the stock simply because they have been found unprofitable, and this condition has been brought about by unscrupulous persons who have taken advantage of some opportunity to destroy and bring to naught the efforts of a manufacturer who has spent thousands of dollars to place his name and goods before the consuming public of the United States.

There is no doubt but that this condition of affairs can be eliminated if the manufacturer take the proper steps to protect his products, whether it be through fixed prices or in some other way.

JOHN A. GREEN,
National Secretary.

If you have any old goods of the Ralston Purina Company's—checkerboard packages—report them to the office in St. Louis.

To the Trade:

DO YOU KNOW WHY

CEYLON TEA

HAS

UNVARYING EXCELLENCE?

IT'S BECAUSE:

Ceylon's Climatic Conditions Are Equable;

Ceylon's Volcanic Soil Does Not Degenerate;

Ceylon's Tea Culture Is An Exact Science.

And, Step by Step,

CEYLON'S MACHINE PREPARATION PROCESSES

Can be relied on to

GIVE
UNIFORM
RESULTS

Written for the "Grocery World and General Merchant."

How to Cut Prices If You Must

"Old Yard Stick" Draws Vital Lesson from Some Sample Price-cuts by Well-known Philadelphia Department Store-keeper. When You Cut, Cut Right. The Sort of Cutting that Gets the Money Out, Cleans Up the Dead Stock and Brings Useful Advertising.

I have always believed that a storekeeper can learn things by studying methods used in lines of trade where competition is strong. Possibly it is stronger in my own business than any other, so I used to slip into Philadelphia to snoop around the king of us all, the biggest general merchant in the world.

I will not mention his name, because this is not a personal tribute to him, but simply a study of one of the things that made him big.

I was looking over a miscellaneous assortment of fancy "things" for women. You and I don't know their names: we would call them all "jackets." I found one that had originally been marked at \$85 and was re-

duced to \$5. Now, competition in these articles is such that it was undoubtedly good value at its original price, as values go. What do you suppose it cost? Maybe \$30 or \$40. At any rate it is certain the reduced price meant a considerable actual loss.

A Philadelphia friend of mine was also looking around. He found coats, vests and trousers of broken lots at ridiculous prices. After a little hunting he got a whole suit of clothes for \$4. It would have retailed at \$20 anywhere. Another actual loss. I thought over these things a little and began one of my first real bargain sales as soon as I got back and told my son-in-law what I had seen. I mean a real bargain sale, not mild reduction, but a

regular slashing of prices that meant big losses.

I had found one of the big fellow's secrets. As soon as he finds a line of goods won't sell he cuts them down so low that the people almost fight for them, and gets some of his money back. He knows that besides interest on the money invested in goods they cost him so much rent to carry them, and if he carries them long enough these two expenses actually eat up more than he can ever get out of the goods. When he cleans out at a loss he not only stops the interest loss and the rent loss, but besides getting a little money back he gets big advertising.

I don't know whether I have made my point perfectly clear, because there is nothing new in the idea of selling goods at a reduced price. But the thought is that there is a right way and a wrong way to do anything no matter what, and that the right way to reduce is to reduce way down below actual cost. Don't scrape off a few mean pennies and tell people you are "selling below cost." Your customers

know something about values. Your competitor can do the same thing and then your sale and he will both drag along. You may make a further cut; he can do the same. Result is, you both lose money and gain neither friend nor advertising.

Be bold. If you decide to clean out a line, cut down so low that you sell out with a rush before your competitor can change his price tags. You'll make friends, get good advertising and last, but not least, you get some real money that can be put into more profitable goods at once.

Wherever people buy and sell the same principles of human nature enter into the transaction. Quality influences, but price decides. The situation is the same in a little town as it is in a big city. If you have a line of goods whose quality ought to sell them but will not sell them at full price put a price on them that will make people fight to get them.

It's really funny how a man will open a store with the intention of selling goods and the knowledge that he must sell them to live, and then for any reason

Compare **ALL BILLS** carefully this week

OUR BILLS for best prices on groceries



The **TWO BILLS** that are running for President for best principles and ability to conduct National Affairs

NEW New York State Fancy, Absolutely Pure Buckwheat Flour, 125-lb. bags	100 lbs., \$3.00
NEW California Lima Beans, bags about 80 lbs., per lb., .05½	
5 or 10-bag lots	per lb., .05
NEW Oregon Prunes, Webb-Foote Brand, very fancy quality, 30-40s, 25-lb. boxes	per lb., .08¾
40-50s, 25-lb. boxes	per lb., .07¾
5 or 10-box lots, at ½c. per lb. less.	
Griffin & Skelly's Fancy Coast-packed Seeded Raisins, 36 ls	per lb., .07½
Owl Brand Fancy Coast-packed Seeded Raisins, 36 ls	per lb., .07½
Malpaco Brand Fancy Coast-packed Seeded Raisins, 36 ls	per lb., .07¾
Griffin & Skelly's Fancy New Seedless Raisins (Thompson's Seedless), 50 1-lb. packs	per lb., .07¾
Fancy California Sultana Seedless Raisins, NEW 50-lb. boxes	per lb., .05
5 or 10-box lots	per lb., .04¾
NEW Halloween Dates (Fancy Golden), boxes about 70 lbs.	per lb., .05¾
5 or 10-box lots	per lb., .05¾
Century Brand Dates, 30 packages in a box	per pkg., .04½
Extra Fancy NEW Head Rice, large whole bean, very clean, very white, very flinty, bright and glossy, the prettiest lot of Rice we have seen for many a day, 100-lb. bags	per lb., .06¾
5 or 10-bag lots	per lb., .06¾

NEW Red Kidney Beans, finest quality goods we have ever seen, grain bags ab. 2½ bush., per bus., \$2.65	
Silver Milk, 4 doz.	per doz., 3.95
Gold Milk, 4 doz.	per doz., 3.55
Wrigley's Mineral Scouring Soap, 100 5c. cakes	per box, 2.20
50 5c. cakes	per box, 1.15
10-gallon kegs 600s Pickles	per keg, 2.65
10-gallon kegs 300s Pickles	per keg, 2.50
Eagle Brand Fancy Large, very bright, Muir Peaches, beauties, 25-lb. boxes	per lb., .09½
5 or 10-box lots	per lb., .09
Fancy NEW White Fat Irish Mackerel, 440 to 460 fish	per bbl., 12.75
50-lb. blue-painted tubs, about 110 fish	per tub, 3.63
10-lb. pails	per pail, .81
8-lb. pails	per pail, .68
These are fish that will show you a fine profit at 5c., or in fact they could be sold at 6 for 25c. We guarantee quality and satisfaction, and they should sell like wildfire at these low figures.	
Duryea's Corn Starch, 40 1-lb. packages	per lb., .06¾
Aunt Jemima's Pancake Flour, 36 2s	per case, 2.75
Finest Quality Long Cut Sour Krout, 52-gallon tierces	per tierce, 7.60
Ice King Norwegian ¼ Oil Sardines, 100 cans in case with key, 28 to 30 fish in can	per case, 6.65

These Prices for This Week Only—November 2d to November 7th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

the content to keep them instead. Selling that does any good must be lively selling. If quality is too low, give price the right chance. Don't fear that such policy will make you lose money in the long run. The biggest retailer in the world has not lost money in the long run by doing it. And I've always noticed where a general storekeeper gradually went down and out that he had a lot of out-of-date truck on hand. The interest and the rent on those goods discounted his profits on others. He was afraid of a sudden loss that would have given him some real money, and while he trembled and hesitated the continual loss ate him up.

OLD YARD STICK.
Chester County, Pa.

The Blanke Co. Defend Their "Dutch Moka" Label.

It may be said that it does not deceive, but forget that they are selling consumers and not coffee men. Three hundred cases of the coffee in question seized by United States Government in Pittsburg, Pa.

In answer to an article published in the issue of October 19th, giving an opinion regarding the equality of a package coffee called "Dutch Moka" sold by the C. F. Blanke Tea and Coffee Co., of St. Louis, Mo., the "Grocery World and General Merchant" is in receipt of the following letter from the Blanke Co.:-

St. Louis, Mo., Oct. 26, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Our attention has been called to an article in your journal on our Dutch Moka coffee several days ago.

We cannot agree with you in the opinion expressed in this article. There is no such thing as a Dutch Mocha, hence our coined name, "Dutch Moka" cannot mislead any one; in addition to this we say on the package just exactly what the package contains, so we believe that the thinking public will acknowledge that there is no deception or intention of misleading on our part. When you publish an article like this you are doing injustice to a manufacturer and possibly working an injury that would be difficult to estimate in a financial way. We hardly believe that you gave your article the proper consideration and thought before publishing same.

Yours truly,

C. F. BLANKE TEA AND COFFEE CO.
C. F. Blanke.

The "Grocery World and General Merchant" regrets that this statement of the packer's position does not change its opinion in any way. The writer suggests that the Blanke Co. have used an in-

correct standard in estimating whether their label deceives or not. If they were selling "Dutch Moka" coffee to expert coffee men, the "Grocery World and General Merchant" admits that there might be no deceit. The label in question, however, is offered to the consumer, who knows none of the things necessary to know in order to see through "Dutch Moka."

Bearing upon this case is the fact that United States Commissioner W. T. Lindsey, of Pittsburg, Pa., seized by attachment 300 cases of this same coffee last Tuesday. The coffee was shipped by the C. F. Blanke Co. to B. H. Voskamp's Son, of Pittsburg, and was seized as being in violation of the food law. The "Grocery World and General Merchant" has not been able to learn the details of the charge, and the information is therefore printed here for what it may be worth.

Big Syrup Seizure in West.

Two hundred and ninety-six cases and 93 cans of syrup were confiscated by an agent of the Pure Food Department at Denver, Col., during the week, from Shields & Morley and O. E. Hemmenway, grocers of Colorado Springs, to whom it was shipped by the Scudder Syrup Co., of Chicago. The brand on the syrup is "Scudder Pure Maple Syrup," and on each can is a picture of a maple grove. The pure food inspectors accuse the manufacturers of misbranding the cans. And unless they put "Cane Sugar" in conspicuous letters on the labels hereafter the Pure Food Department threaten to confiscate every case and can of the syrup shipped into Colorado.

Ralston's Prize Offer.

The prize offer being made in the advertising of the Ralston Purina Company is bound to attract considerable attention to these goods, and they are already so well known and well liked that that attention is bound to result in many sales.

There is something about these goods that inspires confidence and the user finds the confidence is well placed. There is no doubt about the quality of Ralston Health Food and Purina Whole Wheat Flour, and dependable goods are always easy to sell.

Every grocer's clerk will be interested in getting the beautiful set of cuff buttons and stick pin to match, which the Ralston Company will send him free. You had better tell your clerks to write and find out about this offer. It is to your interest to encourage them to push Ralston Purina Company's line.

"OLD DUTCH" SPICE CADDY

FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY

NEW YORK CHICAGO SAN FRANCISCO

You Run Big Risks With Preservatives

You will have yourself to blame if the food authorities come along some day and condemn your stock of artificially preserved foods. The warning against them has been ample.

HEINZ

**57 VARIETIES
PURE FOOD PRODUCTS**

contain no drugs or chemical preservatives of any kind. The guarantee of absolute purity on every package of HEINZ goods protects you as well as the consumer.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

NEW YORK PITTSBURG CHICAGO LONDON

Grocery World

AND

General Merchant

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President and General Manager.

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Vice-President and Editor.

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Advertising Manager.

WILLIAM H. NAYLOR,
Circulation Manager and Manager Prices-Current.

Monday, November 2, 1908.

The plan of shipping freight without being bound by a lot of oppressive conditions forced into the bill of lading by the railroad company will commend itself to every merchant who sends freight or receives it. The new uniform bill of lading, published in another column, introduces the plan. In brief it comprehends an arrangement by which the shipper, by paying 10 per cent higher freight rates, can absolve himself from all the conditions of the bill of lading and hold the carrier up to its duty under the common law and the statute. This means a much higher standard of duty than that imposed by the bill of lading. The same thing could be done under the old bill of lading, but only by paying *twenty* per cent. higher freights, which practically nobody did. At a difference of 10 per cent., many shippers will doubtless avail themselves of the much greater protection of the law.

As an indication of the difference in the shipper's protection under the two standards of duty, take Section 9 of the new form, which reads as follows:—

Sec. 9. Except in case of diversion from rail to water route, which is provided for in Section 3 hereof, if all or any part of said property is carried by water over any part of said route, such water carriage shall be performed subject to the liabilities, limitations and exemptions provided by statute and to the conditions contained in this bill of lading not inconsistent with such statutes or this section, and subject also to the condition that no carrier or party in possession shall be liable for any loss or damage resulting from the perils of the lakes, sea or other waters, or from explosion, bursting of boilers, breakage of shafts, or any latent defect in hull, machinery or appurtenances; or from collision, stranding or other accidents of navigation or from prolongation of the voyage. And any vessel carrying any or all of the property herein described shall have the liberty to call at intermediate ports, to tow and be towed, and assist vessels in distress, and to deviate for the purpose of saving life or property.

The term "water carriage" in this section shall not be construed as including lighterage across rivers or in lake or other harbors, and the liability for such lighterage shall be governed by the other sections of this instrument.

Under this condition it is hard to imagine what default the carrier would be liable for, short of gross negligence. But if the extra 10 per cent. has been paid, and the shipper is standing on the common law or the statute, the carrier will be liable for at least half of the contingencies for which this part of the bill of lading absolves it. The extra protection is well worth the extra 10 per cent. in the writer's judgment.

Out from Harrisburg, Pa., has come the news, that Pennsylvania Dairy and Food Commissioner Foust would advocate a bill at the next legislative session requiring food products which had been in storage more than a certain specified time to proclaim that fact upon their labels.

The law in the abstract seems good, though there are certain things to be considered concerning it. Possibly, first, the practical impossibility of enforcing it, at least literally. Suppose that under such a law eggs in storage for one month required no label; after that, some notice to the buyer was made necessary. It would be practically impossible to tell the difference between an egg stored one month and an egg stored two.

Second, and mainly, the advisability of such a law. There would seem to be no answer to

the proposition that storage foods should not be sold as fresh, and that the consumer should know whether a given offering is fresh or from storage, that she may exercise the option which is unquestionably hers. Yet there is something to say on the other side. As to the better grades of storage products, there is no detectable difference, as to wholesomeness or edibility between them and fresh. That means that while in spite of this the consumer is still entitled to an option, there is no real necessity for it. Further, the delusion that a product from storage is inferior, is reasonably sure to cause consumers to exercise their option, if it is given them, against a legitimate and established product; a product that the market absolutely cannot do without. It is a question whether, in view of this, the storage trade could not with some reason contend that information for which there is no real need, and which is almost sure to lead consumers to an ignorant and erroneous conclusion against certain perfectly good products, should not be forthcoming. Can it be denied that the quality of a product, and not the fact that it has been in storage or not, is the only sensible criterion? And it is not equally clear that under such a law this criterion would give way to another and a wholly false and unfair criterion—the length of time a given product has been in storage?

This suggestion refers solely to that class of storage products which are the practical equal of the fresh.

The city of Dayton, Ohio, has just enacted one of the most remarkable ordinances ever passed in this country. The text follows:—

Section 1. That it shall be unlawful for any person owning or operating any moving van, furniture car, transfer wagon, express wagon, delivery wagon, or any other vehicle, to haul or move or cause to be hauled or moved any article of household goods, trunks, or personal effects in the possession or custody of any resident of the said city of Dayton changing the place of his or her residence, until there has been recorded in a book to be kept for that purpose, the full name of the owner or the person in possession or custody of such household goods, trunks or personal effects, together with the address of the place from which and to which such hauling

or moving is to be done, with the date thereof and the name of the owner and person in charge of such vehicle.

Sec. 2. Every person owning or operating any of the vehicles aforesaid shall on Monday of each week file in the office of the Mayor a full and correct statement for the previous week, of all information as required by Section 1 hereof. That upon receipt of each such statement, the Mayor shall file the same in his office and such statement shall be open to the inspection of the public and the Mayor shall keep a register of all such changes in such addresses.

Sec. 3. That it shall be unlawful for any person to give a fictitious name or to deceive the owner or person in charge of any vehicle hauling household goods, trunks or personal effects as to the ownership thereof.

Sec. 4. Any person violating any of the provisions of this ordinance shall be deemed guilty of a misdemeanor and upon conviction thereof shall be fined not less than \$5 nor more than \$30 and shall pay the costs of prosecution.

The object is to tie a string to the fly-by-nights who incur debt with local tradesmen and avoid them by secretly moving. There is such an evil, undoubtedly, and any legislative attempt to eliminate it should and will be welcomed. The ordinance is distinctly novel because for the first time it introduces into this country one form of the municipal espionage upon citizens which marks the countries of Europe, notably Germany and France.

The writer fears, however, that the ordinance will be largely ineffective. The details of the moving need not be filed until after the debtor is gone, when it is usually too late to act. Section 3, which makes it unlawful to give a fictitious name or deceive the mover as to destination, is obviously impotent. Where a debtor has purposely given the wrong future address, who can seek out the right one in order to visit upon him the consequences of his deceit?

However, the ordinance will doubtless prevent fraud in many cases through its moral rather than its legal effect.

Scores Housewife for Neglect of Food Labels.

Pennsylvania State Chemist Says Cleaning of Market of Impure Food is in Housewife's Hands. Work of Pennsylvania Food Department for Current Month.

The current number of the monthly bulletin of the Pennsylvania Dairy and Food Department, just received, contains an interesting article by Dr. H. C. Stiefel, chemist, on "Can the

housewife Read?" The point is the careless indifference of the average consumer to the meaning of food labels. The core is as follows:—

A good many housewives treat the labels on goods they buy at grocery stores as a kind of a joke, a very wry take them seriously, but the great majority never dream of reading them. They buy a bottle of pickles, for instance. They see the label and that is enough. They never bother their heads about the label. It can state that the pickles are absolutely pure and are put up by a well-known firm, or it can inform the reader that the pickles are made of putty, hand painted with chrome green, soured with oil of vitriol and preserved with embalming fluid.

Out of a large number of pickle samples tested let us take the labels three for nearer examination. The label on the first bottle is simple and to the point. It merely states that the bottle contains "Tom's Sweet Gherkins. Serial number guaranteed under the Food and Drugs Act." Only this and nothing more. Chemical analysis showed that the pickles were pure in all respects, consisting simply of small cumbers put up in malt vinegar and sweetened with sugar.

The label on the second bottle equivocates considerably. According to it the bottle contains: "Dick's Highest Grade Sweet Pickles. Serial number guaranteed under the Food and Drugs Act. These goods are absolutely pure, contain one-tenth of 1 per cent. Benzoate of soda to prevent fermentation." Chemical analysis shows that the pickles are put up in distilled vinegar, benzoate

of soda has been added, as per label; alum has also been added to make them nice and crisp, but the label does not say so. While this bottle may contain "Dick's Highest Grade," the goods are certainly not of the highest grade.

The label on the third bottle is worth preserving, it is so refreshingly honest, no deception about it. Here it is in full: "Harry's Brand Sweet Pickles. Prepared with pure spices, tumeric, one-tenth of 1 per cent. alum, one-tenth of 1 per cent. sodium benzoate, sugar and vinegar."

Chemical analysis shows that the label really tells the truth, alum, turmeric and benzoate are all there, barely enough vinegar to escape telling a lie, the "pure spices" are present, perhaps a spoonful to the barrel of pickles. Just enough to be able to bring in that pretty little word "Pure."

These three bottles were all obtained in the same store, they held the same number of pickles, cost exactly the same. Now, is it possible that a woman gifted with just the ordinary amount of common sense would buy No. 3, in preference to No. 1—if she read the labels?

It would be a simple matter indeed, for the housewife to drive inferior goods out of the market. She can do it quicker, more effectively and far, far cheaper than any one else by simply ceasing to buy them.

The moment the grocer finds that the stuff remains unsold upon his shelves he will quit ordering it, and if the maker of the low-grade stuff finds his market slipping away from him he will not lose much time in weeping and wailing. Not he; he will simply try to bring the quality of his goods up to the good grades.

And this will come about just as soon as the housewife takes the trouble to read the labels.

The summary of the month's work is as follows:—

REPORT OF ANALYSIS.

Butter Samples, 10.

Oleomargarine	1
Pure	9

Total	10
-------------	----

Pure Food Samples, 12.

Adulterated	2
Complying with law	10

Total	12
-------------	----

Vinegar Samples, 7.

Pure	7
------------	---

SUITS AND PROSECUTIONS.

Oleomargarine Cases, 2.

Terminated	2
------------------	---

Pure Food Cases, 2.

Terminated	2
------------------	---

LICENSES ISSUED FROM JANUARY 1 TO OCTOBER 15, 1908.

Oleomargarine Licenses, 331.

Boarding house	7
Restaurant	3
Retail	311
Wholesale	10

Total	331
-------------	-----

Renovated Butter Licenses, 12.

Retail	10
Wholesale	2

Total	12
-------------	----

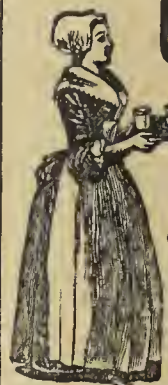
Total amount of money received from said licenses for 1908 is \$33,938.52, and this sum has, in accordance with law, been deposited in the State Treasury.

The pages devoted to the reports of State chemists show an

absolutely unprecedented condition—practically no reports of adulterated goods. There is one oleomargarine case, against the Girard avenue cafe, 1024 Girard avenue, Julius Trondle, proprietor. This place sold oleomargarine as pure butter.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s
Chocolate
& Cocoa



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

What the Name "Armour" Means

The name "Armour"—on "Star" Hams or on anything else—means that the article is above the common. Have you ever thought of this? Back of every Armour product is a world-wide business that depends for success on quality.

People will eventually get what they like best. There is no doubt of that. We can't hold your trade unless we deserve it. And we must deserve it better than others, because of our larger production. We must control an enormous trade to dispose of it.

No skill is too costly, no care too extreme, if it improves our products even a trifle. For we can't sell the most of an article if anyone makes a better. That goes without saying. We cannot long be leaders unless we lead in quality.

Our products are clean and healthful, and correctly branded. The laws insure that. We have a small army of Government inspectors around us. From the animal to the consumer, every process is watched by them. We could not put out anything deceptive, un-

clean or unhealthful, even if so inclined.

But the name "Armour" means more.

It means that the highest skill that we know has been employed in the making. It means that years of experience has served to perfect it. It means that our vast reputation, and all that depends on it, is deliberately placed at stake on it. We are not so unwise to seek your trade in this expensive way, without knowing that our products will keep it.

ARMOUR AND COMPANY



Tungsten Lamp Fixtures for the Grocery Store

We are making all Grocery Stores a special proposition for the installation of the new Tungsten Electric Lamp Fixtures. These fixtures have been designed to meet every condition of interior or exterior lighting. We will install and maintain them, together with shades and lamps and including the renewal of lamps, for one year, at a fixed price per month—the current used will be charged for by meter. At the end of the year the fixtures belong to you. The entire charge will be as little, or less than you are at present paying for patent lamps.

May we send a representative to explain details?

**THE PHILADELPHIA
ELECTRIC CO.**

10th and Chestnut Streets

ANOTHER CODFISH SPECIALTY

¶ Fine threads of pure Georges Codfish — the slicings from Talisman Codfish packed in wood boxes and middles.

¶ Just as good as any of our other codfish products, in fact, the same thing in another form. The threaded form, in fact, is one of the most popular.

¶ Handsomely packed in thick paper cartons for winter use and glass jars for summer.

SWIFT & COMPANY



GOFF'S COUGH SYRUP

The Pure Food law has been our best helper, always 100 per cent. purely vegetable, no opiates. It's the kind to use yourself. It's the kind to sell. Write for our plan.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the
7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

FREE TO DEALERS!



A carton of "Huebener's Genuine Lititz Bretzels" will be sent free to dealers (only) requesting it. You'll be surprised to know a pretzel could be so good. Let's get acquainted.

JAMES J. HUEBENER
Box 254, Lititz, Pa.

The New York Letter

National Jobbers' Executive Committee Hold Important Meeting. President Says Plan Not Preparing to Fight National Specialty Manufacturers' Association. No Change in Federal Pure Cheese Rulings. Coffee Options Touch Lowest Price in Five Years. Small Items of Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, October 30, 1908.

An important meeting was held last Saturday by the officers and Executive Committee of the National Wholesale Grocers' Association in a parlor of the Waldorf-Astoria Hotel. Reporters were not admitted, but a number of interesting facts in relation to the session were given out after the adjournment by the president of the organization, William Judson, who presided at the meeting.

Mr. Judson said that there was no truth in the rumor that the object of the meeting was to make preparations for resisting the newly formed American Specialty Manufacturers' Association in case the latter should work contrary to the wishes of the jobbers. It has been the talk in the grocery district of the West Side that the activity of the wholesalers in asking for additional discounts and for special terms had a share in leading the manufacturers to organize. So it was a plausible conclusion that the special meeting of the wholesalers on Saturday was to look after their end in case of a contest of organizations.

Mr. Judson denied that the jobbers look with any apprehension whatever upon the activity of the specialty manufacturers in forming an organization of their own. Instead of looking with suspicion upon the new association, he said, he approves the idea and believes that the manufacturers, through such an organization, can do much that will be of value to themselves and to the jobbers as well.

As to what was done at the meeting of the wholesalers, Mr. Judson said that plans had been formulated for extending the work and influence of the association by means of its committees. It is now believed, he said, that all jobbers in the country will be brought to co-operate. Manufacturers are not to be an-

tagonized, but quite the contrary course will be pursued, he said, and continued:—

"We aim to secure the operation of the producers. Our members believe in maintaining list prices and we believe that manufacturers should grant reasonable discounts for cash goods purchased. But no effort is being made to coerce a manufacturer to do anything unreasonable or not in accord with direct business principles.

"There is, of course, a great deal of work yet to be done along the lines of pure food legislation and the operation of food laws from now on will require careful watching in order to protect interests of wholesale and retail distributors and of the consumer. We shall continue our Pure Food Committee as it now stands, including Theodore F. Whitman of New York; W. R. Chandler of Chicago, and Frederick Drake, of Easton. We have appointed William C. Breed as special counsel for the association and he will continue to assist the committee."

It was decided to call the annual meeting of the association for Detroit June 2d, 3d and 4th next. The plans put in shape for the meeting of the Executive Committee are expected to result in the addition of many names to the membership rolls by the time that the convention is opened.

It was said, however, that the Committee on Contracts had submitted a report as to the situation in canned tomatoes and numerous rejections or violations of contracts. The submitting of questions to an Arbitration Committee was the remedy suggested. The chairman of this committee is John Mahlan, of Austin, N. Y., and his firm is Mahlan, Ols & Co.

The members of the Executive Committee who were present at the meeting were Robert B. and A. V. Graves, Philadelphia; Fred. R. Drake, Easton; F. Milliken, of the Milliken, To-

on Co., Portland, Me.; S. B. ele, of Steele, Weddles & Co., cago.

cheese importers have been in-
ned that a change in the atti-
e of the food authorities is not
e expected. It is said that the
orities are not inclined to do
thing that could be construed
giving the foreign manufac-
rs an advantage over the do-
tic. The importers tried to
foreign cheeses admitted with
further label or description
the foreign brand or pro-
tary name. It was argued
the consumers know what
e names indicate, so that if
e of the brands are made of
milk it is superfluous to
tion that fact. The Federal
ials replied that it would be
ir to the manufacturers of
cream cheeses if the skim
products were not spe-
ally labeled to show the differ-

ome idea of the kind of rail-
favors enjoyed by the Stand-
Oil Co. was given Wednesday
one of its own witnesses, W.
Kallman, an assistant freight
traffic manager of the New
& Central lines, who was
d to the stand by the oil com-
y's attorneys on the resump-
of the hearing in the case
ght by the Government for
dissolution of the corpora-
On cross-examination, he
that the rate from Olean,
r., to Norwood, N. Y., was 12
s, and the rate from Roch-
N. Y., to Norwood was 9
s. The only oil refineries in
ester and Olean belong to
Standard Oil Co. The rate
other places south of Olean,
tly longer hauls, was 33
s, and in these places inde-
lent companies have their re-
ies. The witness claimed
the Rochester and Olean
s were general and not secret,
he did not know of any other
pany than the Standard really
ining such rates. The ship-
ts through Norwood reach
northern New York, Vermont
other fields, control of which
given to the Standard by the
liarity in rates, it is claimed.

offee touched 5 cents on the
ange Wednesday for March
ons, and this was the lowest
e 1904. The cause given was

heavy receipts at primary points
and fears as to the outcome of
the valorization plans.

Officers of the New York Dried
Fruit Association conferred Mon-
day with a committee of canned
goods buyers. It is proposed to
alter the by-laws of the associ-
ation and admit the buyers of
canned goods so that all may
work together. The idea of hav-
ing an Arbitration Committee
was indorsed by the conference.

Amendments of the food law
are likely to be proposed by vari-
ous interests and with various
motives at the coming session of
Congress, in the opinion of many
people in the trade who have
been studying developments since
the law went into operation. It
seems not unlikely to these ob-
servers that the discussions will
rival in interest those attending
the original legislation.

FRED. A. MCGILL.

Egg-O-See Company Finally in Receiver's Hands.

John E. Linehan, secretary and
general manager of the Battle
Creek Breakfast Food Co., Ltd.,
manufacturers of Egg-o-See, has
been appointed receiver of the
property and business of the com-
pany. The outstanding debts ag-
gregate \$350,000 exclusive of
bonds. The action was taken
Saturday, before Judge Akers, on
the application of E. S. McCoy, of
Buffalo, N. Y., manager of the
company's plant in that city, rep-
resenting, as stated in the peti-
tion, the interests involved. Bond
in the sum of \$200,000 was fur-
nished by the receiver. The com-
pany is a partnership association,
capitalized at \$1,000,000. It is in-
timated that the credit of the com-
pany was impaired by the recent
failure of Cassidy & Gray,
brokers, though the J. W. Cas-
sidy, who is one of the largest
stockholders of the Battle Creek
Co., disclaimed any connection
with the brokerage firm.

Florida oranges are still scarce
and very poor. California oranges
sell up to \$5.

Here Are Some Good Goods Cheap.

If you can use some orange or grape-
fruit marmalade, blackberry, fig or plum
jam in an assorted five-case lot, wire
your order to H. P. D. Kingsbury, Red-
lands, Cal., at his expense. Read his ad-
vertisement in this issue; it is interesting.

Two Objections

When the installation of an American Slicing Machine is brought before a mer-
chant there are two objections that he is apt to raise. We are going to answer these
in the words of other merchants.

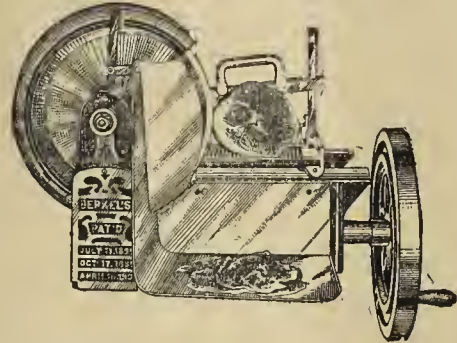
The first is "Don't handle sliced meats." Read this:

"We conduct a retail grocery business and before purchasing your
machine we had no sliced meat business at all. Now we find that the
sliced meat business is one of the principal items of sale.

"Also we find that it increases our meat profits inasmuch as customers
are willing to pay more for meats of all kinds when put up in the clean
sliced condition that your machine enables us to put them up in. It
slices perfectly."

GRAY & SMITH, Waco, Texas.

See the profit the "Don't handle" man is missing?



The second objection sometimes brought up is "Don't sell enough to justify it." Now read this:

"My sales have increased both in boiled ham from one boiled ham
a week to twenty or twenty-five and in dried beef the same proportion.
The way the machine does its work sells the goods."

HARRY A. KRIDEL, Atlantic Highlands, N. J.

"The 'don't sell enough' man would speedily sell enough with an American
Slicing Machine.

A postal will bring catalogue and particulars

American Slicing Machine Co.
54 Fifth Avenue, Chicago



"GET SOME"

It Has
"Bean"
Done!

¶ You can do it too!

¶ We found a grocer selling Van Camp's Beans so
fast it seemed worth while to ask him how he did it.

¶ He had decided that a woman who buys a month's
supply of flour or sugar, would lay in a dozen cans of
Van Camp's Beans if the suggestion was made to her
right and a small discount offered as an inducement.

¶ That was his plan. He made good. Is he any
better salesman than you?

The Van Camp Packing Co.
INDIANAPOLIS, INDIANA

New Bill of Lading Compared With Old

Conditions of Both Forms Set Side by Side. New Form Slightly More Liberal to the Shipper, but Still Much in Favor of the Carrier. New Plan of Paying Ten Per Cent. More Rate and Holding Carrier Liable Under Common Law.

A copy of the new uniform bill of lading, which is to be used by practically all railroads doing a freight business, has been obtained by the "Grocery World and General Merchant" during the past week. Nominally it goes into effect to-day (November 2d), but the old form can be used until January 1, 1909, if properly stamped under the rulings of the Interstate Commerce Commission.

There are eleven conditions to the present bill of lading, and ten to the new one. Naturally the conditions form the most important factor of the agreement, as upon them, in a large measure, rests the liability and protection of both the shipper and the carrier. Below, in a sort of deadly parallel, appear the old and new conditions compared:—

OLD FORM.

1. No carrier or party in possession of all or any of the property herein described, shall be liable for any loss thereof or damage thereto, by causes beyond its control; or by floods or by fire; or by quarantine; or by riots, strikes, or stoppage of labor; or by leakage, breakage, chafing, loss in weight, changes in weather, heat, frost, wet or decay; or from any cause if it be necessary or is usual to carry such property upon open cars.

NEW FORM.

1. The carrier or party in possession of any of the property herein described shall be liable for any loss thereof or damage thereto, except as hereinafter provided.

No carrier or party in possession of any of the property herein described shall be liable for any loss thereof or damage thereto or delay caused by the act of God, the public enemy, quarantine, the authority of law, or the act or default of the shipper or owner, or for differences in the weights of grain, seed, or other commodities, caused by natural shrinkage or discrepancies in elevator weights. For loss, damage, or delay caused by fire occurring after forty-eight hours (exclusive of legal holidays) after notice of the arrival of the property at destination or at port of export (if intended for export) has been duly sent or given, the carrier's liability shall be that of warehouseman only. Except in case of negligence of the carrier or party in possession, the burden to prove freedom from such negligence shall be on the carrier or party in possession, the carrier or party in possession shall not be liable for loss, damage, or delay occurring while the property is stopped and held in transit upon request of the shipper, owner or party entitled to make such request; or resulting from a defect or vice in the property or from riots or strikes. When in accordance with general custom, on account of the nature of the property, or when at the request of the shipper the property is transported in open cars, the carrier or party in possession (except in case of loss or damage by fire, in which case the liability shall be the same as though the property had been carried in closed cars) shall be liable only for

2. No carrier is bound to carry said property by any particular train or vessel, or in time for any particular market, or otherwise than with as reasonable despatch as its general business will permit. Every carrier shall have the right, in case of necessity, to forward said property by any railroad or route between the point of shipment and the point to which the rate is given.

3. No carrier shall be liable for loss or damage not occurring on its own road or its portion of the through route, nor after said property is ready for delivery to the next carrier or to consignee. The amount of any loss or damage for which any carrier becomes liable shall be computed at the value of the property at the place and time of shipment under this bill of lading, unless a lower value has been agreed upon or is determined by the classification upon which the rate is based, in either of which events such lower value shall be the maximum price to govern such computation. Claims for loss or damage must be made in writing to the agent at point of delivery promptly after arrival of the property, and if delayed for more than thirty days after the delivery of the property, or after due time for the delivery thereof, no carrier hereunder shall be liable in any event.

"Any carrier or party liable on account of loss or damage to any of said property shall have the full benefit of any insurance that may have been affected upon or on account of said property."

4. All property shall be subject to necessary co-operation and baling at owner's cost. Each carrier over whose route cotton is to be carried hereunder, shall have the privilege, at its own cost, of compressing the same for greater convenience in handling and forwarding, and shall not be held responsible for deviation or unavoidable delays in procuring such compression. Grain in bulk consigned to a point where there is an elevator

negligence, and the burden to prove freedom from such negligence shall be on the carrier or party in possession.

2. In issuing this bill of lading this company agrees to transport only over its own line, and except as otherwise provided by law acts only as agent with respect to the portion of the route beyond its own lines.

No carrier shall be liable for loss, damage, or injury not occurring on its own road or its portion of the through route, nor after said property has been delivered to the next carrier, except as such liability is or may be imposed by law, but nothing contained in this bill of lading shall be deemed to exempt the initial carrier from such liability so imposed.

3. No carrier is bound to transport said property by any particular train or vessel, or in time for any particular market or otherwise than with reasonable despatch, unless by specific agreement indorsed hereon. Every carrier shall have the right in case of physical necessity to forward said property by any railroad or route between the point of shipment and the point of destination; but if such diversion shall be from a rail to a water route the liability of the carrier shall be the same as though the entire carriage were by rail.

The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property (being the bona-fide invoice price, if any, to the consignee, including the freight charges, if prepaid) at the place and time of shipment under this bill of lading, unless a lower value has been represented in writing by the shipper or has been agreed upon or is determined by the classification or tariffs upon which the rate is based, in any of which events such lower value shall be the maximum amount to govern such computation, whether or not such loss or damage occurs from negligence.

Claims for loss, damage or delay must be made in writing to the carrier at the point of delivery or at the point of origin within four months after delivery of the property, or, in case of failure to make delivery, then within four months after a reasonable time for delivery has elapsed. Unless claims are so made the carrier shall not be liable.

Any carrier or party liable on account of loss or damage to any of said property, shall have the full benefit of any insurance that may have been effected upon or on account of said property, so far as this shall not avoid the policies or contracts of insurance.

4. All property shall be subject to necessary co-operation and baling at owner's cost. Each carrier over whose route cotton is to be transported hereunder shall have the privilege, at its own cost and risk, of compressing the same for greater convenience in handling or forwarding, and shall not be held responsible for deviation or unavoidable delays in procuring such compression. Grain in bulk consigned to a point

may (unless otherwise expressly noted herein, and then if it is not promptly unloaded) be there delivered, and placed with other grain of same kind, without respect to ownership, and if so delivered shall be subject to a lien for elevator charges in addition to all other charges hereunder. No carrier shall be liable for differences in weights or for shrinkage of any grain or seed carried in bulk.

5. Property not removed by the person or party entitled to receive it within twenty-four hours after its arrival at destination may be kept in the car, depot or place of delivery of the carrier, at the sole risk of the owner of said property, or may be, at the option of the carrier, removed and otherwise stored at the owner's risk and cost and there held subject to lien for all freight and other charges. The carrier may make a reasonable charge per day for the detention of any vessel or car and for use of track after the car has been held forty-eight hours for loading or unloading, and may add such charge to all other charges hereunder, and hold said property subject to a lien therefor. Property destined to or taken from a station at which there is no regularly appointed agent, shall be entirely at risk of owner when unloaded from cars, or until loaded into cars; and when received from or delivered on private or other sidings, shall be at owner's risk until the cars are attached to, and after they are detached from, trains.

6. No carrier hereunder will carry, or be liable in any way for, any documents, specie, or for any article of extraordinary value not specifically rated in the published classification, unless a special agreement to do so, and a stipulated value of the articles, are endorsed hereon.

7. Every party, whether principal or agent, shipping inflammable, explosive, or dangerous goods, without previous full written disclosure to the carrier of their nature, shall be liable for all loss or damage caused thereby, and such goods may be warehoused at owner's risk and expense, or destroyed without compensation.

8. Any alteration, addition, or erasure in this bill of lading which shall be made without the special notation hereon of the agent of the carrier issuing this bill of lading, shall be void.

9. If the word "order" is written hereon immediately before or after the name of the party to whose order the property is consigned, without any condition or limitation other than the name of a party to be notified of the arrival of the property, the surrender of this bill of lading properly endorsed shall be required before the delivery of the property at destination. If any other than the aforesaid form of consignment is used herein, the said property may, at the option of the carrier, be delivered without requiring the pro-

duction or surrender of this bill of lading.

5. Property not removed by the party entitled to receive it within forty-eight hours (exclusive of legal holidays) after notice of its arrival has been duly sent or given, may be kept in car, depot or place of delivery of the carrier, or warehouse, subject to a reasonable charge for storage and to carrier's responsibility as warehouseman only, or may be, at the option of the carrier, removed and stored in a public or licensed warehouse at the cost of the owner and there held at the owner's risk and without liability on the part of the carrier, and subject to a lien for all freight and other lawful charges, including a reasonable charge for storage.

The carrier may make a reasonable charge for the detention of any vessel or car, or for the use of tracks after the car has been held forty-eight hours (exclusive of legal holidays) for loading or unloading, and may add such charge to all other charges hereunder and hold such property subject to a lien therefor. Nothing in this section shall be construed as lessening the time allowed by law or as setting aside any local rule affecting car service or storage.

Property destined to or taken from a station, wharf or landing, at which there is no regularly appointed agent, shall be entirely at risk of owner after unloaded from cars or vessels or until loaded into cars or vessels, and when received from or delivered on private or other sidings, shall be at owner's risk until the cars are attached to and after they are detached from trains.

6. No carrier will carry or be liable in any way for documents, specie, or for any articles of extraordinary value not specifically rated in the published classification or tariffs, unless a special agreement to do so and a stipulated value of the articles are endorsed hereon.

7. Every party, whether principal or agent, shipping explosive or dangerous goods, without previous full written disclosure to the carrier of their nature, shall be liable for all loss or damage caused thereby, and such goods may be warehoused at owner's risk and expense or destroyed without compensation.

8. The owner or consignee shall pay the freight and all other lawful charges, accruing on said property, and, if required, shall pay the same before delivery. If upon inspection it is ascertained that the articles shipped are not those described in this bill of lading, the freight charges must be paid upon the articles actually shipped.

9. Except in case of diversion from rail to water route, which is provided for in section 3 hereof, if all or any part of said property is carried by water over any part of said route, such water carriage shall be performed subject to the liabilities, limitations and exemptions provided by statute and to the conditions contained in this bill of lading not inconsistent with such statutes or this section, and subject also to the condition that no carrier or party in possession shall be liable for any loss or damage resulting from the perils of the

duction or surrender of this bill of lading.

10. Owner or consignee shall pay freight at the rate herein stated, and all other charges accruing on said property, before delivery, and according to weights as ascertained by any carrier hereunder; and if upon inspection it is ascertained that the articles shipped are not those described in this bill of lading, the freight charges must be paid upon the articles actually shipped, and at the rates and under the rules provided for by published classifications.

11. If all or any part of said property is carried by water over any part of said route, such water carriage shall be performed subject to the conditions, whether printed or written, contained in this bill of lading, including the condition that no carrier or party shall be liable for any loss or damage resulting from the perils of the lakes, sea, or other waters; or from explosion, bursting of boilers, breakage of shafts, or any latent defect in hull, machinery or appurtenances; or from collision, stranding, or other accidents of navigation; or from the prolongation of the voyage. And any vessel carrying any or all of the property herein described shall have liberty to call at intermediate ports; to tow and be towed, and to assist vessels in distress, and to deviate for the purpose of saving life or property.

NOTE.—Unless otherwise provided in the classification, property will be carried at the tariff rates, if shipped subject to the conditions of the Uniform Bill of Lading.

If the shipper elects not to accept the said tariff rates and conditions, he should so notify the Agent of the receiving carrier at the time his property is offered for shipment, and if he does not give such notice it will be understood that he desires his property carried subject to the Uniform Bill of Lading conditions in order to secure the reduced class rates thereon. Property carried not subject to the conditions of the Uniform Bill of Lading will be at the carrier's liability, limited only as provided by Common Law and by Laws of the United States and of the several States, in so far as they apply. Property thus carried will be charged twenty per cent. higher (subject to minimum increase of one cent per one hundred pounds) than if shipped subject to the conditions of the Uniform Bill of Lading, and the cost of Marine Insurance will be added over any part of the route that may be by water.

The Interstate Commerce Commission has issued an explanation of the new forms, which part as follows:—

Upon the recommendation of the Interstate Commerce Commission which was made after public hearing upon the matter, at which all interested parties were heard, the Commission has issued the following explanation of the new forms, which part as follows:—

lakes, sea or other water or from explosion, bursting of boilers, breakage of shafts, or any latent defect in hull, machinery appurtenances; or collision, stranding, or other accidents of navigation, or from prolongation of the voyage. And vessel carrying any of the property herein described shall have liberty to call at intermediate ports, to tow and be towed, and to assist vessels in distress, and to deviate for the purpose of saving life or property.

The term "water carriage" in this section shall not be construed as including lighterage a ross or in lake or other harbor and the liability for lighterage shall be governed by the other sections of this instrument.

10. Any alteration, addition, or erasure in the bill of lading which shall be made without an endorsement thereon signed by the agent of the carrier issuing this bill of lading, shall be void, and this bill of lading shall be enforced according to its original tenor.

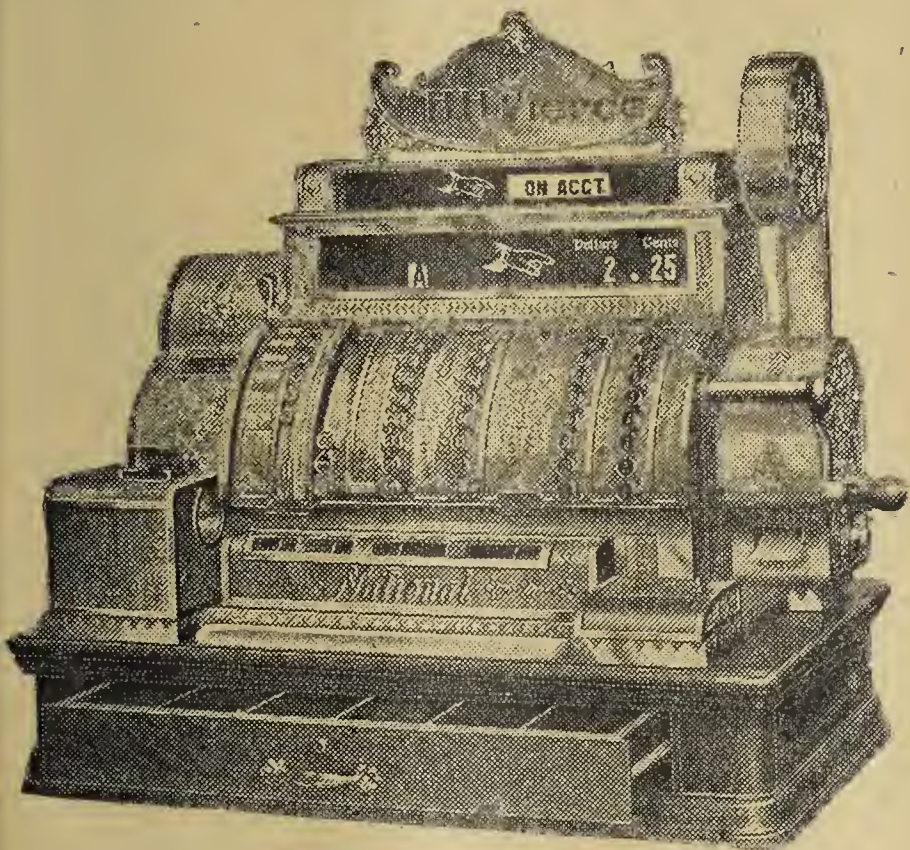
An Investment Which Pays Big Interest

Put a **National Cash Register** in your store. It will soon pay for itself by saving money here and there that is a total loss to you now.

What it saves after that makes big interest on your investment.

IT BRINGS NEW TRADE

You can do the most effective advertising on the printed receipts a **National Cash Register** prints for each customer. These receipts also prevent mistakes, show what time a purchase was made, and how much the article cost. This is why customers like to have their children and servants deal where **National Cash Registers** are used.



1908 Model Money Maker

This is a new model, and is the most complete register ever manufactured. Prints itemized record under lock and issues check. This register is equipped with time printer to print the time of day a sale is made. It also has an autographic attachment for making records of goods wanted.

This **National Cash Register** will give you a detailed record of every sale, and tell you whether it was a cash sale, charge sale, money received on account, money paid out, or if the drawer was opened simply to make change. It will show you facts about your business and stop losses about which you are now **not** in a position to **know**.

650,000 Merchants All Over the World Use National Cash Registers

It will pay you to investigate.

Every day you delay you are **working harder** to handle your business, and **making less** than you will with a **National Cash Register** in your store. Actually **losing money**. If we can't convince you that this is true we don't want your order.

Just mail the coupon for further information.

The National Cash Register Co.
28th Street and Broadway
NEW YORK

The
National
Cash
Register Co.

Executive Offices,
28th St. and Broad-
way, New York, N.Y.

I would like to
know how a National
Cash Register can in-
crease my profits and do the
other things you say it will.

Name

Business

Street

City.....State.....

No. of Clerks.....

Buy a sample order of

OUR RELIABLE LANTERN

Burns 40 hours without refilling. Cold Blast with all latest improvements and **pays the dealer a big profit.**

In stock of



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia

CAN'T YOU HANDLE a five case lot, assorted any way you wish, of Orange Marmalade, Grapefruit Marmalade, Blackberry Jam, Fig Jam, or Plum Jam? These are all we have left of this season's pack, and we'll ship you either in one-pound glass jars, two dozen to the case, or in half-gallon stone jars, half a dozen to the case, as you wish, at \$4.25 a case, either style, and the goods in the stone jars are just the same quality as the goods in the glass jars. Wire in your order at our expense. These goods are all right, we guarantee it. All orders subject to confirmation.

H. P. D. KINGSBURY, Redlands, California.
(Where the oranges come from)

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

ests were afforded an opportunity to be heard, the carriers will, on November 1, 1908, adopt a new Uniform Bill of Lading combined with a new Shipping Order. This combined Uniform Bill of Lading and Shipping Order was prepared by a representative committee of shippers and carriers after many conferences with banking and other interests.

On and after November 1, 1908, the shipper may have the option of shipping property either subject to the terms and conditions of the Uniform Bill of Lading, or under the liability imposed upon common carriers by the common law and the Federal and State statutes applicable thereto, i. e., if the shipper elects to ship under the terms and conditions of the Uniform Bill of Lading and Shipping Order, the rates provided in the Official Classification and tariffs will apply. If the shipper elects not to accept the conditions of the new Uniform Bill of Lading and Shipping Order, the property so carried will be at carrier's liability, limited only as provided by common law and by the laws of the United States and of the several States in so far as they apply, but subject to the terms and conditions of the Uniform Bill of Lading in so far as they are not inconsistent with such common carrier's liability, and the charge therefor will be 10 per cent. higher (subject to a minimum increase of 1 cent per 100 pounds), than the rate charged for property shipped subject to all the terms and conditions of the Uniform Bill of Lading and Shipping Order.

The combined Uniform Bill of Lading and Shipping Order may be briefly described as follows:—

1st. One form for use in connection with what are termed "straight" consignments, consisting of the Bill of Lading, Shipping Order and Memorandum Acknowledgment (all to be printed on white paper).

2d. One form for "order" shipments, consisting of the "order" Uniform Bill of Lading (to be printed only on yellow paper), and the Shipping Order and Memorandum Acknowledgment (to be printed on blue paper). This form shall be used only for order consignments; it will not be permissible to accept order-notify shipments on straight bills of lading.

A supply of standard railroad forms will be furnished shippers upon request. Shippers, for their own convenience, may print on these forms lists of commodities, at their own expense.

Forms of bills of lading prepared by shippers for use on and after November 1, 1908, must contain the precise language of the new contract and conditions, and must conform to the requirements in respect to color distinction for "order" shipments and "straight" consignments.

It is appreciated that in order to meet particular requirements or conveniences of business, certain exceptions in non-essential features from carriers' forms may be necessary in the shippers' forms. These exceptions should, however, be approved by carriers before being adopted. Under no circumstances can any variation be made in the essential requirements, such as the title of the respective bills of lading, the color to govern each, the provision for shipper's signature and the precise language and arrangement of the contract and conditions.

As leading up to this action of the carriers, it is proper to say that in 1904 the carriers undertook to adopt what was termed a "uniform bill of lading." Certain commercial bodies entered formal complaint before the Interstate Commerce Commission, resulting in a hearing before the Commission, at which the represen-

tatives of those bodies and of the carriers in Official Classification territory appeared. At this time the Commission stated the subject seemed to be one for agreement between the carriers and the shipping interests. A committee was appointed to represent the roads in Official Classification territory, and another committee to represent the shipping interests, for the purpose of considering and agreeing upon a form of uniform bill of lading. Since which time down almost to the date of the issue of Report No. 78 of the Interstate Commerce Commission in the matter of bills of lading (June 27, 1908), there have been conferences between the committees, between the Commission and the committees and between the committee and banking interests, who subsequently entered into this question having a vital interest therein, and with a view of reducing difference to a minimum and securing the widest possible assent to a bill of lading that the Commission might approve.

In October, 1907, the Commission held a public hearing, at which the interests were given an opportunity to be heard. The result of these labors is the Uniform Bill of Lading in two forms—one a "straight" uniform bill of lading, not negotiable, the other an "order" uniform bill of lading—approved by the Interstate Commerce Commission in their Report No. 787, June 27, 1908.

The division into two forms, one of which is white and the other in colors, yellow and blue, was adopted to meet the unanimous belief that the "order" uniform bill of lading should be of a distinctive character in order, so far as possible, to prevent fraudulent changes being made after the uniform bill of lading is issued, and it was urged by both the shipping public and the bankers as a necessary safeguard to their commercial transactions, it being recognized that a "straight" uniform bill of lading without any distinctive features could be fraudulently manipulated.

It seems to be generally agreed that the wise shipper will pay an extra rate of 10 per cent. and hold the railroad or steamboat company liable under the statute and common law. Naturally a carrier has introduced into a new bill of lading several provisions which relieve it of liabilities which would be upon it under the statutes or the common law. If the extra rate is paid the carrier cannot claim the protection of the bill of lading.

John R. McFetridge & Son

Printers

927 Arch Street

Philadelphia

Look Sharp at the Columbus Food Co.

Pennsylvania Court Takes Up Trick It Played on Susquehanna County Man. Overrode Its Agent's Agreement and Attempts to Collect on a Note which Had Been Transferred to Third Party for Questionable Reasons. Court Scores Scheme and Overturns it.

A case just decided by the Superior Court of Pennsylvania affirms the "Grocery World and General Merchant" in warning its subscribers to look very closely at all contracts and agreements entered into with a concern calling itself the Columbus Food Co., 115 Vine street, Columbus, O. The concern played a trick on J. D. Dimon, a Susquehanna County, Pa., merchant, which shows that its methods are not so much suspicion. It lost an action which it brought in its own name, however.

The Columbus Food Co. made arrangements with Mr. Dimon in 1915 to act as agent for its produce in Susquehanna County. Mr. Dimon accepted the agency on the condition that he would not pay for any goods until they should be sold. On this condition he authorized the Columbus concern to ship to him the following assortment of goods:—

4-50 pound sacks stock food	
8-25 pound sacks stock food	
16-12 pound sacks stock food	
24-50 cent packages stock food	
48-25 cent packages poultry food	\$6 50
20-60 cent packages poultry food	13 00
12 pound buckets poultry food	
25 pound buckets poultry food	
48-25 cent packages animal condiment	
24-50 cent packages animal condiment, 6½ cents per pound	
16-75 cent packages animal condiment	
10 pounds in 12 pound buckets animal condiment,	130 00
10 pounds in 25 pound buckets animal condiment,	260 00
50 pounds in 50 pound drums animal condiment	
100 pound drums animal condiment	
48-25 cent packages perfect louse killer	

\$409 50

On the agent's request Mr. Dimon signed an order for the goods, reserving as he thought the right to cancel it at any time before the goods were shipped. He was requested by the agent,

signed an agreement to pay for them the sum of \$409.50. The agreement was practically a promissory note. The agent agreed verbally that Dimon should not be asked to pay anything until the goods were sold. The agent also agreed that Dimon could revoke the order if he liked.

Later he decided that he didn't want the agency and so wrote the company, according to the agreement with the agent. No goods had been shipped. The company, however, subsequently shipped the goods, which Dimon refused to accept or take from the station. Suit was then begun against him on his note for \$409.50, not by the Columbus Food Co., but to a third party to whom they had foxily transferred it. The defendant defended on several grounds, the main one of which was that as the note was accompanied by a special agreement it ceased to be an ordinary promissory note and was no longer negotiable. If it was not negotiable, it could not be transferred to a third party, with the result of escaping the defense which could be raised against the original payee. The Superior Court upheld this defense, and scored the food company in the following language:—

The use, by the plaintiff in his declaration, of one out of four distinct parts of which the instrument upon which suit was founded, was finally found to consist, was certainly, to say the least, disingenuous and misleading. It strengthens the suspicion which a careful reading of the whole instrument arouses, that it was especially designed for such a use.

Under this decision Mr. Dimon, the victim, may now go forward and prove how he was defrauded.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents.



If you are traveling with the pack, the penalty for not following the leader is the whiplash. But if you travel free, as a man should, you are out of its reach.

You are not traveling free if you are buying your wares in the easy, old-fashioned, expensive way.

The Butler Way means economy in buying, profit in selling—and more.

It means a chance to run free of the pack—out in the clear, fair open.

Our catalogue is our drummer and it will tell you something of The Butler Way. A copy of the unprecedented Santa Claus number is yours for the asking.



Butler Brothers

Wholesalers of good merchandise for every need. New York, Chicago, St. Louis, Minneapolis, with complete sample houses at Baltimore, Omaha, San Francisco and Dallas





Who Admits It?

¶ **Electro-Silicon** is admittedly the leading metal polish in this country to-day. Who admits it? Its sales admit it. We challenge any other manufacturer to show 60 per cent. of the sales that **Electro-Silicon** can show.

¶ This hasn't been accident, or luck, you know. Neither has all of it been advertising. The power of **Electro-Silicon** to do its work better than the others—that is the chief reason why it has the largest sale in the land.

¶ Why not sell the powder everybody knows about—the powder that never brings back any complaints—the powder that has always paid a satisfactory profit—the powder that will protect your reputation as a dealer in established things?

¶ In short, the powder packed in the yellow box with the red lady on the lid.

The Electro-Silicon Co.
PROPRIETORS
NEW YORK, N. Y.



Clerks That Don't Know Their Business.

No use talking, I was never born to have much good luck. I've been told I talk too much, and I guess I do.

There's one thing I can't abide, and that's not knowing your own business. I have no time for the fellow who goes in a business and ain't got gumption enough to get next to it.

I had to take last week off. I have a happy habit of getting carbuncles in the neck. I get about everything else there, so I suppose it's all right to get carbuncles there too. This particular one has been making my life a burden for a couple of weeks and last week I was about down and out.

On Friday afternoon it had eased up a little, so I went out for a walk with my wife. We had made it up since the church supper incident (I had got a little money in). We strolled about for an hour or so, and then I decided I'd go home. My wife had to stop in the store to get some stuff for supper.

She had told me during the walk about a particularly dumb grocery clerk that worked at the store where we deal.

"New man?" I asked.

"No, indeed, he's been there ever since I started to deal there," she said. "He never knows the price of a thing—always has to ask. Why, the other day he came to the house for the order, and I just counted up. I asked him how much six things were, and he only knew the price of one. Just think of that! I said to him, 'why, how can you take orders when you don't even know the prices? Why don't you know the prices, anyway?'"

"What'd he say?" I asked.

"Oh, he said he had known, but had forgotten! I do hope he won't wait on me now, for he does aggravate me so, and I ought to get home."

"Oh, there he is!" she said in a vexed tone as we approached the store. "That's him outside."

This particular store always has a big stock of fruits and

truck in front—good stuff, too—and a young fellow about twenty-five was working about there arranging it. He didn't look dumb, but he did look lazy.

"Well, Charlie," said my wife, pawing over some things in that tender way women have in a grocery store, "are these Catawba grapes?"

"Think they are, ma'am," said Charlie, "I'll ask."

"Yes, ma'am, they are," he said in a minute after an excursion inside.

"How much are they?" she asked.

"Fifteen cents a basket. No, 16. Wait a minute."

"Thirteen cents," after another excursion inside.

I felt myself getting a little warm around the carbuncle—wouldn't a clerk as dumb as that color you up behind the ears?

Well, she asked about four things more. Some salad, and a couple of things inside the store, where Charlie followed her and had to wait on her, as the other clerks were full up. He knew the price of one—everyone of the others he had to ask about.

When he said "wait a minute" while he asked for the fourth time, I felt it coming.

"How long have you been working here?" I asked him when he came back.

"Fourteen months," he answered.

"And don't know prices any better than you do?" I went on. "It seems to me you'd save your employer and his customers a lot of time if you'd post yourself better on the stock!"

"Oh, hush up!" said my wife in my ear. "I don't whisper when I'm mad, and I guess a few people have heard me, among them the boss. He came hurrying over. The clerk hadn't opened his trap."

"What's the trouble, Mrs. Vanderbilt?" he asked. "Aren't you getting waited on all right?" looking at me.

My wife smoothed it over somehow. I didn't make any kick to the grocer—that clerk'll get himself in trouble soon enough without me. But what d'ye think of it—fourteen months in one store and didn't know the price of grapes! or salad! or shredded wheat biscuit! I say a fellow like that is too dumb or lazy to deserve any consideration! I

ought to have said so to the boss, too. The sooner and the rougher he's fired, the better for him. Maybe he'll wake up the next time. But going home, say!

"I never met anybody in my life who enjoyed getting in other people's business like you do!" my wife said sweetly. "You don't seem to be able to control yourself—you simply must show off in public places and mortify me. I wonder why I take you to places with me."

Maybe I didn't look hang-dog when that hit me.

"Didn't you tell me yourself the clerk was no good and you hoped he wouldn't wait on you?" I demanded.

"What if I did?" she retorted. "Is that any excuse for breaking out that way in a store where other people are?"

"Yes, it is!" I said, doggedly. "a clerk as dumb as that ought to be called down hard."

"Well, nobody appointed you to do it," she observed. "If it suits the man who employs him, why should you interfere?"

"Ain't I a customer?" I demanded. "Ain't I got a right to insist on the right sort of service?"

"No, you're not a customer," she replied, tartly. "I'm the customer. You're just a bad-mannered outsider that I foolishly let go in with me."

Oh, say—oh, say—oh, say! I told this incident to another grocer who had been a clerk a day or two after it happened.

"You may have expected a lot of the young fellow," he observed. "I don't believe the average clerk ever knows the stock well enough to tell the price of everything off hand."

"They may not in a big store where each man has his department," I said, "but I'll bet I know a thousand clerks, in medium and small stores, who can tell the price of everything in the place in a minute they are asked."

And I do, too. What's to prevent 'em? The information is concealed—all they have to do is to ask for it; they can get it.

And if they're good clerks they'll want it and will get it. I wouldn't give two cents for a clerk that has to ask what prices are, except under mighty unusual circumstances.

THE STROLLER

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, on request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Johnstown, N. Y., Oct. 22, 1908.
Editor "Science of Advertising."

Dear Sir:—Have sent you several of our advertisements and received your criticism, for which I want to thank you, even if they were rather severe.

Inclosed find another, which we have tried to make more like you suggested, and which we think brought good results. If you have time to take it up, should be very glad.

Thanking you for past favors, I beg to remain,

Yours truly,
JOHN SPONNOBLE, JR.

The advertisement inclosed measured 12½ inches long across three columns. Here it is reproduced in reduced form.

I do not like the heading. For such a large advertisement it is not commanding enough. The single boldface line should have been much larger. I think a heading something like "Sausage and Other Things" would have been snappier. "Here Are Some Extraordinary Bargains" is a little tame and trite, and the few words used to emphasize it really do not emphasize it at all, but merely carry along the same somewhat empty claim. "Look at These Prices" or "Prices That Tell Their Own Story" might have been a little better than the present heading.

The body of this advertisement is good. The man who wrote it knew his goods and has expressed himself very persuasively throughout. This advertisement ought certainly to have produced results. As a matter of typographical arrangement, I think sub-heads could have presented a better appearance had they been set in capitals and lower case instead of all capitals.

Whether it pays a grocer to advertise as his advertising leader a line of sausage which sells at 10 cents per pound, and on which the profit certainly must be extremely small, is a question of

business policy and advertising policy blended. It is a question in my mind whether it can pay or not. In its favor is the possibility that the low price will attract many people who may buy other things more profitable. Against it is the practical certainty that a considerable number of people who have accustomed themselves

now buy the cheap sausage. Obviously there is a lost profit there also. Also against the plan is the danger that the offering of goods so manifestly below the market may give the store a cheap air. It is a question whether the cons of this proposition do not decidedly overbalance the pros. My own judgment is that it does not pay

As an advertising man I would much rather start in to work up a trade for an article above the market price than for an article below. With the first you have working with you the impression that high price means high quality. With the second you are continually working *against* the equally strong impression—which is usually true—that a very low price means a very low quality. If I had been Mr. Sponnoble I think I should have hunted up the finest pork sausage I could get—better if possible than the usual sausage—and boomed it at a high price on the ground of extraordinarily high quality. As an advertising proposition it is likely that much more could be done with this than with an extraordinarily cheap sausage.

Here Are Some Extraordinary Bargains

WHEN WE SAY—EXTRAORDINARY—WE MEAN IT.

Why pay more for goods when you can get the best at our low prices. Everybody will take something for nothing. By reading our list of sales you cannot help seeing that our prices are the lowest to be found.

SAUSAGE.

Since our sausage has been sold at the surprisingly low price of four pounds for twenty-five cents, many complimentary remarks have been passed in regard to its goodness.

To our astonishment, there exist some people (indeed foolish ones), who are somewhat in doubt as to whether it is eatable or not at the price we are selling it for. We want to explain right here, for the benefit of those who are in doubt, the reason WE can make this price. We buy pork RIGHT—We buy it in immense quantities—We get a very low price on it.

Can sell more sausage than we can make, this is proof enough that it is good. Fresh made every day, from only the lean parts of pig pork and seasoned with pure spices. It is delicious. 4 pounds, 25¢.

COFFEE.

Tomorrow brings another chance to buy an exceedingly good drinking coffee, roasted just right. You can see by looking at the bean that it is fine. Special—2 lbs. 25¢.

LENOX SOAP.

An article which is used in every household. A well known, good soap. Special for Saturday, 8 bars for 25¢.

BAKER'S CHOCOLATE

Recognized as the standard of excellence throughout the world. There is not another article of food so well known for quality as Walter Baker's Chocolate. Special for Saturday, ½ lb. cakes, 19¢.

CABBAGE.

At this season of the year cabbage is very often good to look at, and still not good to eat. We sell large, solid heads of good cabbage, 4 for 25¢.

APPLES.

Hand picked, very fine, large, sound, 25¢ peck.

LEMON SNAPS.

Round, fresh baked, like a sugar cake. Special, 5 lbs., 25¢.

THE MAN OF THE HOUR.

An opportunity to buy pork at under-the-market prices, came our way. We seized it in a twinkling. Had the ready cash backed by confidence in general business conditions to do it with. Result—

THE LOWEST PRICES ON PORK PRODUCTS EVER SHOWN.

We are prepared to say in the strongest terms possible, that we will more than satisfy the people who buy at this sale.

PORK LOINS.

Cut from small, young, country pork, the nicest, tender juicy meat you could wish for. Special price for Saturday. Per pound, 9 1-2¢.

FRESH HAMS.

Tender, juicy, small, pig hams, just the right size for a nice roast for your Sunday dinner, at a price which will make you smile. Special for Saturday, 9 1-2¢ lb.

FRESH SHOULDERS.

Small, weighing about 4 to 5 pounds each. Cut from young, tender, country pork. Really as nice meat as any part of the pig and much cheaper. Per lb., 7 1-2¢.

SALT PORK.

The man of the hour isn't the man who suddenly bursts out without previous growth and preparation, but is generally a man who for years has been preparing himself.

We have had years of experience and practice in curing

SALT PORK.

Tender, and cured right. 12 lbs. for \$1.00.

Another Group of Interesting Values.

LARD.

Home made, absolutely pure, kettle rendered, very best lard made. Only the fat of best pork is used, and it is as white as snow. Special for Saturday, per pound, 10¢.

BACON.

Home cured, sweet, juicy, tender strips of bacon—that's the sort you want. Smoked a delicious golden brown color. What could possibly taste any better for breakfast? Start the day right by buying a small strip of nicely streaked bacon. Special for Saturday. Per pound, 10¢.

FRANKFORTERS.

What? You don't care for them? You certainly would be very fond of the kind one gets at Sponnoble's market. Why, they are fresh made every day, and only the freshest meat is used in their make-up. Tons and tons of meat is brought from the farmers every day, I have seen it. For Saturday, to further introduce our goods, 3 pounds, 25¢.

Fresh made Headcheese and Liversausage, 5¢ per pound.

Another Chapter in Michigan Sausage Fight.

The Ingham Circuit Court, in a decision during the week refused the injunction asked for by one of the Chicago packers to restrain the State Pure Food Department from interfering with the sale of their sausage in Michigan. The State held that cereals and water used in sausage were an adulteration, which contention the company denied, claiming it was necessary to use them to perfect the product. The court says that sausage means meat, and that cereal and water are adulterants, added with an evident intent to cheat. He said that if sold as pure food product the act perpetuates a fraud, violates the law and would soon drive honest dealers out of the market.

MAGAZINE NOTES.

Among a host of other attractive offerings in the shape of short stories, special articles, poetry, and humorous matter, the November "Lippincott's" presents a complete novel of an unusual type and of rather more than unusual strength. "The Viper" it is called, and Will Levington Comfort stands sponsor for it. The tale relates the experiences of two young men who abandon their paternal farms and seek their fortunes in the city. They have been friends from babyhood, but radical differences in character and temperament soon part them in their new environment. Both fall in love with the same girl; each determines to win her for himself. One proves brilliant—in a way; the other, a plodder. On this foundation the author has constructed one of the most absorbing narratives which have appeared in a long while. "The Viper" is by all odds the best story Will Levington Comfort has ever written, which is high praise, as he has shown constant improvement since his name began to appear in the best magazines a few years ago.

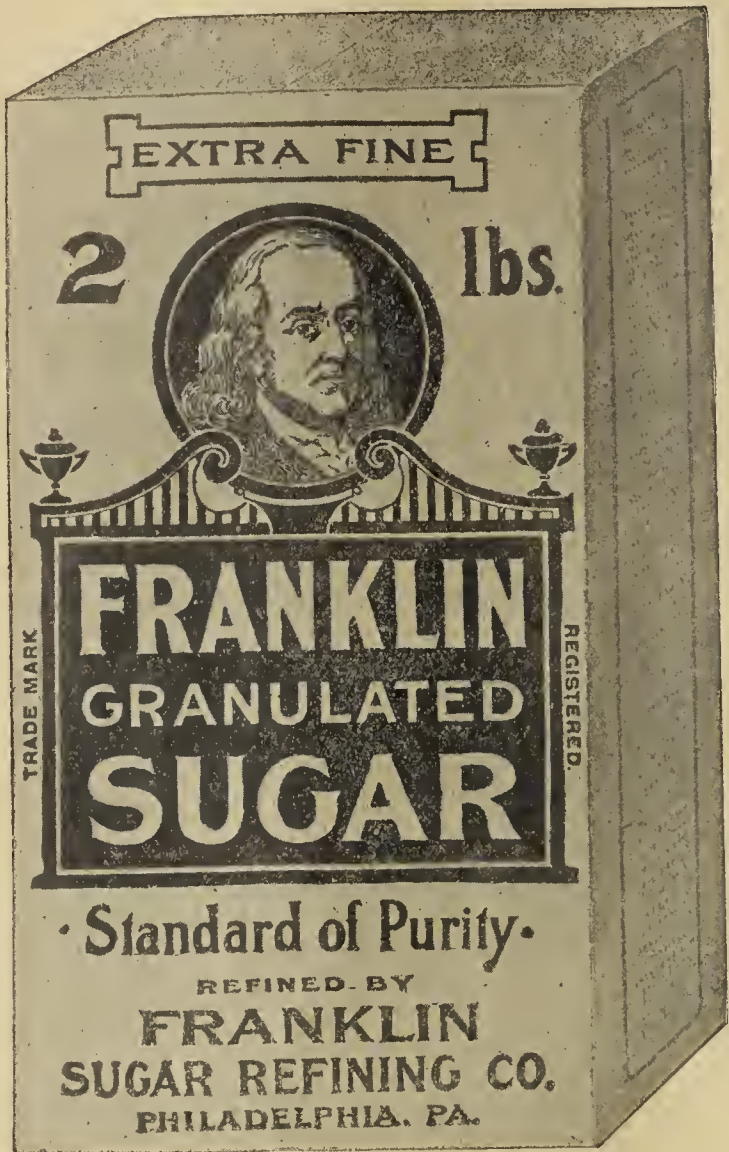
Brooklyn Market

JOHN SPONNOBLE, JR.

Telephones
115 and 337
Johnstown

to pay 15 to 20 cents per pound for sausage will form an unalterable opinion that sausage at 6¼ cents is an inferior product. To them might have been sold sausage at a medium or even a high price; they may now buy none, and the profit is therefore lost. Then there are also to be considered the people who would have paid 15 to 20 cents, but who

to feature in any such way as this an article whose quality is almost sure to be judged by the price. Sausage at 10 or 12 cents would not have been so bad, but at the almost unheard of price of 6¼ cents, I doubt if enough people can be attracted to the store to make up with their combined purchases the losses that the plan may involve in other ways.



This Comparison Includes You

Here's the best argument for **Franklin Carton Sugar** we know of—that the grocers who sold it during the very heavy sugar season just over, all made more money on their sugar, with far less work, than the grocers that dug it out of barrels in the good old way.

This may seem like an idle statement the truth of which we couldn't possibly know. On the contrary, its truth is so obvious that a simple statement proves it.

We know it is true because there is no work in selling **Franklin Carton Sugar**—you know how much there is with bulk sugar—and there is no waste. Overweight is impossible since the goods are ready weighed.

So with nothing to make work and nothing to steal profits, isn't our conclusion inevitable?

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconception. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Another Jewelry Scheme Case Tried.

Another of the jewelry scheme cases which have repeatedly been discussed in this journal has just been in part decided by the Pennsylvania Superior Court. The decision so far as it went was against the jewelry concern.

It appeared that three partners calling themselves the Rhode Island Manufacturing Co., manufacturers of cheap jewelry, made with W. L. Wunder, a Berks County, Pa., retailer, through a salesman, one of the same contracts which mark all the itinerant jewelry schemes. As usual the salesman grossly misrepresented. The defendant, W. L. Wunder, swore that the salesman represented that he was selling an assortment of jewelry worth \$120, and showed him samples. After the retailer had agreed to buy the salesman laid a folded paper before him, arranged so that nothing could be seen but the end, and asked Mr. Wunder to sign it, saying that the paper was merely "a promise that you will receive the goods when we ship them to you." Afterward Mr. Wunder, who should not have signed any paper without reading it, found that the "promise" was an iron-bound contract to buy \$320 worth of goods. When the stuff came it was cheap and poor—not in any way the equal of the sample. Accordingly acceptance was refused and the goods returned to the jewelry company.

Mr. Wunder had signed the notes that always go with these schemes, and refused to pay them at maturity. Suit was brought for the whole \$320. The court gave judgment for Mr. Wunder, but only on the technical ground that none of the payments under the contracts were yet due, as the first payment was to fall due four months from the date of contract, while suit was started before the

four months had elapsed. The merits of the case have therefore not yet been gone into, although the attitude of the court, in discussing the case, shows that it has some knowledge of these jewelry schemes and does not trust them.

Question: Verling Harr Washington, D. C.—A ships B an incubator and brooder two years ago, while B was still a minor, on four months' trial, subject to being returned if not satisfactory. B agreed to submit to A a hatch report at the end of first hatch which was done, at which time I explained that as he was very unsuccessful with artificial incubation that he would in future depend on hens. This seemed to displease A, who refused to allow machines to be returned to him and at once took steps to collect for goods. After about nine months A offered to take back goods if B paid the freight.

This B refused to do. A now threatens suit and B, to avoid same, wishes to take up the former proposition and ship goods back, prepaying freight if that would relieve him from liability.

B also wishes to know if a minor's signature to a contract which emerges into his majority is legal.

Answer.—Any contract made by a minor for anything but necessities can be revoked when the minor comes of age. An incubator is not a necessity, and a contract covering it can therefore be rescinded by the minor upon reaching maturity. If the minor desires to rescind, however, he must do so promptly. Otherwise he will be held as having ratified the contract and will be bound by it. Ratification need not be made by positive statement, but can be inferred from conduct.

B cannot now return the goods and hold A to his offer to receive same if B would pay the freight. When that offer was originally made B rejected it, consequently it never became a contract. Unless B can stand on his minority he is liable to A's action for the full amount. I should think, however, that there was much reason to argue that B repudiated the contract when he gave notice after the first hatch, that he intended to return the machine.

Question: P., Pa.—Will you please tell me through your valuable paper whether the inclosed raffle card is lawful or not.

Answer.—The card inclosed depicts a scheme originated by t

"Advance Sales Co." for raffling off an electric toilet mirror. A large sheet, mostly blank, is used, containing forty-five blank spaces, all bearing a letter. The letter is covered by a red seal, on the concealed back of which is a certain number. The customer picks off one of the seals at random, writes his name on the blank line alongside, and then pays the price corresponding with the number on the back of the seal. In some way not disclosed by the correspondent the choice of the winner is determined from these numbers. I have no hesitation in pronouncing this a lottery, and in violation of the Pennsylvania acts of March 31, 1860. In this case money appears to be paid for no other consideration than the chance of obtaining a valuable article. This is a lottery from every standpoint.

Canadian Jobbers Had Trade Tightly Closed.

Evidence Given in Government's Suit Against It Shows that It Arbitrarily Held Prices Up and Disciplined those Who Violated Them. One Toronto Concern had to Close Business on Account of It.

Special Correspondence of "Grocery World and General Merchant."

Toronto, Ont., Canada,
October 30, 1908.

After devoting the first two days of the past week to the further hearing of the Canadian Government's case against the Dominion Wholesale Grocers' Guild, on the charge of maintaining a trust, the inquiry adjourned until November 10th.

J. Stanley Cook, the secretary, explained that until 1904 the Dominion Guild had no by-laws, but in view of the fact that there was a good deal of price cutting, and that the margin of profit was so small, a constitution was drawn up and certain arrangements were entered into with various manufacturers. The object of these arrangements was to obtain for wholesalers a fair margin of profit and to restrict the privileges granted to their class to those who legitimately belonged to it.

Prices, he said, were fixed not by the Guild, but by the manufacturers, who in some cases consented to give a rebate under conditions which they themselves made. They could refuse to sup-

ply goods direct to those who did not comply with the conditions set forth, but the Guild had no means of enforcing the agreements save by cancelling membership. As a matter of fact, a number of wholesalers who did not belong to the Guild were supplied direct, and in no case had the Guild imposed a penalty upon its members for violation of the rules.

Evidence was given for the prosecution by W. W. Clancy, of Toronto, who declared that the Provincial Groceries, Ltd., with which he had been identified, had had to go into liquidation because they could not obtain admission to the Guild and get goods direct from the manufacturers. It appeared in cross-examination, however, that the majority of stockholders in that company were retail grocers, who received from the association a discount rebate on their purchases.

A letter was introduced in evidence which had been written by the Guild to the A. Macdonald Co., Winnipeg. In the letter the secretary complained that they had sold Edwardsburg sugar contrary to agreement. "Under the agreement between the trade and the refiners," he explained, "every member of the trade must adhere strictly to the rules governing the business. Parties under this agreement are only to get their rebates on condition that they adhere to the rules. A violation of these rules renders you liable to confiscation of your rebate by the refiners."

W. W. Clancy, Toronto, stated that he formed the Provincial Groceries, Ltd., which formerly carried on a wholesale business. The stock of the company was held by a number of retailers and by some people who were not connected with the trade. The company went into liquidation in 1905.

"What led to liquidation?"

"We could not get groceries to sell at a profit."

"Why?"

"Because we were not members of the Guild. We approached manufacturers to buy goods, but they referred us to the Guild, stating that they could not sell goods unless we became members of the Guild. We applied to the Guild for membership, but we did not succeed in getting admission."

Burk's Pork Products

Are the Best Known and Known as the Best

This enviable reputation was established through honest dealings—selling pure, unadulterated goods, prepared in a clean, sanitary manner at reasonable prices.

No competition, however strong—no desire to increase our profits could tempt us to cheapen our product. During thirty years' experience we never used a cereal in our sausage,—never robbed the richness of our lard by extracting the oil or by adding beef fats or stearines.

Since the enactment of food legislation and the advent of meat inspection, it is naturally supposed the adulteration of meat products is prohibited. This, however, is not the case.

Government supervision insures the use of meats from animals found healthy after a post-mortem examination, but does not prevent the use of adulterants in preparations in which such meats are used.

Burk's Products are now prepared as they always were—absolutely pure and free of any adulterations, colorings or preservatives. Our aim has always been to produce the best, irrespective of cost.

None quite as good as Burk's

Louis Burk

Model Abattoirs and Sausage Kitchens

Girard Ave. and Third St.

Philadelphia



DON'T SELL POOR DOMESTIC SARDINES

If you sell a poor domestic sardine your trade is dead—you can be absolutely sure of that. Better sell only imported sardines if you can't get a good domestic.

Our Harbor Brand Mustard Sardines are the equal of any imported sardine packed. Just as young, just as tender and as delicate, and packed with all the foreign expertness and delicacy. Delicious mustard sauce. Retail 10 cents. Green, red and gold carton.

JED FRYE & CO., 25 South St., NEW YORK

Oakdale Steam

Crisp Pretzels Salted

Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.

Oakdale Building, Philadelphia, Pa.

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

Beardsley's

TRADE

Shredded

MARK

Codfish



has such a steady all-year-round sale that we have three styles of package to preserve its popularity at all seasons:—

We pack it in the carton for sale from October to May and in tins and handy glass tumblers for the Summer months.

But remember the **Sale** goes with the **quality** and no imitation can compete by simple resemblance of package.

EVERY PACKAGE HAS RED BAND

J. W. BEARDSLEY'S SONS

New York City, N. Y.

"What is the effect of the Guild upon the trade?"

"A man cannot become a wholesale grocer unless he gets into the Guild."

Toward the close of the testimony a number of retail grocers were examined. They all claimed that the Guild had compelled certain manufacturers to cease selling them direct and thus drove them out of business.

One witness testified that the effect of the policy of the Guild had been to prevent him from buying direct from the manufacturers, to increase the number of wholesalers, and to make it difficult for beginners to get into the market.

Several other witnesses also testified to having been cut off the manufacturers' selling lists, and assigned the Guild's operations as the cause.

Andrew McLean, grocer, Kingston, was the first witness. He said he had been in the retail and wholesale trade since 1864. Up to about 1881 he had no difficulty in buying sugar direct from the refiners, but after that date he had trouble, several manufacturers cutting him off their selling lists.

John Curtis, grocer, Port Hope, said his business was retail and wholesale in a small way. He used to get tobacco, starch, sugar, etc., from the manufacturers, but he was now shut off.

Wm. J. Graham, a stockholder in the Owen Sound Canning Co., told of an interview he had in 1901 with H. C. Beckett, of the Guild, at which he was asked to sign an agreement to supply canned tomatoes at 65 cents a dozen. Witness declined to do so, because it would not pay him. He was told that all the principal canners had entered into the agreement. In 1903 several of his customers stated that they could no longer buy from the Owen Sound Co., as they were taking their tomatoes from the Canadian Canners Limited. The Owen Sound Co. afterwards had to dispose of the goods at a loss, as wholesalers told them they had to deal exclusively with the Canadian Canners, Limited, or lose their rebate. As a result the company had packed nothing since 1905, because they could not get into the wholesale market.

One witness was examined for

the defense—Hugh Blain, of Eby, Blain & Co., wholesale grocers of Toronto. Mr. Blain had been an active member of the Guild since its organization, and in his evidence he explained the steps which had been taken by the wholesale grocers during the past twenty years, and the policy which the Guild had pursued with the view of improving the conditions of the trade. The object, he said, in entering into arrangements with the manufacturers and refiners was to insure a reasonable profit for the wholesale grocers, who, he claimed, were the best and cheapest medium for the distribution of goods to the retailers. In no case had these arrangements resulted detrimentally to the consumer or to the retailer. There was nothing in the operations of the Guild calculated to bring about the results charged in the indictment.

Mr. Blain stated that prior to the formation of any body of wholesale grocers the condition of the trade was very unsatisfactory. Such staple proprietary articles as tobacco, starch, sugar, canned goods and cereals were sold almost at cost, without anything being allowed for handling them.

The inception of the movement was in 1882, when the witness combined with some other jobbers to hold the jobbing profit on tobacco at 2 cents per pound. Later came a concerted effort to establish uniform sugar prices.

The witness denied that the Guild had anything to do with fixing prices. He said "the wholesale trade never disputed the right of the manufacturer to sell to the retail trade, provided they would not sell at less than we could sell. Otherwise they would discredit us as their medium, and it would not be fair either to us or to the great bulk of the retail trade."

The witness also denied that the Guild's schemes caused an increase in prices to consumers.

R. BARTRAM COREY.

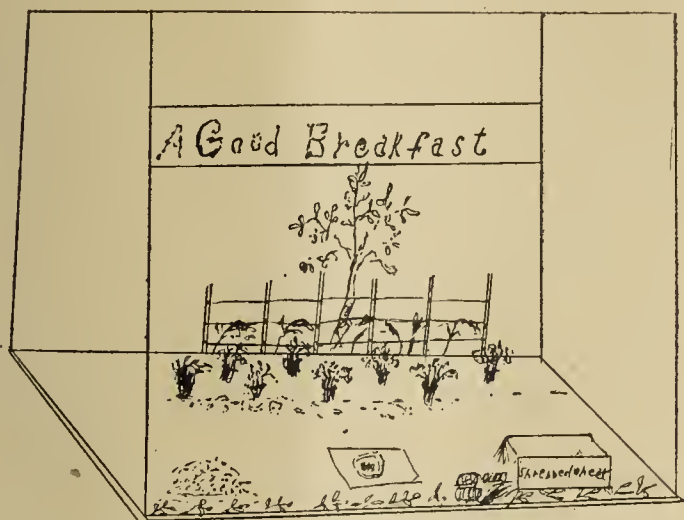
The season for coughs and colds here and you should be prepared to help your customers by supplying them with a standard cure, such as Goff's Cough Syrup. This remedy has been in use for years and is made from pure drugs and herbs. The firm have a special proposition that they make grocers who are not selling their remedies which will enable them to net 10 per cent. profit. Write to S. B. Goff & Sons Co., Camden, N. J., and they will tell you all about it.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to take free use of the department by submitting both queries or suggestions.

Wheat Breakfast Window Display.

First take the frame of a shredded wheat box and place rough strips between to give the right proportion for a fence. To these fasten wire or heavy cord. Over this part of the window with brown cambric. To the cornice tie golden rod. In front of



is place small cans, around which are tied wheat to represent rocks.

Now cover the remainder of the window with white paper. On one side pile some loose wheat, on the other a box of shredded wheat which has been opened.

In the centre place a napkin and on this a dish with a wheat scuit sprinkled with sugar.

Just back of the fence place a large branch of autumn leaves.

For a border finish, with red leaves. Just at the edge of the rocks carelessly scatter some wheat. Above this stretch a piece of white cambric on which these words, done in red leaves, should be written: "A Good Breakfast."

C. M. CONOVER.

5 S. 14th street,

Harrisburg, Pa.



Corn Meal and Buckwheat Window.

The bottom of the window may be covered with grain, corn or buckwheat or brown paper suggestive of autumn.

In the centre of the back make a pyramid of package buckwheat; have dishes heaped with the different grades of the loose flour

and set in front of the pyramid. In the centre make a little heap of grain buckwheat, as shown in illustration.

On either side of the buckwheat pyramid make a smaller one of cornmeal and arrange the plates of the cornmeal in front of them as with buckwheat. Make a small heap of yellow or white corn in the centre of each, as with the buckwheat.

Pile ears of corn in the front corners of the window. Then take your buckwheat straw and corn stalks, which any of the farmers who furnish you with produce would be glad to give you. Place a small sheaf of buckwheat straw on either side of the centre pyramid and stand the cornstalks back of the package of cornmeal, as illustrated. Price

cards may be placed on each plate of flour and a sign something like this may be placed in the window:

Corn Meal and Buckwheat
Times Are Here

SO ARE
Corn Meal and Buckwheat.

This makes a very neat and attractive window, and as the season is here it is very appropriate.

R. M. EDWARDS.

191 N. 15th street,

Harrisburg, Pa.

"Eggs" Must be Fresh Eggs in Indiana.

H. E. Barnard, State Food and Drug Commissioner of Indiana, is out to enforce an interpretation of the word "egg" to every dealer in Indiana with a view to separating the product into proper classes. "When a housewife telephones her grocer to send up a dozen eggs," said Mr. Barnard, "she is entitled to receive eggs that are fresh, and not those that have been in storage for a long time. Eggs are divided into several different classes; there are just plain, ordinary eggs, then there are fresh eggs, farmers' eggs, candled eggs and various other sorts, and we propose to have all of them properly classed." There are some dealers, it is declared, who have placed a "fresh" label on cases which really contain "storage" eggs. It is to check this violation that the food authorities are to act. There will be prosecutions if the false labeling continues.

PATENTS

obtained on inventions and designs. Trade marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 C St., N. W., Washington, D. C.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you.

GROCERS' PRINTING COMPANY

108 North Front Street,

Philadelphia.



FLI-STIKON THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

Anker's Bouillon Capsules



It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK

VALUE OF MAGAZINE Advertising



Magazine advertising makes people familiar with the name and quality of Swift's Premium Ham and persuades them to try it.

When they see a display, a show card or sign in your store the advertisement is recalled. The result is a sale.

Therefore it will pay you to display Swift's Premium Ham constantly. Keep a sign in plain sight all the time.

"WE SELL

SWIFT'S PREMIUM HAMS"

The increase in sales will be large and steady for Swift's Premium Ham holds trade by its uniform quality.

Swift & Company, U. S. A.

THE GROCERY MARKETS

Tea.

There has been no change in the tea market during the past week. The demand is steady and clean, but is probably not more than half normal. Prices show no change in any line. Everything desirable is steady and concessions on such grades are practically impossible to obtain.

Coffee.

There has been little or no feature to the market for Rio and Santos coffee during the week. The general situation is still weak. Options on the New York Exchange touched 5 cents, which is the lowest price since 1904. Actual Rio and Santos show no material change. Mild coffees are quiet and unchanged. Java and Mocha unchanged and in moderate demand.

Sugar.

The refiners are still playing with the sugar market. Nominally the market declined 10 points on Wednesday, that is from 5.10 cents for granulated to 5 cents, but actually it did not decline at all, as most, if not all, refiners had been steadily selling at 5 cents. One reason for holding the market nominally high is the fact that Western beet sugar, in which the Sugar Trust is largely interested, is sold on the basis of the Eastern list price, hence the wisdom of holding the list price as high as possible, even if no sales are made thereat. Raw sugar has weakened slightly during the week and the general sugar situation is weak. The demand is very light.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in good demand at unchanged prices. Sugar syrup is wanted also, at ruling prices. Molasses is scarcer on spot than for many years, speaking particularly of good grades, and if there were any demand would doubtless advance. New crop molasses has reached the North, nearly two weeks earlier than last year. The average selling price was 43 cents per gallon, which is about like last year's.

Fish.

No change has occurred in mackerel during the week. The market is now on a reasonable price basis. One condition of

this year's market is different from usual—the fact that Norway and Irish mackerel are much closer competitors than usual. The reason is that Norways are running much smaller than usual and Irish are running better, thus bringing the two together at their two most vital differences. No change in price has occurred in either grade during the week. Cod, hake and haddock are in fair demand at unchanged prices. The hot weather has lessened the demand very decidedly. All grades of sardines, domestic, French, Norwegian, etc., are quiet and unchanged, French brands being still firm and high. Salmon is in moderate demand. Red Alaska shows an advance on the coast of $2\frac{1}{2}$ cents per dozen, other grades steady and unchanged.

Canned Goods.

Tomatoes are still very weak and in extremely light demand, lighter in the East, however, than in the West. It would probably take only a moderate nibble to get a $67\frac{1}{2}$ -cent price. The outlook, however, gives every evidence of higher prices, if the packers can only get into a position where they are not obliged to sacrifice their holdings. Corn is in fair demand at unchanged prices. Some surplus 1908 Maine corn has been offered for sale at 90 cents, the maintained opening price. Peas are unchanged and quiet, some demand being manifested for cheap grades. Peaches are unchanged and firm, though dull. Some good-sized sales of Michigan peaches have been made in the East this year. They cost about the same price and are usually much superior to, the Baltimore product. Apples are unchanged on the last quotation and in fair demand. The outlook remains strong. California canned goods are unchanged, and for the most part dull. There is some demand for peaches. Small Baltimore canned goods are unchanged throughout and in moderate request.

Dried Fruits.

Prunes are growing weak and demoralized. Offers of 3-cent basis have been made by holders of Santa Claras during the week, and some holders are willing to consign cars to be offered at that price. The demand is light.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

Peaches are in fair demand, but the bottom has dropped out of the standard grades, and they have made a considerable decline during the week. Raisins are unchanged, the price on new seeded ranging, according to the ideas of the packers, from 6 cents for fancy to $6\frac{3}{4}$ cents. The raisin situation is decidedly soft. The Armsby pool having collapsed, the growers have organized one of their own. Currants are in fair demand at unchanged prices. Apricots are steady and fairly active. Dates are selling on spot at $\frac{1}{2}$ cent over the opening price, but will decline as soon as additional shipments arrive. Other dried fruits unchanged and quiet.

Beans and Peas.

Domestic pea beans are strong at \$2.30, which is unchanged from last week. Imported are also unchanged. The demand is fair. Marrows are firm at the last quotation and scarce. The demand is fair. California limas are slowly receding in price. On spot the quotation is now \$4.90 and to come forward \$4.75. The demand is fair. Split and dried peas are all firm and active. There has been no change during the week, but everything points to another advance of 5 cents in green and Scotch.

Butter.

The butter market is very firm on the present basis, and there is an active demand for all grades. The receipts of fresh butter are falling off very rapidly and the percentage of fine butter is still small. The butter market is in a very healthy condition, and if there is any change it will likely be upward.

Eggs.

There is a very good consumer demand for eggs of all grades and a general advance in fresh and storage of 1 cent per dozen. The receipts of fresh eggs are light and stocks are lighter than at the time last year. The market is very healthy and the outlook for a good trade at fair prices is the balance of the season.

Cheese.

The cheese market is very dull as is usual at this season. The situation, however, is steady and unchanged, and stocks are about the same as a week ago, which is somewhat lighter than the average. There is still a short supply of milk in the producing sections and the factories will probably all be closed within a few weeks. Under grades of cheese are scarce and sell on arrival at relatively low prices.

Provisions.

Everything in smoked meats, all grades of hams, bellies and bacon, is very dull at a decline of $\frac{1}{4}$ cent per pound. The consumer demand is slow, usual for the season. Both pure and compound lard are firm and unchanged. Stocks of pure lard are light and it is drawing near the season when the supply must increase. No advance seen likely now for that reason. Compound pound lard is firm in sympathy with pure, but unchanged. Bacon, rel pork, canned meats and dried beef are all dull and unchanged.

Produce.

Potatoes, 85 cents per bushel, demand good; sweet potatoes, firsts, 35 to 40 cents per basket, seconds, 20 to 25 cents per basket.

demand fair; beets, \$1.25 per hundred bunches, demand fair; Jersey cabbage, \$4 to \$5.50 per hundred, demand fair; carrots, 40 cents per basket, demand fair; Jersey onions, 35 to 40 cents per basket, demand poor; white pickling, \$1 to \$1.25 per basket; yellow pickling, 50 cents per basket, demand fair; squash, white, 15 to 20 cents per basket; Boston squash, 80 cents to \$1 per basket; green peppers, 15 to 20 cents per basket; red, 15 to 20 cents per basket; cayenne, 40 to 45 cents per basket, demand poor; radishes, \$1 to \$1.50 per hundred bunches, demand fair; string beans, green, 60 to 65 cents per basket; yellow, 60 to 65 cents per basket, demand fair; New York lad, \$1.50 to \$1.75 per crate, demand poor; lima beans, improved, \$1 to \$1.10 per basket; nuts, 75 to 80 cents per basket, demand fair; yellow turnips, 20 to 25 cents per basket; white, 15 to 20 cents per basket, demand poor.

Green Fruit.

Bananas, large, \$1 to \$1.40 per bunch; 8-hands, 75 to 90 cents per bunch; 7-hands, 60 to 75 cents per bunch; 6-hands, 40 to 60 cents per bunch, demand poor; California oranges, \$4.50 to \$5.50 per box; Florida oranges, \$2.25 to \$3 per box, demand poor; lemons, Messina, \$3.50 to \$3.75 per box; California, \$4 to \$4.50 per box, demand fair; limes, 80 cents per hundred, demand fair; pineapples, \$3 to \$3.50 per crate, demand poor.

Nuts.

Peanuts, green, choice, 4½ cents per pound; fancy, 6 cents per pound; jumbo, 7 cents per pound; roasted, choice, \$1.15 per bushel; fancy, \$1.45 per bushel; jumbo, \$1.60 per bushel, demand fair; almonds, paper shell, 14 cents per pound; soft shell, 13 cents per pound; Brazils, 8 cents per pound; filberts, 9 cents per pound; pecans, 11½ cents per pound; walnuts, 11¾ cents per pound; mixed nuts, 10 cents per pound, demand poor.

MARKET NOTES.

The nearby grape season is about over. Concord job at about 14 cents per small basket, and Catawbas at 13. Delawares and Niagaras are about done. The demand is good.

Almeria grapes are coming very good, but are not wanted on account of the warm weather. The range for anything good is \$4 to \$6.

It has been too warm to sell chestnuts, and the demand is very light, even for Hallowe'en. The price ranges from \$3.50 to \$4 per bushel.

A few Norfolk, Va., peas are coming North and command \$3 per half-barrel. The demand is fair.

A few good tomatoes are coming forward from nearby points. The price cannot seem to get

above 40 to 50 cents; demand moderate.

Cabbage is still very high and commands \$5 per 100. The small crop is the cause.

New Florida egg plants average \$2.25 per crate. The demand is good.

Florida grapes are comparatively cheap—\$3.50 to \$4—and are in slow sale, on account of the unseasonable weather.

Florida cucumbers average \$4 per bushel; demand slow.

AMONG THE TRADE.

The James Bell Co. has purchased the store formerly conducted by James L. Gartrell & Co. at Jenkintown.

Halpen, Green & Co., wholesale grocers, 30 South Front street, have as usual the first new crop New Orleans molasses to reach the Philadelphia market.

Ohio Canned Goods Standard May be Generally Adopted.

Both Western Packers' Associations, as Well as Tri-State Association Now Have Them Under Consideration. Copy of Standard.

Some reference was made in the last issue to the fact that the Ohio standards for canned goods, which are about the only standards in existence, had been con-

sidered by the Tri-State (Delaware, New Jersey and Maryland) with a view to their adoption. It was also learned during the week that the Western Packers' Association also had the same standards under consideration. Since they seem likely to be adopted generally, a copy has been obtained and is here presented:—

STANDARD FOR PEAS.

Fancy.—Cans to be well filled; peas covered with clear liquor; size uniform; good flavor and absolutely tender.

Extra Standards.—Cans to be well filled; peas covered with clear liquor; reasonably tender; size uniform and of good appearance.

Standard.—Cans to be fairly well filled; peas may be slightly hard; fair liquor may be more or less cloudy, but not thick; size fairly uniform, and to comply with the National Pure Food Law.

Grading as to Size.—Petit pois or size No. 1, sieve 18-64; extra sifted or size No. 2, sieve 20-64; sifted or size No. 3, sieve 22-64; June or size No. 4, sieve 24-64; marrow or size No. 5, sieve 26-64.

STANDARD FOR CORN.

Fancy.—Cans to be well filled; must weigh not less than twenty-three ounces gross; stock absolutely young and tender and of natural color; medium moist and practically free from foreign substance, such as silk, cob and husk. Packed to conform to the National Pure Food Law.

Standard.—Cans to be well filled; must weigh not less than twenty-three ounces gross; stock reasonably tender and free from hard particles; natural color and packed to comply with the National Pure Food Law.

STANDARD FOR TOMATOES.

Fancy.—Are to be packed from whole, red ripe tomatoes and to weigh not less than thirty-eight ounces gross and to contain not less than twenty ounces of fruit, exclusive of juice. Packed to comply with the National Pure Food Law.

Standard.—The gross weight of the can shall not be less than thirty-six ounces and the can must contain not less than eighteen ounces of ripe

Fall Suggestions

We have endeavored to quote you a few items that are now in season, and believe you will find them all good sellers. Write, telephone or wire us. Your trade solicited. :: ::



SYRUPS—Everything in Syrups, but this week we want to mention our **FANCY SUGAR LOAF SYRUP**, this beyond doubt is the finest pure sugar syrup we have had for a long time; delicious flavor, bright and sparkling, barrels only, per gal., 32c.

DRESSED FISH—At this time you will find some demand for Fish, and we want to call attention to the following: "Sovereign" Brand Genuine Georges Codfish, absolutely boneless, 20-lb. boxes, this is the real thing, nothing better to be had, price 11c. per lb.; "Challenge" Brand Dressed Fish, 20 1-lb. bricks, per lb., 6c.; "Challenge" Dressed Fish, 40 lbs. bulk, at 4½c. per lb. We also have Shredded Codfish, Beardsley's, at 90c. per doz., and "Thistle" Brand Shred Fish, at 40c. a doz.

POP CORN—Fancy Heavy Sugar-coated, by the barrel, per lb., 8½c.; No. 1 Pop Corn, by the barrel, per lb., 7½c.; boxes containing 40 measures, per box, 85c.

POULTRY SEASONING—A blend of the finest sweet herbs and aromatic spices, selected with great care, put up for seasoning meat, game, fish and poultry, 2 doz. in case, per doz., 75c.

MAPLE SYRUP—The hot-cake season is here. Buckwheat and Pan Cake Flour in demand. Maple Syrup will sell freely. Mt. Mansfield, Pure, square quart bottles, 1 doz. in a case, \$2.40; Mt. Mansfield, White, pints, 2 doz. in a case, per doz., \$1.30; Pure Vermont Sap, ½-gal. cans, 1 doz. in case, per doz., \$8.00; Mt. Mansfield, gals., per gal., \$1.00.

A FULL LINE OF FANCY AND STAPLE GROCERIES

KIRK, FOSTER & CO.

WHOLESALE
GROCERS

209

**NORTH WATER STREET
PHILADELPHIA - PENNSYLVANIA**

fruit, exclusive of juice, not necessarily all red, and to be packed in accordance with the National Pure Food Law.

It is generally agreed that these standards supply at least some criterion for the judging of canned goods. There is absolutely no criterion now save the individual judgment of the buyer or seller.

CORRESPONDENCE.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Information Wanted.

Mahanoy City, Pa.,
October 26, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Kindly let me know through your valuable paper, the "Grocery World and General Merchant," if there is such a firm as the New York Ground Co. and if the same is a reliable firm. They are trying to sell lots through here of Westhampton. Thanking you in advance for any information you can give me, I remain a constant reader of the "Grocery World and General Merchant."

I would also like if you could let me know where I can get the Boudet brand oil sardines. I think they are imported.

Yours truly,
GEO. W. WESNER.

The "Grocery World and General Merchant" has never heard of "The New York Ground Co." and has not been able to obtain any information concerning them. Has any subscriber?

Equally ignorant are we concerning "Boudet" sardines. Does any subscriber know about them?

Williams & Co. on Tomato Rejections.

New York, October 27, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I have read your article entitled "Future Tomato Rejections Very Heavy" and do not think this article is quite fair to the trade. I have had occasion to examine no less than six or seven carloads of tomatoes which have been rejected in New York City, and the rejections are certainly justifiable in every sense of the word. None of the goods could be termed "standards" and the packers must have known when they shipped them that they were not up to the mark. Many of these goods were packed dur-

ing the time the market advanced and this may be one of the reasons why the goods were not as good as they should be.

However, this whole trouble comes right down to the fact that

a definite fixed standard for tomatoes should be set by packers and jobbers so that there would be no questions as to the shipments of goods being right or wrong.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

ABOUT KNOWING YOUR GOODS.

Reference was made last week to the importance of knowing what you were talking about when describing sealed goods especially. In addition to somewhat vague description of these, we propose giving you a practical demonstration.

We want all hands, porters, errand boys, cashiers, bookkeepers, everybody, to come back to the store Wednesday evening, when we will cut the full line of canned vegetables and fruits. Any friends whom you desire to ask will be made welcome.

THAT LAMB SALE.

Tuesday, as you know, we advertised legs of young lamb at 12½ cents per pound. Some women ignored this special. We cleaned them up at 4 in the afternoon. But why, I ask, should anyone with the price and needed the lamb refuse to buy? It was your business to find out. Maybe the price scared them. But that isn't the point. In a case like this the customer should have been taken to the department and shown the goods.

By doing this don't you see that you might have gained a permanent meat customer?

QUESTION BOX.

No. 2 asks, "Will you please explain kernelled corn? We will, Wednesday evening.

No. 14 asks, "Why are smoked haddock called Finnan Haddie?" The word Finnan is a corruption of Findon and the word Haddie is merely a quick way of saying haddock. Originally these were caught in Lake Findon, Scotland, and most of those sold in the

Glasgow shops come from that famous water.

No. 5 asks, "Why should there be such a difference in the price of imported olive oil in gallon cans when you call it all pure?" The first, second and third pressings govern the quality, but not necessarily the purity. First pressing is the "Virgin" oil.

SELL APPLES.

Our first big arrival of apples is due to-morrow—Greenings, Baldwins, Spies, 20-ounce and Snows. Prices will run from \$2.50 to \$5.50 per barrel. This will be a handsome line of fruit honestly packed. No sense in a family buying apples from hand-to-mouth. It's too expensive. It's the cheapest and most wholesome of all winter fruit when bought right. Let us see how many barrels you will dispose of before the week is out.

COFFEE COUPONS.

Into each pound Congress coffee we have placed a coupon. Twenty of these will be good for one pound free. Mention this often. Show the coupon.

RELATING TO COURTESY.

Keep the respect of your customer. You represent this house. You must remember at all times to act with the utmost courtesy. Familiarity begets undesirable business oftentimes. Be cheerful and accommodating. But at all time act the part of business women and business men. Eliminate frivolity, the loud laugh, the personal conversation in the presence of the buyer. Put earnestness into your work, into your conversation. It inspires confidence.

The suggestion of Mr. Al Wiley to have an inspector from the Tri-State Association visit the different canners and grade the pack is a good one and might bear good results.

Yours truly,
A. P. WILLIAMS.

The "Grocery World and General Merchant" never denied the some rejections of canned goods were warranted by the inferior quality. It is uncontrovertible, however, that in a season like this when the market is lower than the purchase price, there are many rejections made for this reason alone.

To Get Paris Corn.

Bluemont, Va., Oct. 28, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Will you please let me know through your column where I can get Paris brand corn?

Yours truly,
H. P. REID.

From Barber & Perkins, 33 Water street; John Scott & Co., American and Diamond street; Kirk, Foster & Co., 209 N. Washington street, all Philadelphia, Pa.

To Sell Second-hand Barrels.

Renovo, Pa., October 23, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—We have about a carload of empty sugar barrels on hand and would like to dispose of them. Can you tell us of any purchasers of second-hand barrels? We will appreciate a reply by mail. Enclosed you will find stamped envelope.

Yours truly,
PAUL A. HOFFMAN.

Write to A. H. Seemuller & Co., 231-33 N. Front street, Philadelphia. They advise they are in need of good second-hand barrels.

To Buy Flax Seed Meal.

Catawissa, Pa., Oct. 26, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Inclosed please find several postals. Will you please address them to different concerns who handle flax seed meal?

Yours truly,
H. S. GROVE.

Warr & Canby, 6 S. Front street; S. F. Scattergood & Co., 465 Bourse; Walter K. Sexton & Co., Front and Arch streets, all Philadelphia.

It is worth while being known as a dealer in Exton oyster crackers. They have a flavor which seems to be the property of this brand.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

ANTED.—Traveler wanted to carry side well-known Swiss milk chocolate. General commission. Apply, Grip, P. O. Box 834, Montreal, Canada. 19

ANTED.—Grocery and specialty salesmen, travelling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 19

ANTED.—A young man as partner with me experience in the grocery business, to solicit and deliver. Little money required. Advertiser will furnish half. This is an opportunity for a man willing to work, as there is no rent to pay. Will be sure of success. If interested, address J. K. F., "Grocery World and General Merchant," Philadelphia, Pa. 19

ANTED.—Large Swiss chocolate manufacturer wishes to correspond with wholesaler in position to introduce his goods. Apply, Confectionery, P. O. Box 834, Montreal, Canada. 19

FOR SALE.

OR SALE.—Will sell for owner the finest property in Chester Co. Three stories, 40 x 80, electricity, steam heat. Population, 1,400. On P., B. & W. R. R. Live in can do \$40,000 to \$60,000. Owner retired. Easy terms. Splendid proposition. Write for particulars. John H. Nachbar, Lancaster, Pa. 19

OR SALE.—In Reading, Pa., grocery store best residential part of city, doing fine cash business. This store has the most desirable location connected of any grocery store in the city. Must be seen to be appreciated. Stock at inventory. Store and dwelling, 1,000. Address E., "Grocery World and General Merchant," Philadelphia. 19

OR SALE.—Cold storage eggs in carload less, also potatoes, apples, Lebanon hog, corn on the ear, etc. D. K. Phillips, Shoemakersville, Pa. 19

OR SALE.—A Kitson Light for inside use; 1,500 candle power; complete in every detail. Never been in use. Will sell cheap. Geo. P. Ogden, 203 Sinnickson St., New York, N. J. 19

OR SALE.—A good farm and home located near Clayton, N. J. Farm is good land well fertilized and contains 34 acres. Within one mile of station. House contains rooms and is in fine condition. Good barns and outhouses. Will sell reasonable. Call and see it. Alex. C. Pentland, Elmer, N. J. 18

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2. If satisfactory. May we send you full description?—E. E. American G. Collecting Agency, New York, N. Y. Send for a copy of "The Creditor's Journal"—it's free. 19

OR SALE.—The large display printed letters that have made Philadelphia cutters grocers and butchers successful and sure to increase your business. Send a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 Broad Street, Philadelphia. 19

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE. No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strictly 30 days. Present stock \$5,000, but can be reduced to \$1,000 without impairing business. Uses two teams. Net clear 10 per cent. Balance

of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 401.—General store in Mifflin County, Pa. An extremely strong proposition. Size 30x100 feet. Business about \$4,000 per month, 40 per cent. cash. Stock \$6,000, which can be reduced considerably. Uses two teams. Business thoroughly profitable, netting about \$5,000 per year. Owner in poor health and wants to retire to country place. Will make very favorable terms. Low price for fixtures. Stock at inventory, with proper allowance for everything not strictly up to the mark. The business can be very decidedly increased.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$800. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$1,000. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,500 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300 to \$350. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$250 weekly, two-thirds cash. Stock \$600. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$900.

No. 409.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,500-\$2,000. Could be reduced to \$1,200. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 413.—In nearby Philadelphia suburb. Only two other stores there. Groceries and provisions. Size, 22 x 45 feet. Does \$450-\$500 per week, two-thirds cash. Stock, \$1,000-\$1,200. Nets 10 per cent. on groceries, 20 per cent. on truck. Real estate for sale or rent. Owner going out on stock farm and will sell at inventory. Will take around \$1,300, no horse sold.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$600. Net profits, 15 per cent. Real estate for sale or rent. Busi-

ness thoroughly profitable but owner wishes to retire. Will sell fixtures at \$250, stock at inventory. Take about \$850. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20, with back room 16 x 14. Store established only about a year ago and does \$80 per week, all cash. Stock \$500-\$600. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$600 or \$800.

No. 420.—North Philadelphia. Fine residence district. Groceries, meats and provisions. Store 20 x 50 feet. Does \$400 weekly, half cash, balance weekly and monthly. Stock about \$500. Clear, net profits, 10 per cent. No team delivery. Good dwelling connected. Owner going to Germany and will sell at inventory. Will take about \$900.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 428.—In West Philadelphia. Grocery store, 17 x 40 feet. Does \$15,000 to \$17,000, two-thirds cash; balance all good trade. Stock \$800 to \$900. No team. Good dwelling. Actual net profits 17 per cent., as expenses are low. Real estate for sale or rent, as desired. Owner's wife don't like the business, which is the only reason for retiring. Will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

No. 436.—On Germantown Ave., Philadelphia. Grocery and provisions. Store 25 x 60 feet. Does \$10,000 yearly, half cash. Stock carried, \$10,000; but can be reduced one-half. Caters to fine, high class trade,

used to paying high prices. Net profits, 20 per cent. Uses three horses and five wagons. Business solid, prosperous and very profitable, but owner wishes to retire. Real estate for sale or rent. Price, inventory.

No. 439.—In West Philadelphia. Groceries, meats and provisions. Store 20 x 30 feet. Does \$550 to \$600 per week, three-quarters cash, balance weekly credit. Stock, \$400. Net profits, 10 per cent. Good dwelling connected. Owner has other business and will sell fixtures at \$1,200, including \$375 cash register and team. Stock at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?
We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.
In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.
If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.
Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

HELP WANTED.

WANTED.—Traveling men who call on the retail grocery trade. Write us for our side line. Exclusive territory and liberal commissions. Address F. H. Knipe, Reading, Penna. 18

THE BLOOKER FLAVOR

is something fine. You enjoy the primary exhilaration, but you send your enjoyment 'way up when you begin to appreciate the food-worth

American Depot, No. 46 Hudson Street, New York

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. November 2, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.40 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 8 hands, packed 3 in crate.....	.85 per bunch
Selected, 7 hands, packed 1 in crate.....	.80 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.15 per bunch
Selected, 8 hands.....	.75 per bunch
Selected, 7 hands .....	.60 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50 to \$5.00
Extra Fancy Messina, 360 size, per box.....	3.50 to 4.00
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	

FANCY FLORIDA ORANGES

Fancy Brights, 96 to box.....	\$2.25
Fancy Brights, 126 to box.....	2.50
Fancy Brights, 150-176 to box.....	2.75
Fancy Brights, 200-216 to box.....	2.75
Fancy Brights, 250-288 to box.....	2.50

Golden Russetts, 96 to box.....	\$2
Golden Russetts, 126 to box.....	2
Golden Russetts, 150-176 to box.....	2
Golden Russetts, 200-216 to box	2
Golden Russetts, 250-288 to box.....	2

FANCY ALMERIA GRAPES.

Extra Fancy, barrels, weight 65-66.....	\$5
Extra Fancy, half barrels, weight 38.....	3
Fancy, barrels, weight 64-66.....	4
Extra Choice, barrels, weight 63.....	4
Choice, barrels, weight 63.....	3

FANCY FLORIDA GRAPEFRUIT

Fancy Bright, 36 size.....	\$2
Fancy Bright, 46 size.....	3
Fancy Bright, 54 size.....	3
Fancy Bright, 64 size.....	3
Fancy Bright, 80 size.....	3
Fancy Bright, 90 size.....	2
Golden Russetts, 36 size.....	2
Golden Russetts, 46 size.....	2
Golden Russetts, 54 size.....	3
Golden Russetts, 64 size.....	3
Golden Russetts, 80 size.....	3
Golden Russetts, 90 size.....	2

NEW JERSEY SWEET POTATOES.

We are handling some of the finest sweet potatoes grown in New Jersey.

Orders filled at ruling prices on day of shipment.

Selling to-day \$2.50 for finest, \$1.75 for medium.

Good Fruit Attracts Trade

There is just one place in Philadelphia to get every thing in the fruit line as fine as it grows, at the right price.

If you want to attract trade to your store put handsome fruit where it can be seen.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. FORBES

INDEXED COUPON BOOKS

Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCKTON, OHIO

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.		CANNED FISH.		CANNED FRUITS.		LAUNDRY SOAP.	
ked in paper-lined fancy bags or paper-lined sugar barrels. Per lb.		Salmon—		Apples, 3s, 2 doz.		Bars. Box.	
Java.....		Clover Leaf, 1 lb., flat, 4 doz.....		Blackberries, 2s, 2 doz.....		Acorn.....	
Java.....		Clover Leaf, ½ lb., flat, 4 doz.....		Blueberries, 2s, 2 doz.....		*Pearl White Floating.....	
Java.....		Sockeye, 1 lb., flat, 4 doz.....		Cherries, 2s, 2 doz.....		Ark.....	
Java and Mocha Blend.....		Seward, 1 lb., tall, 4 doz.....		Gooseberries, 2s, 2 doz.....		Babbitt's.....	
Java and Mocha Blend.....		Jockey, 1 lb., tall, 4 doz.....		Pie Peaches, 3s, 2 doz.....		5 box lots freight paid, with 1½ box	
Mocha.....		Buster Pink, 1 lb., tall, 4 doz.....		Pears, 3s, 2 doz.....		"1776" or 100 cakes Best Soap free...	
Mocha.....		Arctic Belle, 1 lb., tall, 4 doz.....		Sliced Pineapples, 2s, 2 doz.....		10 box lots freight paid, with 3 boxes	
Mocha.....		Argo, 1 lb., tall, 4 doz.....		Singapore Pineapples, 1½s, chunks, 4		"1776" or 200 bars Best Soap free.....	
Mocha.....		Sockeye, ½ lb., flat, 4 doz.....		doz.....		Buffalo Oleine.....	
Mayra (Washed Caracas).....		Iceberg, 1 lb. tall, 4 doz.....		Singapore Pineapples, 10c. chunks, 4 doz.		Washday.....	
Maracaibo.....		Hawkeye, ½ lb., flat, 4 doz.....		in case.....		*Bee.....	
Maracaibo.....		Lobsters—		Grated Pie Pineapples, James, 3s, 2 doz.....		*Big Schooner.....	
Santos.....		Gold Label, picnic size, 4 doz.....		Raspberries, 2s, 2 doz.....		*Fels-Naptha.....	
Santos.....		Beaver, 1 lb., flat, 4 doz.....		Strawberries, 2s, 2 doz.....		Hoefner's Tiger Borax.....	
Santos.....		Star, ½ lb., 8 doz. in case.....		Standard Peaches, Sunset 3s, 2 doz.....		*Fairy Oval.....	
Santos.....		Star, ½ lb., flat, 4 doz.....		California Apricots, 2 doz.....		*S. A. Gambrell, Oleine.....	
Santos.....		Gold Label, ½ lb., flat, 8 doz.....		California Cherries, 2 doz.....		*Globe Oleine.....	
Santos.....		Beaver, ½ lb., flat, 8 doz.....		California Peaches, 2½s, 2 doz.....		Ivory, 6 oz.....	
Santos.....		Clams—		Wheeler Peaches, 3s, 2 doz.....		Ivory, 10 oz.....	
Santos.....		Gold Label Brand, 1 lb., tall, 4 doz.....		Sliced California Peaches, 1s, 4 doz.....		*Kirkman's.....	
Santos.....		Old Virginia 2s, 2 doz.....		SALT.....		*Kirk's Oleine.....	
Santos.....		Mackerel—		Fine Table, Large Sack.....		*Lenox.....	
Santos.....		Mackerel in sauce, oval.....		Kiln Dried.....		*Lifebuoy.....	
Santos.....		Oysters—		Fine Table, bushel sacks.....		*Fairbank's Tar.....	
Santos.....		Standard, 5 oz., 2 doz.....		Fine Table, ¼ bushel sacks.....		*Magic Cleaner.....	
Santos.....		Sardines, in Oil—		Ground Alum, 140.....		*Octagon.....	
Santos.....		½ oil, 100.....		Per bbl.....		*Philadelphia Oleine.....	
Santos.....		Gold Label, ½ oil, 100 cans.....		Fine Dairy, 2s, 140 to bbl.....		*P. & G. Oleine.....	
Santos.....		Standard, ½ oil, 100.....		Fine Dairy, 3s, 100 to bbl.....		Premium.....	
Santos.....		½ lb					

NOTE.—Prices are those prevailing on date of issue. Corrected Weekly. Invariably F. O. B., New York.

	Per case
Imported Sardines, 100 in case—	
Reduced, $\frac{1}{4}$ s, boneless.....	
“ $\frac{1}{4}$ s, with bones.....	7.00 @ 22.
French, $\frac{1}{4}$ s, boneless.....	
“ $\frac{1}{4}$ s, with bones.....	17.00 @ 22.
High, $\frac{1}{4}$ s, boneless.....	24.50 @ 27.
$\frac{1}{2}$ s, boneless.....	15.00 @ 40.
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00 @ 20.
Mushrooms—	
$\frac{1}{2}$ s, according to quality.....	16.00 @ 35.
$\frac{1}{4}$ s, according to quality.....	15.00 @ 20.
String Beans—	
According to quality.....	12.00 @ 17.
Lima Beans—	
According to quality.....	18.00 @ 20.
Brussels Sprouts.....	12.00 @ 16.
French Macaroni, cartons, 25 lbs.—lb.	.08 @ .

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGHT AND MEASURE EVERYTHING YOU BUY. Standard Weights per Bushel.	
	Column.		Column.		Column.		
ar.....	1	Provisions.....	24			Marrow Beans.....	60 lbs.
rs.....	16	Dressed Poultry.....	25			Medium Beans.....	60 "
v Mackerel	19					Pea Beans.....	60 "
						Red Kidney Beans.....	58 "
						Hominy.....	56 "
						Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

-1-

SUGAR.

Confectioners' Lozeage, XXXX.....

5.30

" Powdered.....

5.20

" Crown A.....

5.60

" Crystal A.....

5.25

" Coarse Granulated.....

5.50

gle Tablets.....

6.55

ystal Dominoes.....

7.57½

Loaf.....

6.03½

toot Cubes.....

5.35

ndered.....

5.20

tra Fine Granulated.....

5.10

arse Granulated.....

5.10

anulated.....

5.10

ie Granulated.....

5.10

" in 50-lb. bags packed 2 in 100-lb. bag.....

5.15

" in 25-lb. bags packed 4 in 100-lb. bag.....

5.15

" in 10-lb. bags packed 10 in 100-lb. bag.....

5.25

" in 5-lb. bags packed in bbls....

5.30

" in 5-lb. bags packed in 100-lb. bags.....

5.30

" in 2-lb. bags packed in bbls....

5.40

" in 2-lb. bags packed in 100-lb. bags.....

5.40

" in 2-lb. cartons in cases.....

5.30

" in 2-lb. paper packages in cases.....

5.30

Confectioners' A.....

4.95

—Keystone A.....

4.90

—American A.....

4.85

—Centennial A.....

4.80

—California A.....

4.75

—Franklin B.....

4.70

—Keystone B.....

4.65

—American B.....

4.60

—Centennial B.....

4.55

—California B.....

4.50

—Franklin Extra C.....

4.45

—Keystone Extra C.....

4.40

—American Extra C.....

4.35

—Centennial Extra C.....

4.30

—California Extra C.....

—Franklin C.....

—Keystoe C.....

TEA.

Pans—Basket-fired.....

20 @ 35

Pans—Pan-fired—Common to fair.....

20 @ 23

Fine.....

24 @ 28

Choice.....

24 @ 38

Choice.....

18 @ 20

Choice to Extra.....

22 @ 35

Choice.....

40 @ 50

ochow—Common, cargo.....

14 @ 16

Good, medium.....

17 @ 22

Superior.....

23 @ 28

Fine.....

30 @ 35

Choice.....

40 @ 45

Gunpowder—Choice to Extra.....

29 @ 35

Choice.....

40 @ 45

MOVUNE—Good.....

27 @ 30

Fine.....

33 @ 40

Choice.....

45 @ 50

Choice.....

40 @ 55

IMPERIAL—Superior to fine.....

15 @ 20

Choice to Extra.....

22 @ 25

Choice.....

30 @ 35

YOUNG HYSO—Superior to fine.....

15 @ 20

Choice to Extra.....

28 @ 30

Choice.....

35 @ 40

INDIA—Common to Fine.....

18 @ 38

CEYLON—Common to Fine.....

18 @ 40

ENGLISH BREAKFAST—Fair to Good.....

14 @ 27

Choice to Extra.....

18 @ 28

Choice.....

30 @ 40

PACKAGE TEAS.

Lipton's Teas—

Per lb.

In ½ & lb. In ¼ lb.

Ceylon and India, No. 1.....

.45

.47

Ceylon and India, No. 2.....

.40

.42

Ceylon and India, No. 3.....

.35

.37

Black and Green, No. 1.....

.45

Black and Green, No. 2.....

.40

English Breakfast, No. 1.....

.45

English Breakfast, No. 2.....

.40

Formosa Oolong, No. 1.....

.45

Formosa Oolong, No. 2.....

.40

Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00

Tetley's Tea—

Per lb.

½ lb. or ¼ lb. in lead or tin, 25 lbs. in case.

No. 2, Green Label, India and Ceylon.....

.45

No. 1, Buff Label, India and Ceylon.....

.60

Ex. Gold, India and Ceylon.....

.75

Mixed (Green and Black), same prices as above.

Formosa and Oolong, same prices as above.

½-lb. tins, per lb.

India and Ceylon, Sun-Flower.....

.50

Mixed (Green and Black), Sun-Flower.....

.50

Formosa and Oolong, Sun-Flower.....

.50

Sun-Flower, roc. sample size, 36 in carton, all three grades.....

.90

Caricol Blend, Martindale & Co. :—

Per lb.

5-lb. Silver Sacks.....

.22

1-lb. Silver Sacks.....

.22½

½-lb. Silver Sacks.....

.23

¼-lb. Silver Sacks.....

.23½

⅛-lb. Silver Sacks.....

.25

Spring Garden Tea—

Per lb.

100 lb. barrels.....

.18

5 lb. silver bags.....

.19

1 lb. silver bags.....

.19½

½ lb. silver bags.....

.20

¼ lb. silver bags.....

.21

Packed in cases containing 100 pounds.

AMMONIA.

Purple Ribbon. 16 oz., 2 doz. boxes.....

.90

Purple Ribbon, quarts, 1 doz. boxes.....

1.50

Purple Ribbon, ½ gals. ½ doz. boxes.....

2.70

Colburn's Mayflower, 16 oz., 2 doz. boxes.....

.75

Colburn's Autumn, hotel size, 1 doz. boxes.....

.90

Violet, pints, 2 doz.....

.90

AXLE GREASE.

Frazer's, 15 lb. pails.....

.80

Frazer's, boxes, ¼ gross.....

per gross 9.25

Mica, ¼ gross.....

per gross 8.40

Peerless, ¼ gross.....

per gross 4.50

Paragon, ¼ gross.....

per gross 5.50

BAKING POWDER.

Sea Foam Baking Powder—

½ lb., 4 doz. in case.....

.95

½ lb., 2 doz. in case.....

1.70

1 lb., 1 doz. in case.....

3.40

Davis' O. K., ½-lb., 4 doz.....

per doz. .45

Davis' O. K., ½-lb., 3 doz.....

per doz. .90

Davis' O. K., 1-lb., 2 doz.....

per doz. 1.65

Davis' O. K., 5-lb., ½ doz.....

per doz. 7.20

Cleveland's, 10-c. size, 4 doz.....

per doz. .84

Cleveland's, ½-lb., 4 doz.....

per doz. 1.23

Cleveland's, ½-lb., 2 doz.....

per doz. 2.28

Leslie's, ¼-lb. cans, 1 or 2 dz. cartons, 4 dz. cases.....

.90

Leslie's, ½-lb. cans, 2 doz. cases.....

.90

Leslie's 1-lb. cans, 1 doz. cases.....

1.65

Leslie's, 5-lb. cans, 6 cans in case.....

per lb. .12

Sea Gull, 6 oz., glass, 4 doz.....

.45

Parrot and Monkey, 4 doz.....

.45

Rumford's Yeast Powder :—

4 oz. glass, 2 doz.....

.82½

6 oz. glass, 2 doz.....

1.07½

6 oz. glass, 4 doz.....

1.04

6 oz. glass, 6 doz.....

1.03

6 oz., 1 gross, in bbl.....

per gross, 12.25

BLACKING—Shoe.

Shinola.....

per doz. .75

Shinola, ½ gross in box.....

per gross 8.50

Blackola, 1 doz., 10 cent size.....

.60

Blackola, 3 doz., 10 cent size.....

per gross 6.90

Blackola, 3 doz., 5 cent size.....

per gross 4.25

Mason's No. 1, ¼ gross.....

2.22

" " " ".....

2.60

" " " ".....

2.85

" " " ".....

4.35

" " " ".....

7.50

T. M. French.....

per doz. 1.00

SHOE DRESSING.

Mason's.....

.78

Acme, 1 doz.....

1.15

Bixby's Royal Polish, 1 doz.....

.78

Bixby Jet Oil Polish.....

.80

Brown's Shoe Dressing, 1 doz.....

.80

Brown's, Army and Navy, 1 doz.....

.80

Boyer's French Dressing... ..

.65

" Oil Polish.....

.75

Admlral Russet Combination.....

.70

Admiral Shoe Dressing.....

.70

Whittemore Bros. & Co. :—

Gilt Edge Polish, black.....

2.00

Boston Waterproof, black.....

2.00

Boston Jr. Waterproof, black, 10-cent size... ..

.85

Elite Combination, Baby, black.....

.85

Elite Combination, large, black.....

2.00

Superb Patent Leather Paste, large.....

.75

Champion, black, friction polish.....

2.00

Champion Jr., black, friction polish.....

.85

French Gloss, black, self-polishing.....

.75

Royal Gloss, black, self-polishing.....

.75

Dandy Combination, russet.....

2.00

Star Combination, russet.....

.75

Dandy Russet Paste, large.....

.75

Bossola Waterproof Paste Polish, large.....

.75

Bossola Waterproof Paste Polish, small.....

.60

Quick White, cleans dirty canvas shoes.....

.60

Quick White, cleans dirty canvas shoes.....

2.00

Oil Paste black, never dries up, large tin.....

.75

GREEN COFFEE.

		Per lb.
Rio, Golden, fancy.....	.09	@.09 ½
“ prime.....		@.08
“ choice.....		@.07 ½
Santos, Peaberry, extra fancy		@.12 ½
“ fancy.....	.10	@.10 ½
“ choice.....		@.09 ½
Maracaibo, strictly fancy, mild.....	.12	@.12 ½
“ choice.....		@.11 ½
Washed Caracas, fancy .....	.14	@.14 ½
Laguayra, fancy		@.11 ½
Java, extra fancy Old Government.....	.20 ½	@.21
“ extra fancy		@.20
“ fancy		@.19 ½
Mocha, ⅓ and ¼ bales, genuine, finest...		@.19
“ Seed, Santos, fancy.....		@.10 ¾
“ “ choice.....		@.10 ¾

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@ .12
“ Prime.....	@ .10
“ Choice.....	@ .09½
“ No. 2, bags about 50 lbs.....	@ .08½
Santos, Peaberry, extra fancy	@ .16
“ extra fancy.....	@ .13
“ fancy.....	@ .12½
“ choice.....	@ .12
Laguayra, fancy	@ .14
Maracaibo, choice.....	@ .14½
“ fancy	@ .15
“ extra fancy.....	@ .15½
Java, extra fancy Old Government.....	@ .25½
“ fancy.....	@ .24½
Mocha, finest.....	@ .23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
“ “ 2.....	.20
“ “ 3.....	.17
“ “ 4.....	.14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.
New York Card Price. 100-lb. Cases. 60-lb. Cases.

New York Card Price.	100-lb. Cases.	60-lb. Cases.
Añosa.....	15 $\frac{1}{4}$	15 $\frac{3}{8}$
Arbuckle's Seven Day.....	10 $\frac{1}{4}$	10 $\frac{3}{8}$
Lion.....	13 $\frac{3}{8}$	13 $\frac{1}{4}$
B. Fischer & Co.—		
Hotel Astor Coffee, 1-lb. tins.....		.26
Thos. Martindale & Co.—		
Saludo, lbs.....		.20
“ 50-lb. tins.....		.19
“ barrels.....		.18
Viv, lbs.....		.16
“ 50-lb. tins.....		.15
“ barrels.....		.14
Ground or pulverized without extra charge.		
Lipton's—		
Special.....		.26
Perfection.....		.20
Packed in 30 and 60-lb. cases.		
German-American Coffee Co.—		
Triunfo, 24 2-lb. cans.....		.29
“ 48 1-lb. cans.....		.29 $\frac{1}{2}$
Trinidad, 60 or 100 1-lb. cartons.....		.26
“G-A” Blend, 20 3-lb. cans.....		.24
La Cruzada, 60 or 100 1-lb. cartons.....		.21 $\frac{1}{2}$
Iowa, 60 or 100 1 and 2-lb. cartons.....		.18 $\frac{1}{2}$
Tumbala, 60 or 100 1-lb. cartons.....		.16 $\frac{1}{2}$
Quezal (after-dinner), 12, 24 or 48 $\frac{1}{2}$ -lb. cans per $\frac{1}{2}$ lb.....		.35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr"—		
50 tins in box.....	per box	3.90
12 in tins box.....	per carton	.95
2-lb. tins.....	per doz.	5.75
George Floto's Sons—		Per gross
Coffee Essence, ½-gross improved cans.....		2.25
“ “ ½-gross cans, tin ends		2.70
“ “ ½-gross cans, all tin		2.85
Vienna Coffee Essence, Manilla, ½ gross....		2.25
Package Chicory, 65-lb. cases	per lb.	.04½
Hummel's Essence, tin can, ½ gross, per gross		2.85
“ “ tin ends, “ “		2.70
“ “ improved “ “		2.15
Chicory, Selig's 65's.....		.05¾
“ English, ground, bags about 160 lbs....		.05¾
“ Francks', stick, 65 lbs.....		.06¾
“ Muller's, Columbus brand, 5 sticks to lb., 65 lbs.....		.04¾

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
“ B, kegs, 25 lbs.....	1.50

Duck, kegs, 12½ lbs.....	4.75
“ kegs, 6½ lbs.	2.65
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
“ kegs, 12½ lbs.....	2.65
“ “ kegs, 6½ lbs.....	1.50
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85

BLUING—Dry.

	Per gross
Barlow's, small, 2 doz.....	2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Ball Blue, No. 1, 3 doz.....	2.60
" " No. 2, 3 doz.....	4.80
Reckitt's, 5c. and 10c. asst., 8 lbs.....	Per lb. .30

BLUING—Liquid.

	Per gross
Boyer's Bengal, No. 8, $\frac{1}{4}$ gross.....	3.85
Army and Navy, No. 8, 3 doz.....	5.10
Crystal, No. 2, 3 doz.....	3.00
Jack Rose, No. 14, 3 doz.....	5.00
Troy, No. 32, bbls., 6 doz. barrel.....	5.50
French Laundry, large, $\frac{1}{2}$ gross in barrel.....	2.45

BUTTER.

Tub Butter—	Per lb.
Creamery, extra, 60-lb. tubs .....	.29
" first, " .....	.28
" second, " .....	.27
" third, " .....	.26
" imitation, 30-60 lbs.....	.25
5 and 10-lb. rolls, 60 and 100-	
lb. boxes.....	.30
Ladles, 30-60 lbs., bakers' use.....	.21
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.33
B. B., E. D. brands, 20-50-lb. boxes.....	.32
J. J., C. V., Gilt Edge, Gold Medal, 20-	
50-lb. boxes.....	.31
Sheff ("400") Elgin, 20-50-lb. boxes.....	.30
Sheaf.....	.27-30
Milhen Farm, lbs. and ½ lbs.....	.34
Gurnse, lbs. and ½ lbs.....	.32
Belle Spring .....	.30

CANDLES.

P. & G., 8's, 30 lbs.....	Per lb.
" 16's, 30 lbs.....	.10½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.11½
Searchlight, hotel, 16's, 30 lbs.....	.08¾
Pearless, hotel, 16's, 30 lbs.....	.09¾
Bright Light, 16's, 30 lbs.....per box	.10¾
Werk's, 8's, 30 lbs.....	2.00
" 16's, 30 lbs.....	.11
" 16's, 30 lbs.....	.12

JARS AND JAR RUBBERS.

Glass Jars.		Gross
Pints.....		4.15
Quarts.....		4.45
Half-gallons.....		
Jelly Tumblers—		
Barrels, 22 doz.....	per doz.	.17
(No charge for barrels.)		
Jar Tops—		
½ gross, no rubbers	per gross	1.60
Jar Rubbers—		
Lip, wide.....	per gross	.85
Acme, wide, 1 doz. cartons, 5 gross box,		
	per gross	.45
" medium, 1 doz. cartons.....	per gross	.40
Reliable, white rubber, wide.....		.26
" " " medium.....		.26
Black, medium.....	per lb.	.25
(25 lb. lots 1 cent per lb. less.)		

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....per doz.	.25
" Sage .....	.25
" Thyme..... "	.25
" Savory..... "	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory.....per case	1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savory— ⅓-lb. cartons, 1 doz.....per doz.	.40
¼-lb. " " " " " " " "	.75
½-lb. " " " " " " " "	1.25
¾-lb. screw cap bottles, 2 doz.....	.90
1-lb. square cans, 2 doz.....	.85

CANNED GOODS.

CANNED GOODS.		Per doz.
Tomatoes—		
Mrs. Hancock's, trying.....		1.20
DuBois's, trying.....		1.10
Jersey King, No. 3, standard Jersey.....		.92½
“ 5-case lots.....		.90
Silver Lake, fancy Jersey.....		1.00
“ Jersey, No. 3.....		1.00
Peerless, extra fancy, No. 3.....		.97½
Plantation, No. 10, standard, ½ doz.....		2.30
Silver Lake, No. 10, 1 doz.....		2.60
Golden Rule, off standard.....		.77½
Alta, No. 2, good.....		.60
Favorite, No. 10, 1 doz.....		2.40
Brandywine Hills, extra fancy.....		1.05
Bull Dog, extra standard 2s.....		.60
Mrs. Lippincott's, Frying.....		1.25
Lima Beans—		
Tinsley's, extra small.....		1.25
Silver Lake, fancy Jersey.....		1.00
Early Autumn, No. 2.....		.92½
Oxford, Maine packed.....		.87
String Beans—		
Extra fancy.....		1.50
Boyer's, 2s.....		.57½
Acorn, 3s.....		.85
“ No. 2.....		.57½
Safe, No. 2.....		.50

White Wax Beans—	
Boyer's, No. 2.....	.60
Acorn, No. 2.....	.57½
Brandywine Hills, No. 2.....	1.10
Winsom, N. Y., No. 10, 1 doz.....	3.60

Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
“ No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.87½
“ No. 2, sauce.....	.90
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37½
Van Camp's, No. 1, sauce, 4 doz.....	.87½
“ No. 2, sauce, 2 doz.....	1.32½
Moore & Brady, No. 3, plain.....	.85
“ No. 3, sauce.....	.90
“ No. 1, picnic size, plain....	.42½
“ No. 1, picnic size, sauce....	.47½
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97½
“ No. 3, tomato sauce....	1.05
“ Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 2, sauce.....	.95
“ No. 2, plain.....	.90
Snider's, tomato sauce, No. 3, 2 doz.....	1.70
“ “ No. 2, 3 doz.....	1.32½
“ “ No. 1, 4 doz.....	.85
Sunnyside, sauce, No. 3, 2 doz.....	.87½
“ plain, No. 3, 3 doz.....	.87½
“ sauce, No. 1, 4 doz.....	.47½

Red Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77½
Red Jacket.....	.85
Martin Wagner's, No. 2, 2 doz.....	.72½

Corn—	
Paris, fancy Maine.....	1.00
American Beauty, extra fancy, Shoe Peg....	.85
Cream of Susquehanna.....	.95
Baker's, G. W., whole grain.....	.75
Shoe Peg, Susquehanna, No. 2.....	.85
“ Osborn's,.....	.77½
Mark, crushed.....	.70
Rex, No. 2, fancy, whole grain.....	.67½
Vanity, No. 2, whole grain.....	.65

Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
“ fine, 100 cans.....	11.75
“ medium, 100 cans.....	10.25
Boyer's, Midgits.....	1.55
“ Extra Sifted.....	1.25
“ Sifted.....	1.10
“ Early June.....	.95
Jumbo June.....	.90
B. B. F., Early June.....	1.00
Hermit brand, No. 2, soaked.....	.52½
Lotus, Sweet Wrinkle.....	1.22½
Brandywine Hills, extra fancy.....	1.05
Kent County, Sifted.....	.87½
Our Favorite, No. 2.....	.87½
Plantation Standard, Early June, No. 2.....	.82½
Pr.de of Delaware Standard, No. 2.....	.77½
Wyoming, extra fine, June, No. 2.....	1.25

Beets—	
Red Belle, N. Y., No. 3.....	1.05
Silver Lake, fancy, No. 3.....	.95
Chautauqua, No. 3.....	.95

Succotash—	
Quaker, extra fancy.....	1.12½
Poland, No. 2, fancy Maine.....	1.05
Brandywine Hills, extra fancy.....	1.05

Spinach—	
Champion, No. 3	1 00
Shawnee, No. 3 .....	.95
Farren's, No. 3	1.05
“ No. 10	1.25

Sweet Potatoes—
Victory, No. 3, 2 doz.....

Pumpkin—	
Silver Lake, No. 3.....	.72½
Catawba brand, extra fancy, N. Y. State, No. 3.....	.87½
Andrews & Co., No. 2.....	.42½
Silver Lake, No. 10, 1 doz.....	2.35

Asparagus—	
Del Monte Mammoths.....	3.75
Oak, large.....	3.20
Superior, large, No. 2½.....	3.25
Staple, medium, No. 2½.....	3.00
Swan, medium, No. 2½.....	2.90
Del Monte Tips, No. 1½.....	2.60
Extra Tips, No. 1½.....	2.55
El Rio, medium, No. 2½, 2 doz.....	2.80

California Canned Fruit.

California Ginned Fruit.		Per
Apricots—		
Extra quality.....		3
Extra standard		2
Standard.....		
Pears—		
Bartlett, extra quality, 2½s.....		2
“ extra standard, 2½s.....		2
“ standard, 2½s.....		1
Cherries—		
Extra quality, 2½s.....		2
Extra standard, 2½s.....		2
Standard, 2½s.....		2
Peaches—		
Goddess, No. 2½, ex. standard, lemon cling		2
Tioga, No. 2½, extra standard, lemon cling		1
Agate, No. 2½, standard, lemon cling.....		1
Lake View, No. 2½, yellow, free		1
Oak, sliced, lemon cling, No. 1, 4 doz.....		1
Columbus, No. 2½, pie, peeled, yellow, free		1
“ No. 2½, pie, peeled, lemon, cling		1
Plums		
Egg, extra standard.....		1
Green Gage, extra standard		1
Egg, standard.....		1
Gage, standard.....		1

Domestic Canned Fruit.

Apples—	
Wayne Co., No. 10, 1 doz.....	2
Booth's, oval, No. 3.....	1
Blackberries—	
Farren's, extra preserved, No. 2.....	1
Silver Lake, syrup, No. 2.....	1
Nigger Head, No. 2.....	1
Spring Garden, No. 2.....	1
Blueberries—	
Loggies, No. 2.....	1
No. 10.....	6
Cherries—	
Boyer's, No. 2, white, extra.....	1
Flour City, white, No. 2.....	1
Peaches—	
Maryland Leader, yellow, No. 3.....	1
" white.....	1
P. & B., yellow, No. 3.....	1
Pears—	
Silver Lake, No. 3.....	1
Fowling Creek, good, No. 3.....	1
Ayres Good, No. 3.....	1
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2
Pride of Rochester, fancy, preserved, No. 2.....	2
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	1
Silver Lake, No. 10, 1 doz.....	2
Strawberries—	
Anchor, No. 2.....	1
Jumbo, No. 1, 4 doz.....	1
Silver Lake, No. 2.....	1
Defence, No. 2.....	1
Pineapple—	
Acorn, E. & C., No. 2.....	1
General, E. & C., sliced, No. 2.....	1
Indian River, E. & C., No. 2.....	1
Terrapin, E. & C., sliced, No. 2.....	1
Orange Grove, E. & C., No. 2.....	1
Singapore Chunks, No. 1½, 4 doz.....	1
Wallace, E. & C., sliced, No. 2.....	1
Singapore, cubes, No. 1½, 4 doz.....	1
Wagner's, No. 1, cocktail, 2 doz.....	1
P. & B., grated, No. 3.....	1
James, No. 3, pie, grated.....	1
Singapore, cubes, No. 1, 4 doz.....	1
The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved—	
Chop Tan Hin, ¾ lb., cubes.....	1
" ¾ lb., sliced.....	1
" 1½ lb., cubes.....	1
" 1½ lb., chunks.....	1
" 1½ lb., spiral sliced.....	1
" 1½ lb., smooth sliced.....	1

**Canned Crabs, Clams, Lobst
Shrimps, Mackerel, Kipperd
Herring and Oysters.**

Crabs—		Per
Deville, No. 1, 4 doz.....	2	
“ No. 2, 2 doz.....	3	
Clams—		
Gold Label, No. 1, 4 doz.....	1	
Star, No. 1, 4 doz.....		
Lobster—		
B. & M., No. 1, flat, 4 doz.....	4	
“ No. ½, flat, 4 doz.....	2	
“ No. 1, tall, 2 doz.....	4	
“ No. ¾, flat, 4 doz.....	3	
Star brand, No. ¾, flat, 4 doz.....	1	
“ No. 1, tall, 4 doz.....	3	
“ No. ½, flat, 4 doz.....	2	
Shrimps—		
Peerless brand (Barataria), new, pickled, No. 1, 2 doz.....	1	
Cotton Bale, pickled, No. 1, 2 doz.....	1	
Mackerel—		
Pickert's, soused, No. 1, 4 doz.....	1	
“ “ No. 2, 2 doz.....	2	
“ “ No. 3, 2 doz.....	3	
Underwood, soused, No. 1, 50 cans.....	5	
“ “ No. 1, 4 doz.....	1	
Oysters—		
Boyer's, No. 1, 2 doz.....	1	
“ No. 2, 2 doz.....		
M. & B., No. 1, 2 doz.....		
Stewart's, No. 2, 2 doz.....	1	
“ No. 1, 2 doz.....		
Victory, No. 1, 2 doz.....		
Kipperd Herring—		
Maconache's, 2 doz., plain.....	1	



Be Judged by "Exton" Oyster Crackers

People size up your store by the brands of goods they have known for years. "Exton" Oyster Crackers have been "The Best Known and Known as the Best" for sixty-one years. The grocer who sells them gets credit for handling *Best Quality in All Lines*.

A. Exton & Company
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co., Distributing Agents, 116 South Delaware Avenue, Philadelphia.

Backwards and Forwards

You grocers know the ups and downs of the breakfast food business. You know how dozens and dozens of products have come on the market, filled your shelves and stayed there. Could we possibly point to a more convincing argument in favor of the quality of Egg-O-See and E-C Corn than the fact that the sales of both are constantly growing.

Egg-O-See Cereal Company
QUINCY CHICAGO BUFFALO



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

Potted or Deviled Meats.

Domestic.

CANNED MEATS.

Corned Beef.

Chipped Beef.

Sliced Smoked Beef.

Sliced Bacon.

Roast Beef.

Lunch Tongue.

—10—

Whole Ox Tongue.

Potted or Deviled Meats.

Potted Chicken or Turkey.

Sausage.

Boned Meats.

Deviled Meats.

Potted Meats.

Soups.

Label —
Quarts. Pints. $\frac{1}{2}$ Pints.

CANDIES AND CONFECTIONERY.

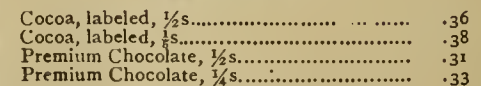
—II—

CATSUP.

KETCHUP.

CHOCOLATE AND COCOA.

Huyler's—	
Cocoa, $\frac{1}{2}$ s, 6-lb.....	.42
“ $\frac{1}{4}$ s, 6-lb.....	.44



5-lb.	“	2.75	Per lb
Bensdorp's Chocolates, 6-lb. boxes, 24 boxes			.55
in case—			
Milk, 6 to lb.			.45
Queen, 4 to lb.			.42
Sweet Vanilla, 4 to lb.			.28
“ 8 to lb.			.28

Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ¼-lb. jars, 6- and 12-lb. boxes	
Croft's Cocoa, ½s, 2 dozen in box.....	Y.
“ “ ¼s, 6 lbs. “	“
“ “ ½s, 6 lbs. “	“
“ “ 5-lb, 6 cans “	“
Swiss Milk Chocolate, 48 5-c.cakes..	Y.
“ Premium, ¼s, 12-lb. cakes	“
“ “ ½s, “	“

Knickerbocker Chocolate Co.—
Hasty Lunch Chocolate—
1/2 lb. decorated cans, 12-lb. boxes..per lb. .
1/2 lb. " " 24-lb. boxes.. " .
Special 10-c. packages, 30 to box..per box 2.
Blue Ribbon Breakfast Cocoa—
Decorated 1/2-lb. tins, 6-lb. boxes
" 1/2-lb. " 12-lb. "

Bedford Cocoa—
 Labeled $\frac{1}{2}$ -lb. cans, 6-lb. boxes.....
 " $\frac{3}{4}$ -lb. " 12-lb. "
 " $\frac{3}{4}$ -lb. " 6-lb. "
 " $\frac{1}{2}$ -lb. " 12-lb. "
 Vanilla Sweet Chocolate—
 Blue Ribbon, $\frac{1}{8}$ s, 6-lb. boxes.....
 " $\frac{1}{8}$ s, 12-lb. "
 Buster Brown, 5-c., 48 cakes.....per box
 " 3-c., 72 "

Premium Chocolate—	
½-lb. cakes, 12-lb. boxes	
½-lb. " 24-lb. "	
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case.....	
40 " " 48 to case	
24 5-cent cakes in box, 24 to half case.....	

CONDENSED MILK.

BORDEN'S

CONDENSED MILK CO.

All BORDEN'S Brands guaranteed



Eagle, 4 doz.....	6
Eagle, 2 doz.....	3
Challenge, 4 doz.....	3
Defiance, 4 doz.....	3
Magnolia, 4 doz.....	4
Rose, 4 doz.....	4
Dime, 4 doz.....	3
Winner, 4 doz.....	4
Baby, 1 doz., glass.....	1
Red Cross.....	4
Peninsular.....	4
Leader.....	3
Banner, 4 doz.....	4
Star, 4 doz.....	4
Emery, 4 doz.....	3

EVAPORATED MILK.

Libby's, small family, 6 doz.....	2
Libby's, family, 4 doz.....	3
Peerless, hotel size, 2 doz.....	3
Peerless, family size, 4 doz.....	3
Peerless, 5-cent size, 4 doz.....	1
St. Charles, family size, 4 doz.....	3
St. Charles, hotel size, 2 doz.....	3
Silver Cow, 5-cent size.....	6 doz. 2
Pet, 10-cent size, 4 doz.....	per case 2
Pet, 5-cent size, 6 doz.....	per case 2
Van Camp's, 6 doz., small.....	2
Van Camp's, 4 doz., family.....	3
Van Camp's, 4 doz., large.....	3

Libby's California Fruits and Asparagus



The Value of Quality Customers

Every grocer has "Quality" Customers—people that always insist on the best. The better the grocer the more "quality" customers. The store that "stands out" builds its reputation on profitable goods. It does not pay to sell the other kind.

It does pay any grocer to take the time to talk and push "Quality" goods like Libby's Food Products, because one customer held on quality is worth three held on price. The quality policy lifts your store away from your "cheap" competitor. Quality reputation is easily established if you carry and feature such products as Libby's California Fruits and Asparagus.

Fresh, Perfect Fruit, Direct from Trees to Can

Sunnyvale, California, fifty miles south of Frisco, is the home of the Libby Modern Fruit Preserving Plant. This locality is known as the world's greatest deciduous fruit growing district. The entire supply of Libby fruits is grown within five miles of the plant. The fruit is all delivered direct from the trees to the plant. This insures fresh, perfect fruit, preserved before the least deterioration occurs. The Libby Process of preserving is perfect in every detail. The grocer selling these products will make customers that will come a long way to get them.

Libby's Royal Anne Cherries

Libby's Royal Anne Cherries are all that the brand implies. They belong to the Royal fruit family in size and in delicious flavor. No other canned cherries equal their quality.

Libby's Plums (Green Gage or Egg)

Libby's Plums possess an individuality of taste and flavor not equalled by others.

Libby's Lemon Cling Peaches

Libby's Lemon Cling Peaches are the extreme quality of cultivated fruit product. They are picked and packed at just the right ripened point.

Libby's Pears (Bartlett)

Libby's Pears are of large, juicy, delicious quality. They are of the Bartlett family and come from the best orchards in California. Try them.

Libby's California Asparagus

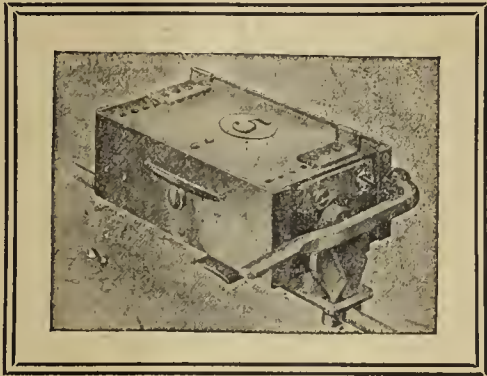
Libby's California Asparagus is all grown at Isleton, California, on Brannon Island in the Sacramento River, which is the center of the best asparagus growing section in the world. The Libby Asparagus is delivered direct from the fields to the preserving plant and packed in less than 2 hours from the time it is picked. Every particle of the natural flavor and freshness is thus retained.

"Put Libby's Products in Your Store and
Customers will ask for More."

Libby, McNeill & Libby

LAMSON ELECTRIC CABLE CASH CARRIERS

GIVE PROTECTION, QUICK SERVICE AND ECONOMY



Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Bldg.

Boston Office
161 Devonshire Street

District Offices in all Principal Cities

The Grocer's Power

We make a superfine line of Macaroni, Spaghetti, Noodles and Pastels, but we don't try to *make* you sell them.

We give you credit for brains—brains to select goods—brains to sell them. You can *influence* your customers. That's why you are in business.

Wouldn't it be foolish for us to ignore your power and waste advertising trying to make people *demand* that you sell our goods? We go the other way about it. We spend our advertising money *for* you, not *against* you by giving you Universal Coupons with every case of our goods. You can exchange them for many useful articles. It pays to pull together.

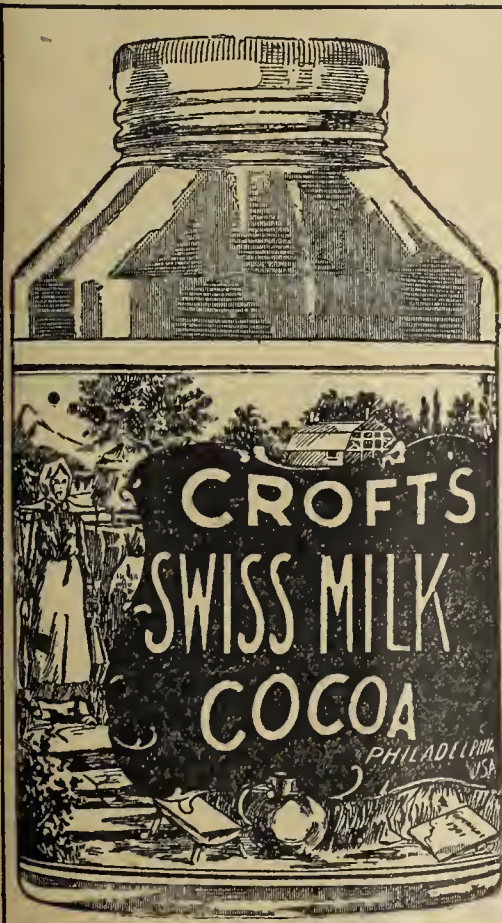
The

Freihof

Vienna Baking
Company

Philadelphia, Penna.

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of Croft's Swiss Milk Cocoa simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA, Pennsylvania

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN
FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents

PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.60
Gold Medal	6.45
Millbourne	6.25
On Top	6.50
Ceresota	6.50
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	4.90
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	5.12

Pancake Flour.

Aunt Jemima, 36 packages	2.85
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 36 packages	2.85

Buckwheat Flour.

Hecker's, 64 packages	4.50
" 32 packages	4.50
Fancy, 125-lb. sacks	3.25

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.45
Yellow, granulated, 100 lbs.	2.00
" table, 100 lbs.	1.90
Western, yellow, granulated, 100 lbs.	2.05
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 rs.	1.50
Schumacker's, 24 packages	1.15
Beans—	
California Lima, about 80 lbs.	2.50
Marrows, fancy, N. Y. State, grain bags	2.50
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.50
Pea, fancy, grain bags	2.40
" Michigan, grain bags	2.45
Red Kidneys	2.15
Peas—	
Green	2.05
Scotch	2.20
Split, yellow	2.20
" green	2.20
Lentils—	
ooooo, 110-lb. bags	0.04
Less quantity	0.04 1/2
Shaker Corn—	
Fancy, barrels	0.05 1/2
Less quantity	0.06
Hominy—	
Lea's Breakfast, 10 packages	1.65
" Pearl, 100 lbs.	2.45
Schumacher's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100-lb. bags	2.15
" Grits, 100-lb. bags	2.10
Barley—	
OO	0.05 1/2
No. 3, 100 lb. bags	2.75
Noodles—	
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B	7.35
B, 100-lb. kegs	3.87 1/2
Oaten Goods—	
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.30
H. O. Oats, 12 packages	1.53
Mother's, 18 packages	1.62 1/2
" 10 packages, large	1.10
Quaker, 18 small size	1.50
" 20 large size	4.35
Roller Oats—	
Avena, 180 lbs.	6.75
" 90 lbs.	3.55
Standard, 180 lb. bbls.	6.00
" 90-lb. bags	2.95
Sago—	
Fine, bags about 175 lbs.	0.04
Less quantity	0.04 1/2
Admiral, pearl, 24s.	0.06 1/2
apioca—	
Instantaneous, 50 rs.	0.08 1/4
Colburn's Hasty, 36 packages	0.06 1/2
Minute, 1/4 gross	2.75
Flake, about 125 lbs.	0.04 1/4
" less quantity	0.04 3/4
Pearl, 150 lbs.	0.03 3/8
" less quantity	0.03 3/4

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.05
" Barley Food, 24 2s.	3.85
" Health Food, 24 2s.	3.00
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s.	per case
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	3.65
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 36 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	3.60
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.70
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.25

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57 1/2
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87 1/2
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87 1/2
Jell-O Ice Cream Powder, 2 doz.	.97 1/2
Jellycon, 1 doz.	.87 1/2
" assorted flavors, 3 1/2 doz.	.87 1/2
Chalmers', shredded	.95
" granulated	1.00
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Gelatine, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages	2.70
Pudding, assorted, 2 doz.	1.65
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 pkgs.	0.05 3/4
" Elbows, square, 25 pkgs.	0.05 3/4
" Macaroni, long, 25 pkgs.	0.05 3/4
" Spaghetti, long, 25 pkgs.	0.05 3/4
" Vermicelli, square, 25 pkgs.	0.05 3/4
" Macaroni, bulk, 25 pkgs.	0.05 1/4

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1 1/2 to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz.	9.00
" No. 5	"	12.00
" No. 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" No. 4	"	5.40
" No. 5	"	7.20
X Quality, No. 3	"	2.60
" No. 4	"	3.00
" No. 5	"	3.40

Counters.

Sherer's Eclipse Counters—			
No.	Length.	No. of Drawers	Each.
6½.....	3 feet, 8 inches.....	9.....	15.00
8½.....	4 feet, 10 inches.....	12.....	20.00
10½.....	6 feet,	15.....	25.00
12½.....	7 feet, 3 inches.....	18.....	28.00
14½.....	8 feet, 6 inches.....	21.....	31.00
16½.....	9 feet, 8 inches.....	24.....	35.00
18½.....	10 feet, 10 inches.....	27.....	40.00
20½.....	12 feet,	30.....	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	p r doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.65
Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. 1.10 1/2
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	270-290				
Ex. Norway, No. 3	325-375	20.00	10.60	5.50	1.25
Ex. Norway, No. 4	410-460	16.00	8.60	4.50	1.05
Ex. Bloaters, XXX	90-95	42.00	21.60	10.95	2.35
Ex. Bloaters, XX	100-110	40.00	20.60	10.45	2.25
Ex. Shore, No. 1	130-150	35.00	18.10	9.25	2.00
Med. Shore	160-180	16.00	8.60	4.50	1.05
Large Shore	110-130	15.00	8.10	4.25	1.00
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.00	8.10	4.25	1.00
Small Irish, No. 2	475-525	14.50	7.85	4.13	.97
New Medium Shore	160-180	16.00	8.60	4.50	1.05
New Large Shore	110-130	15.00	8.10	4.25	1.00
Large, No. 2	210-220	16.00	8.60	4.50	1.05

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1	7.00	4.10			
Lab. Split, Lg. No. 2	6.50	3.85			
Shore, Round, Large					
Shore, Round, Med					
Ocean Whitefish	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new	14.00	7.60	3.90	.95	.81
Shad, No. 2, Mess, new	12.00	6.60	3.50	.82	.70
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 3s, wood boxes	.15 1/2
12 2s, "	.15 1/2
24 1s, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 "	1.65
Strips, 40 size, boxes	.10
" 20 "	.10 1/4
Middles, 40 size, boxes	.12
" 20 "	.12 1/4

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08 1/2

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Small Tumblers, 2 doz. in case	.90
Large Jars, sealed, 2 doz. in case	1.50

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04 1/2
In original cases, 450 lbs., 1/4 c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	" .27
Cromarty Bloaters, 75s.	per box .90
" 100s.	"

Swift & Co.—	
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.06 1/2
" 5 and 10-lb. lots	.07
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 25-lb. boxes, 1 lb.	
Fair N. Y. State, 50-lb. boxes	.07

-20-

Apricots—	
Extra Choice Royals, 25 lbs., new	.09 1/2
Choice Royals, 25 lbs., new	.08 1/2
Oak Brand, fancy	.12
Cherries—	
California, unpitted, Black, 25 lbs.	.11
California, pitted, Black, 25 lbs.	.16
Currents—	
Gold Medal, recleaned, 36 rs.	.07 1/2
Gold Medal, loose, 25 lbs.	.07
Private Growth, extra, cleaned, 36 lbs.	.07
" cleaned, 30 lbs. bulk	.07 1/2
Peaches—	
Fancy Muirs, 50 lbs.	.10
Extra Choice Muirs, 50 lbs.	.09
Choice Muirs, 50 lbs.	.09
Extra Choice, Yellow, 25 lbs.	.08
Choice Yellow, 25 lbs.	.07 1/2
Pears—	
Fancy California, Bartlett, 25 lbs.	.10
Prunes—	
Boxes.	
20-30, 25 lbs.	
30-40, 25 "	.09
40-50, 25 "	.08
50-60, 25 "	.07 1/2
60-70, 25 "	.07 1/4
70-80, 25 "	.07
80-90, 25 "	.06 3/4
90-100, 25 "	.06 1/2
100-120, 25 "	.06 1/4
Raisins—	
Muscatsels, 4 crown, 50 lb.	
" 3 " 50 lb.	
" 2 " 50 lb.	
Cal. Thompson Seedless, 50 lbs.	.06
Cal. Cleaned Sultanas, 50 lbs.	.06
Cal. Sultanas, 50 lbs.	.05
Cal. Seedless Muscatsels, 50 lbs.	.05
Gilbert's, Laver, Valencia, 28 lbs.	.06
Raisins, Seeded—	
G. & S. fancy, 50 rs.	.08
Gold Ribbon, fancy, 36 rs.	.07
Owl, fancy, 36 rs.	.08
Harvest, choice, 36 rs.	.07
Citron, fancy, boxes, 10 lbs.	.14
" fancy, 25 lbs.	.14
Lemon Peel, fancy, boxes, 10 lbs., net	.11
Orange Peel, fancy, boxes, 10 lbs., net	.11

CEREAL COFFEE.

Postum Cereal—	Per doz.
15-cent size, 2 doz.	1.35
25- " 1 "	2.25
15- and 25-cent size, assorted	2.50
Ralston Health Cereal, 36 packages	3.50

HORSE RADISH.

She Always Went Back

"I occasionally try some of these much-advertised soaps," said a lady to one of our customers the other day, "but I always come back to Babbitt's Best. In many years we never found anything that suited me so well."

Think of the grocer who filled all that lady's orders for Babbitt's Best. No talk—no persuasion—no explaining—no work. Simply filling orders at the soap itself costs.

And at a profit, too—don't forget that.

MADE BY
B. T. BABBITT
NEW YORK

*"BE SURE YOU'RE RIGHT
THEN GO AHEAD."*

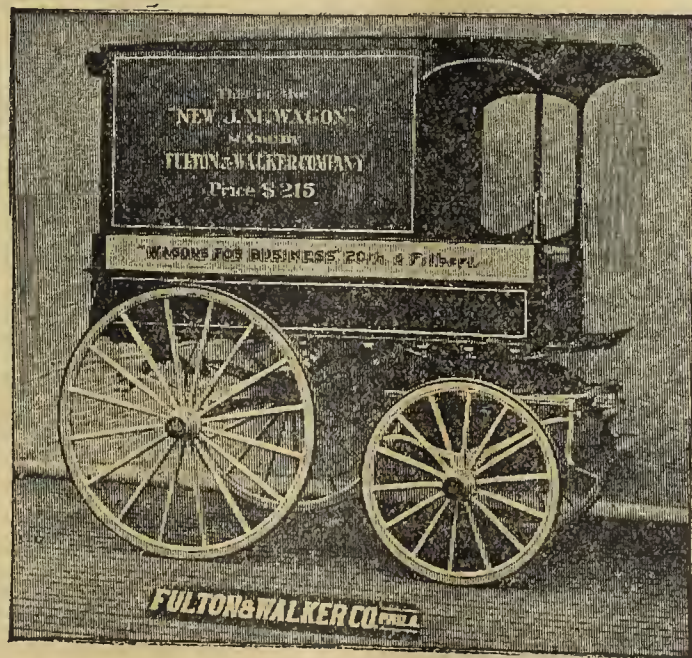
ZIPP'S Flavoring Extracts Branded "U. S. P."

are absolutely pure by the highest authority—the **U. S. Pharmacoeopia**. They comply with the National Pure Food Law and are endorsed by all food commissioners.

Your customers will find them **superior** in flavoring qualities. You can depend on them to give satisfaction and hold trade.

The Zipp Manufacturing Company
Cleveland, Ohio

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PENNA.

Everybody Knows Them



Knight's Flavoring Extracts have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.
No. 211 ARCH STREET
PHILADELPHIA, PA.

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.10
Lewis'.....	3.25
Red Seal, 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
100s, 1 gross.....	1.00
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
Parlor, 500s, 1 gross.....	4.25
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
100s, 5 gross.....	.90
500s.....	4.20
Vulcan Safety—	
65s, No. 2.....	.50
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazeppa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s, extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¼
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.10
" 18, 37 and 68-lb. buckets.....	.10½
" 6 10-lb. buckets.....	6.85
" 6 5-lb. buckets.....	3.95
" 6 5-lb. glass jars.....	4.50
" XXX, 18, 37 and 68-lb. buckets,	
per lb.....	.14
" " 6 5-lb. glass jars, per case.....	5.10

	Per case.
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....	11.00
Condensed, 6½ doz. in case.....	11.00
Keystone—	
Bbls., ½s and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.08
18 and 37-lb. kanakins.....	.08½
10-lb. kanakins, 6 to crate.....	10.95
5-lb. " 6 to crate.....	6.10
5-lb. glass jars, 6 to crate.....	6.45
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., kegs and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.07
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.05¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¾

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" " ½ pints.....	2.20
" Extra, quarts.....	5.40
" " pints.....	4.00
" " ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per case.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" " ½ pints, 2 doz.....	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" " 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscano, J. L. Neff & Co., Agents—	
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	

	Per case.
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-gal. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	

	Per case.
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints, 2 doz.....	4.75

	Per case.
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	2.10
10 ½-gal. tins.....	2.20
20 ¼-gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	.03
Roll—	
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¾
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union, Self-open- ing Square.	Union Bear Auto- matic, Self-open- ing Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Per- fect Satchel Bot.
¼.....	.43	.41	.35	.31	.29	
½.....	.52	.50	.43	.37	.32	
1.....	.78	.71	.67	.55	.49	
2.....	.88	.85	.71	.61	.53	
3.....	1.09	1.04	.89	.75	.65	
4.....	1.39	1.26	1.10	1.05	.87	
5.....	1.47	1.38	1.21	1.07	.91	
6.....	1.95	1.72	1.64	1.41	1.23	
8.....	2.29	2.08	1.99	1.68	1.49	
10.....	2.39	2.16	1.83	1.65	1.37	
12.....	2.75	2.56	.....	.....	.....
14.....	3.97	3.56	3.20	.....	.....
16.....	4.41	3.81	3.68	.....	.....
20.....	4.79	4.32	4.17	.....	.....
25.....	4.80	4.59	.....	.....	.....

Price per 1,000 and not less than 500 lots.
Plain flour sacks, 12½-lb.....per M. 4.00
" 25-lb....." 5.75
" 50-lb....." 11.25

PICKLED MEATS AND FISH.

	per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....	2.50
Tripe, 10-lb. pails.....	.90
" 5-gal. kegs.....	2.00
Pigs' Feet, 10-lb. pails.....	1.00
" 5-gal. kegs.....	2.25
Pickled Beef Salad, in glass.....	1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....	.75
" 5-lb. pails.....	.50
" 10-lb. pails.....	1.00

POTATO CHIPS.

	per doz.
1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.00
100 10-oz. ".....	3.90
24 20-oz. ".....	2.00
48 20-oz. ".....	3.90
I-X-L, 40 1s, White Rice.....	2.65

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

	per bbl.
45 gal., 1200s.....	8.75
45 gal., 1000s.....	8.50
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....	3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	1.00
Williams Bros.—	
No. 8, Sour Gherkins, 2 doz.....	.87½
No. 8, Sweet Gherkins, 2 doz.....	.87½
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sonr, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—	2 doz.	1 doz.	1 doz.	½ doz.
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.				
½ pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.00				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 4				
kit kit kit per				
1.70 3.30 8.00 1.00				

VINEGAR.

Duffy's—	
Pure Apple, extra old, bbls.....	
" 40 grain, bbls.....	
Pure Cider, 40 grain.....	
" 45 grain.....	
Corson's Gold Seal Cider, pure apple.....	
White Wine, 90 degrees.....	
Crown brand, pure cider, quarts.....	per doz.
White, distilled, 40 grain.....	
" 45 grain.....	
" extra strength.....	
Crosse & Blackwell's.....	per doz.

PROVISIONS.

Hams, skinback, 18-20 lbs.....	
" 14-16 lbs.....	
" 10-12 lbs.....	
Picnics, 6-8 lbs.....	
N. Y. Shoulders, 10-12 lbs.....	
Dried Beef, sets, city smoked.....	
" tenders and knucks.....	
" flats.....	
" air dried, sets.....	
" tenders and knucks.....	
Jersey Pork, butt.....	per bbl.
" family.....	
Breakfast Bacon, rib in.....	
" boneless.....	
S. P. Bellies, 14-15 lbs.....	
Bologna, 25-lb. boxes.....	
Boiled Boneless Ham.....	
Beef Tongues, smoked, 5-6 lbs.....	per doz.
Cooked Compressed Ham, 25-lb. boxes.....	
Covered Hams, ½-cent extra; Covered Sh	
Picnics and Bacon, ½-cent extra.	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	
" 12 to 14 lbs.....	
" 14 to 16 lbs.....	
" skinbacks.....	
Shield Hams, 10 lb. average.....	
" 12 ".....	
" 14 ".....	
" 16 ".....	
" 18 ".....	
" skinbacks.....	
Picnic Hams, 5 to 6 lbs.....	
" 6 to 8 lbs.....	
Star Smoked Ox Tongues, long cut.....	
" short cut.....	
Beef Bologna.....	
Shield Paraffined Bologna.....	
Berliner Ham.....	
New Orleans Luncheon Meat.....	
Star Cooked Ox Tongue.....	
John Bower & Co.—	
Honey-cure brand Hams, skinback.....	
" large.....	
" medium.....	
" small.....	
" Breakfast Bacon.....	
" boneless.....	
Beef, air-dried, regular sets.....	
" insides and knuckles.....	
Ham Bologna.....	
Beef Bologna.....	
Boiled Hams.....	
Beef Tongues.....	per doz. 8.00
Swift & Co.—	
Premium brand Hams, 8 to 10 lbs.....	
" 12 lb.....	
" 14 to 16 lbs.....	
" 18 lb.....	
" skinned, 18-20 lbs.....	
" boiled, skinned, fat- less.....	
" Bacon.....	
" Dried Beef, insides.....	
" Beef Tongues, short cut.....	
Winchester brand Hams, skinned, all aver.....	
" Picnics.....	
" all averages.....	

LARD AND COMPOUNDS.



What Bread Is to Angel Cake

Wheatena is to most other breakfast foods what bread is to angel cake—it is the substantial roasted kernel of hard winter wheat, prepared after our own method, sterilized and packed in sealed packages.

It is not a novelty, but a real food, and as such it has been bought and used year after year by hundreds of families. A grocer whose stock is composed of such things as *Wheatena* can almost sit back and let his business run itself.

THE WHEATENA COMPANY
Rahway, N. J.

Read the Point In Large Type

Here's the proposition of James T. Shinn's Liquid Rennet in a nutshell:—

1. It is the cleanest rennet made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere endorse it.

And last, but not least—this is in large type because it's a large point—it pays 100 per cent. profit. Costs \$1.50, sells for \$3.00.

Shinn & Kirk
400 SPRUCE ST., PHILA., PA.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS

ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. **LARD** a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Be
Proud
of
Your
Olive
Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.
103-107 HUDSON STREET, NEW YORK



Which is YOUR
Store? Avoid
Trouble by Selling Only

**ATMORE'S
MINCE MEAT**

*Satisfies ALL
Pure Food Laws*
ATMORE & SON Philadelphia



PUSHCART
the Only
Cheaper Thing

The only method of delivering goods which is cheaper than a **Lindsley Delivery Car** is a push cart. When it comes to even a single horse delivery we can save any grocer money, and a double team is so very far ahead in expense that there is no comparison.

What we have said many times we say again—the **Lindsley Car** will carry 1500 pounds 30 miles on one gallon of gasoline.

J.V. Lindsley & Co.
Suite 1112 Monadnock Bldg.
— CHICAGO —

-25-

Western Dressed Beef—	
Choice, native cattle.....	.08 -10
Common to fair.....	.06 -08
City Dressed Veal—	
Prime.....	-12
Good to choice.....	-10
Dressed Hogs—	
Pigs.....	.09 3/4 -10
Hogs, heavy.....	.09 3/4 -10
“ 180 lbs.....	.09 3/4 -10
“ 160 lbs.....	.09 3/4 -10
“ 140 lbs.....	.09 3/4 -10
Dressed Sheep and Lambs—	
Lamb, western, good.....	-10
“ “ culls.....	-.09
Sheep, choice.....	-.08 1/2
“ medium.....	-.07 1/2

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.70 -80
Cow Tongues.....	.50 -70
Calf Heads, scalded.....	.50 -75
Sweetbreads, veal.....	.60 -90
“ beef.....	-1.00
Calf Livers.....	.20 -25
Beef Kidneys.....	-1.00
Beef Livers.....	-.06
Ox Tails.....	.50 -65
Hearts, beef.....	.03 -05
Rolls, beef.....	-.14
Tenderloin, beef, western.....	-.20
Fresh Pork, loins, city.....	.10 -12
“ “ western.....	-10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

Turkeys—	Per lb.
Western, young hens, 8 to 10 lbs.....	.15 -17
“ young toms, 15 to 17 lbs.....	.16 -18
Old hens and toms.....	.16 -18
Common to good.....	.16 -18
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy.....	.22 -24
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair.....	.22 -24
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy.....	.22 -24
Western, 4 to 4 1/2 lbs. to pair, fancy.....	.15 -16
“ 3 to 3 1/2 lbs. to pair, fancy.....	.15 -16
“ fair to good.....	.15 -16
Fowls—	
Western, fancy.....	.12 -13
Heavy Roasters, 4 to 5 lbs.....	.13 -14
Fair to good.....	.11 -12
Old cocks.....	-.09
Western capons, fancy.....	
“ small.....	
Squabs—	Per doz.
Prime, large, fancy.....	3.00-3.50
Mixed.....	2.50-3.00
Dark.....	1.25-1.50

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.....	.13 -14
Large Springers.....	.12 1/2 -14
Fowls.....	.11 -12
Roosters.....	.08 -10
Ducks.....	.12 -14

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or 10c. size, 2 doz.....	.90
“ 1 doz.....	.90
Large, or 25c. size, 1 doz.....	1.80
1-lb. cans, 1 doz.....	4.50
5-lb. cans, 1/2 doz.....	10.00

SAUER KRAUT.

Extra quality, 50-gal. tierces.....	7.50
“ 15-gal. kegs.....	3.00
Victory, extra fancy, No. 3, 2 doz.....	.77 1/2
Spring Garden, fancy, No. 3, 2 doz.....	.75
Compass, No. 3, cans, 2 doz.....	.70
Casks, 48 gals., long cut, new.....	7.75
Bbls., 30 gals., long cut, new.....	6.75

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, 1/2 lb.....	.95
Round conical, with key, No. 1, 1 doz.....	2.35
“ “ No. 2, 1 doz.....	4.20
“ “ No. 3, 1/2 doz.....	6.30
“ “ No. 4, 1/2 doz.....	8.15
P. P. Sauce, No. 1, 2 doz.....	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.....	2.00
No. 1, cans, 1 doz.....	2.25
No. 2, cans, 1 doz.....	4.00
No. 3, cans, 1/2 doz.....	3.25
No. 4, cans, 1/2 doz.....	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars.....	.97 1/2
No. 5, toy pails.....	2.45
American, pure apple, tumblers, assorted slices.....	.88
Schimmel's, No. 10, tumblers.....	.83
National, No. 10, tumblers.....	.72 1/2
“ No. 6, tumblers.....	.49

Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails.....	.13 1/2
National, 30-lb. pails.....	.09
Southwark, 30-lb. pails.....	.06 3/4
“ 4 1/2-lb. toy pails, 1/2 doz.....	4.10

Fruit Butters—	Per doz.
Apple, No. 32, jars.....	.98
“ Southwark, No. 3, tins.....	1.00
“ No. 5, toy pails.....	2.70
“ 30-lb. pails.....	per pail 1.08
“ 20 lb. crocks.....	per lb. .07 1/4
“ Schimmel's, 30-lb. pails.....	.06
Prune, 30-lb. pails.....	“ .07 1/4
Peach, 30 lb. pails.....	“ .07

Jams—	
Schimmel's, pure, jars, 2 doz.....	1.70
Southwark, assorted, jars, 2 doz.....	.93
Orange Marmalade—	
Hartley's, imported.....	1.80
Schimmel's, pure.....	1.65
Warrock's Guava Jelly—	
1-lb. tumblers.....	4.00
1/2-lb. “.....	2.25

Curtice Bros. Preserves—	
Cherries, jars.....	4.85
Strawberries, jars.....	4.60
Raspberries, jars.....	4.60
Apricots, peeled, jars.....	4.85
Pineapple, jars.....	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

Essence Peppermint.....	.85	1.95
Castor Oil.....	.45	.85
Sweet Oil.....	.40	.85
Spirits Nitre.....	.45	.85
Spirits Camphor.....	.85	1.95
Spirits Painters' Commercial.....	.45	.85
Paregoric.....	.45	.85
Glycerine.....	.45	.85
Syrup Squills.....	.45	.85
Syrup Rhubarb.....	.45	.85
Syrup Ipecac.....	.45	.85
Turlington Balsam.....	.45	.85
Golden Tincture.....	.45	.85
Tincture Arnica.....	.45	.85
Balsam of Malta.....	.45	.85
Bateman Drops, rd bots.....	.45	.85
Godfrey's Cordial, rd bots.....	.45	.85
Turpentine.....	.45	.85
Machine Oil.....	.45	.85
Laudanum, 10c. size.....	per doz. .90	
“ 25c. size.....	“ 1.90	

5 per cent. discount in gross lots assorted.	
Alum.....	per lb. .03
Borax, powdered, bulk.....	per lb. .07
“ lump, bulk.....	“ .06
“ 20 Mule-Team, pure, 24 1-lb. per case.....	
“ “ 48 1/2 lb. “.....	
“ “ 96 1/4 lb. “.....	

Butter Color, W. & R.....	per doz. 1.87 1/2
Bull's Cough Syrup.....	“ 1.90
Bluestone, bulk.....	per lb. .06
Copperas.....	“ .01 1/4
Camphor, gum, 1-oz. blocks.....	“ .67
“ flakes, 250-lb. bbls.....	“ .02 3/4
“ less quantity.....	“ .03 1/4
“ Tar Balls, 250-lb. bbls.....	“ .02 3/4
“ less quantity.....	“ .03 1/4

Castoria, Fletcher's.....	per doz. 2.80
“ Pitcher's.....	“ .85
Carbonate of Ammonia.....	per lb. .11
Epsom Salts.....	“ .01 1/2
Glauber Salts.....	“ .01 1/2
Glue, ordinary.....	“ .12
“ white.....	“ .20
Gum Arabic.....	“ .50
Haarlem Oil.....	per doz. .30
Husband's Magnesia.....	“ 2.85
Jamaica Ginger, Hires', flasks.....	“ .90
Licorice, P. & S., 5c. stick, imported, “.....	“ .36
“ M. & R., 5-lb. boxes.....	per lb. .23
“ “ lozenges, 5-lb. boxes.....	“ .27
“ 4s, 6s, 8s, 12s, 16s, 5-lb. boxes.....	“ .24
“ root.....	“ .11

Putty, 25-lb. cans.....	per 100 lbs. 1.60
“ 50-lb. cans.....	“ 1.55
Petroleum Jelly, screw top, 5c. size.....	per doz. .35
“ 10c. size.....	“ .75
Paris Green, 100-125-lb. kegs.....	per lb. .24 1/2
“ 1/4-lb. packages.....	“ .29
“ 1/2-lb. packages.....	“ .28
“ 1-lb. packages.....	“ .27
Rosin.....	“ .03 1/2
Roach Powder, Omega, 4-oz. cans.....	“ .80
“ “.....	per gross 9.00
Roachsalt, 10c. size.....	per doz. .80
Saltpetre, crystal, about 350-lb. bbls.....	per lb. .06 3/4
“ granulated, about 100-lb. kegs.....	“ .06 3/4

Sulphur, flour, 175-lb. bbls.....	per 100 lbs. 2.55
“ 100-lb. bags.....	“ 2.35
“ less quantity.....	per lb. .03 1/2
Venetian Red.....	“ .01
Whiting.....	“ .02

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size.....	1.75
Herb Bitters, 25c. size.....	1.75
Oil Liniment, 25c. size.....	1.75
Sarsaparilla, 50c. size.....	3.50
Worm Syrup, 15c. size.....	1.20
Horse and Cattle Powder, 15c. size.....	1.20
Dyspepsia Tablets, 10c. size.....	.75

Iron Glue, McCormick & Co.—	
No. 5.....	.40
No. 10.....	.75
Tube V.....	.75

McCormick & Co., Bee Brand—	
Insect Powder.....	.80
Root Beer.....	.80
Talcum Powder.....	.75
Triangular Quinine.....	.80
Quinine Capsules.....	.80

W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine.....	18.00
“ Jr., (Mankind).....	9.00
Taroleum, small cans.....	6.00
“ large cans.....	16.00
Young's Kidney and Nerve Powders.....	2.00
“ Fattening and Condition Drops.....	4.00
“ Colic and Indigestion Cure.....	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's.....	per doz. 4.15
Bath Brick, box 25 bricks.....	per box .60
Sealing Wax.....	“ .03
Silver Sand.....	per bbl. 1.25
Tar, pints.....	per doz. .75
“ quarts.....	“ 1.00
“ gallons.....	each .30
“ 1/2 bbls.....	“ 3.50
“ bbls.....	“ 6.00

McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....	per case 3.75
U. S. Nerve and Bone Liniment, 25c. size.....	2.00
McCord's Magic Medicine, 25c. size.....	2.00
“ 50c. size.....	4.00
McCormick's Tasteless Chill Tonic, 25c. size.....	2.00
“ 50c. size.....	4.00
McCormick's Watermelon Syrup, 50c. size.....	4.00
Reliable Brand Headache Powders, 10c. size.....	.75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, 10c. size.....	.90
“ 25c. size.....	2.00
“ 35 c. size.....	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet.....	10c. size .85
“ 15c. size.....	1.75
“ 25c. size.....	2.00

Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla.....	.45
No. 2, Vanilla and Rose.....	.90
No. 2, Lemon and assorted.....	.85
No. 4, “.....	2.00
No. 4, Vanilla.....	2.25
Assorted cases, Nos. 1 and 2.....	10.80
“ Nos. 1, 2 and 4.....	11.80

Bulk.....	pts.	qts.	1/2 gals.	gals.
XXX Vanilla.....	1.50	3.00	6.00	12.00
XX Vanilla.....	1.25	2.50	5.00	10.00
X Vanilla.....	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery.....	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet.....	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit.....	1.25	2.25	4.00	7.50
Tea.....	“	“	“	“

Kitchen Queen—	Per doz.
Extract Vanilla, No. 25.....	2.00
“ No. 2X.....	.80
“ No. X.....	.45
Extract Lemon, No. 25.....	4.75
“ No. 2X.....	.80
“ No. X.....	.45

Ingersoll's Flavoring Extracts—	
High Grade Vanilla.....	1.75
“ Lemon.....	1.75
Select Vanilla.....	.85
“ Lemon.....	.85
“ assorted.....	.85
“ small size.....	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet.....	Per doz. 1.10
“ Rennet Tablets, 3 doz.....	.75
Shinn & Kirk's Liquid Rennet.....	1.50
Hanson's Junket Tablets, 3 doz.....	.73
Union Tablets, 3 doz.....	.45

CIDER.

Corson's—	Per gal.
Barrels.....	.14
1/2 barrels.....	.16
Kegs.....	.19
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.....	3.50
“ 2 doz. pts.....	4.00
Anchor brand Golden Russet, 1 doz. qts.....	3.75
“ 2 doz. pts.....	4.25
Mott's brand Golden Russet, 1 doz. qts.....	3.75
“ 2 doz. pts.....	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages.....	2
“ boxes, 20 packages.....	1
Gee Whizz, 72 packs.....	1
Fleer's Chiclets, 3 lbs., bulk.....	1
Spearmint, 20 packs, 100 pieces.....	1

RICE.

Extra Fancy Head, XXXX, 100-lb. bags.....	
Fancy Head, 100-lb. bags.....	
Extra choice, 100-lb. bags.....	
Choice, 100-lb. bags.....	
Prime, 100-lb. bags.....	
Japan, fancy, 100-lb. bags.....	
“ choice, 100-lb. bags.....	
Java, fancy, polished, 100-lb. bags.....	
B. Fischer & Co.—	



Fischer's Choicest Head, 1-lb. bags.....	
Queen Quality, ex. fancy head, 1-lb. bags.....	
“ “ 3-lb. “.....	
“ “ 5-lb. “.....	
Coronet, choice head, 1 lb. bags.....	
“ “ 3-lb. bags.....	
Imperial, choice, Dom. Japan, 1-lb. bags.....	
“ “ 3-lb. “.....	
“ “ 5-lb. “.....	
Extra fancy head, XXXX, 100-lb. bags.....	
Fancy head, 100 lb. bags.....	
Choice head, 100 lb. bags.....	
Fancy Java head, 100-lb. bags.....	
Extra fancy, Patna, 100-lb. bags.....	
Siam, Patna style, 100-lb. bags.....	
Choice broken, 100-lb. bags.....	
Extra fancy Japans, 100-lb. bags.....	
New crop choice Japans, 100-lb. bags.....	

SALT.

Worcester—	
Bbls., contain 280 lbs.....	
“ 60 5-lb. bags.....	
“ 22 14 lb. bags.....	
“ 30 10-lb. bags.....	
“ 115 2 1/2-lb. bags.....	
Irish Linen, 250-lb. bags.....	
“ 56-lb. bags.....	
“ 28-lb. bags.....	
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.....	per bbl. 7.00
Pretzel, 280-lb. bbls.....	“ 180-lb. sacks
Cheese, 280-lb. bbls.....	
Packing, 70-lb. cotton bags.....	
“ 140-lb. cotton bags.....	
Ivory, dime size, 36 wooden boxes to case.....	
New Ivory, 24 large cartons to case.....	
Agricultural, 200-lb. burlaps.....	
Silver Springs, quick-freezing ice cream salt, 30 in bbl.....	per bbl.
Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7 1/2 per cent. discount be allowed.	

SALAD DRESSING.

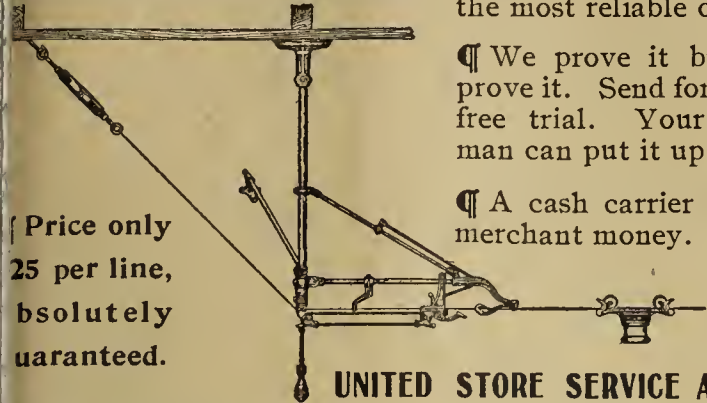
Campbell's, small, patent cap, 2 doz.....	
Durkee's, large, 1 doz.....	
“ small, 2 doz.....	
Schimmel's, small, 2 doz.....	
My Wife's, large, 1 doz.....	
“ small, 2 doz.....	
Snider's, pts., 1 doz.....	

SAL SODA.

Bbls., 375 lbs.....	per 100
Kegs, 170 lbs.....	per 100
60-lb. boxes, bulk or granulated.....	

TRY IT 30 DAYS FREE

¶ We claim that our *Meteor Cash Carrier* is the easiest worked and the most reliable on the market.



Price only
25 per line,
absolutely
guaranteed.

¶ We prove it by letting you prove it. Send for it on 30-days' free trial. Your local handy man can put it up.

¶ A cash carrier will save any merchant money.

UNITED STORE SERVICE AND TUBE CO.

NEW YORK, Times Bldg.

BOSTON, Tremont Bldg.

CHICAGO, Medinah Bldg.



Help a Square Deal

Help along a square deal by selling an independent match—the
OHIO BLUE TIP SAFETY MATCH

Not only independent, but the surest, safest, best double tip match made. Not only independent, and the surest, safest and best, but the most profitable to you—makes you 81 per cent. profit.

All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.

Philadelphia Office and Warehouse, 411 Marshall Street

“The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States.”

Everyone Knows Wilde's Coffees!

Samuel Wilde's Sons Co.

Importers

Coffee, Tea and
Spices

11 Dutch Street

NEW YORK

Wilde's Coffees are Coffees with a reputation of ninety years. No matter how strong the competition, the sales constantly increase because once a drinker of **Wilde's** Coffees always a drinker—on this account your labor of selling is made easy, and there is no trouble in holding trade where once introduced.

By allowing us to quote prices you will save money.

There's No Waste to

A M M O

(DRY AMMONIA)

It's a powder that has no odor until sifted into the water, then by the magic of chemistry it is turned into ammonia.

A 10 cent can of Ammo equals three pint bottles of liquid ammonia that would sell at 10 cents each.

Guaranteed not to evaporate nor lose strength like liquid ammonia. No bottles to break but a handy sifter-top can.

Pushed everywhere by us and sold everywhere by enterprising grocers.

Ask your jobber, or write for our liberal offer to dealers.

THE FRANK C. EBY CO.

213-215 E. Atwater Street

DETROIT, MICH.

-29-

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

	Per lb.
Canary	.04
“ bush. 60-lb.	2.25
Caraway	.12
Celery	.09
Coriander, bleached	.05
Flax	.05
Hemp	.04¼
“ bush. 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape	.05½
“ bush.	2.50
Poppy, per lb.	.10
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 112 lbs., kegs.	1.75
Bi-Carb., bulk, less quantity	.02½
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼s, 36 lbs.	.05½
“ “ “ ¼s, 36 lbs.	.04½
“ “ “ ¼s, 36 lbs.	.05½
Saleratus, Babbitt's bd., ¼s, 25-lb. bxs.	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Clicquot Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleanatub, ¼ gross.	2.50
Bon Ami, 10-cent size.	¼ gross
Electro Silicon, 1 doz.	.72
Putz Liquid, large, 3 doz.	per gross 16.50
“ “ “ 3 doz.	1.45
“ “ “ small.	per gross 7.00
“ “ “ “	per doz. .60
Putz Paste, large.	per doz. .55

SOAP—Laundry.

	Less than Bars. 5 bxs.
Acme	100 3.25
Acorn	120 2.45
Ark	100 1.75
American	72 2.80
Bee	100 3.00
Best, Babbitt	100 3.45
Babbitt's New York City	60 3.52½
Big Master	70 2.80
Brown	60 2.40
Borax, Dreydoppel	40 2.60
“ Pearl, Young & Co.	40 2.80
“ Day & Frick, Novelty	40 2.80
“ Handsome	60 2.60
“ Eavenson, large	100 4.75
“ “ small	100 3.75
“ Kirkman's	100 3.75
“ Red Seal	100 3.80
“ Swift's	100 4.00
“ Climax	100 2.10
Circus	100 3.25
Cotton Oil, White	100 5.80
Coal Oil Johnny	100 3.57½
Cygnat	100 4.00
Dobbins' Electric	100 4.25
Dewey	100 2.15
Fairy	100 4.00
Fels-Naptha	100 4.00
Five case lots freight prepaid	100 3.95
Good Morning	100 3.85
Glycerine Tar	100 3.75
Gloss	100 3.25

-30-

Grand Pa's, large.	50 3.15
“ “	100 3.80
Ivory	100 7.00
“ small	100 4.00
Lenox	100 3.00
Life Buoy	50 1.95
“ “	100 3.90
Lautz's Naptha	100 3.80
Magic Cleaner	100 3.00
Marseilles, laundry size	100 5.80
“ 5-cent size	100 4.00
“ toilet size	100 4.00
Master	100 3.25
Mayer's	100 3.80
“ “	50 1.90
Miller's Naptha	100 3.75
Naptha, Swift's	100 3.75
“ P. & G.	100 3.85
Octagon	100 3.90
Old Mill	100 3.30
Ozone	100 3.75
Oleine, Conway's	60 2.50
“ Golden	60 2.55
“ Eavenson's	60 2.35
“ Kirk's	60 2.07½
“ Philadelphia, 60 blocks	2.60
“ “ 72 “	2.60
“ Pennsylvania	60 1.60
“ Procter & Gamble	60 3.00
“ Young's Best	60 2.80
Pride, Swift's	100 3.75
Polo	120 2.45
Quaker City, boxes	100 2.90
“ tubs	150 4.60
Sunlight, oval	100 3.85
“ twin bars	100 3.95
Santa Claus	100 3.10
Saratoga	120 2.45
Star	100 3.00
Sunny Monday	100 4.00
White Cloud	100 3.85
Wool Soap, large	100 6.75
“ small	100 4.00

Toilet Soaps.

Buttermilk Cosmo	gross 6.60
“ “	doz. .60
“ Swift's	gross 4.05
Castile, imported, Conti	lb. 13½
“ Conti, original boxes	lb. 11¼
Cutaneous, Dr. Raub's	doz. .70
Elderflower, large cake	gross 4.40
Fleur-de-lis	doz. 4.50
“ “	doz. .45
Hearts and Flowers	gross 10.25
Maxine Elliott	“ 8.10
Oatmeal, 3 cakes in box	“ 3.25
Olive Oil Castile, white, green or mottled,	9 ¼-lb. bars to box
“ “	doz. .09
Turkish Bath	doz. .40
Sweetheart, 50 cakes	box 1.75
Witch Hazel, 3 cakes, ½ gross	gross 3.25
“ Swift's	gross 4.05
“ Armour's	“ 3.50

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	
Sapallo, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ 72 “	2.70
“ 100 “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ “ 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
“ 100 5-cent packages	3.75
Kirkoline, white, 24 large packs	3.55
“ “ 100 12-oz. packages	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s.	4.00
“ “ 50 2s.	4.00
“ “ 100 1s.	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	per doz. .43
Swift's Washing Powder, 100 1s.	3.85
“ “ 24 4s.	3.85
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
---------------------------	------

PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	.45
Dime size, 2 and 4 doz.	.85
¼-lb. net, tins, 2 and 4 doz.	1.00
½-lb. net, tins, 2 doz.	1.90
1-lb. net, tins, 1 doz.	3.70
6 lb. cans, full weight	per lb. .23
10 lb. cans, full weight	“ .22
Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
½-lb. “	“ 2.70
¼-lb. “	“ 1.45
⅛-lb. “	“ .90
18-b. kegs.	.43

-31-

	Bbls.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.17	.19
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.17	.18	.20
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			
Bee Brand—Pepper, Cinnamon, Mustard,			
Cloves, Ginger, Allspice	½-lb. cartons		.40
	¼-lb. cartons		.75
Banquet Brand—Mustard, Cinnamon, Pep-			
per, Cloves, Ginger, Allspice	½-lb. cartons		.35
	¼-lb. cartons		.70
Bee Brand, in canisters, above assortment,			
	No. 45 size		.45
	No. 90 size		.85

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ 20, “	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon,	
2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.13
Mace	.48
Nutmegs, large	.16
“ medium	.12½
Cinnamon Bark, Canton	.12
“ Java Thin Quills, 5-lb. rolls	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ 36 10-cent “	“ 2.70
Duryea's, 40-lb., 1-lb. packages	.07¼
“ 20-lb., “	.07½
Niagara, 40 lb., “	.05
Cream, 48-lb., “	3.45
Kingsford's, 40 lb., “	.07¼
“ 20-lb., “	.07½
Rex, 40 lb., 1 lb. packages	.04

LAUNDRY STARCH.

Argo, Gloss, 24 5-cent packages	.92
Gilbert's Laundry, 40-lb. boxes	.04
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.06
“ Linen Gloss, 3-lb. cartons	.05
Kingsford's, Pure, 3-lb. cartons	.06¾
“ Pure Gloss, 40 1-lb. packages	.06¾
“ Silver Gloss, 12 6-lb. wd. bxs.	.07½
Duryea's, Superior, 3-lb. cartons	.06¾
“ Satin Gloss, lb. packages	.07¼
“ Superior B, bulk	.04¾
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.08¼
Niagara, laundry, 50 lb. bulk	.04
“ 1-lb. packages, 48 lbs.	.05
“ 3-lb. cartons, 48 lbs.	.05
“ 6-lb. boxes	.06
Celluloid, 64 10-cent packages	4.30
“ 64 5-cent “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods,	
36 packages	per package .08
Starch Polish, 20 cakes	per box .50
Rex Gloss, 50 lb. bulk	.03¾

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ large, “	7.00
“ “ Liquid, large, “	6.65
“ “ small, “	4.90

-32-

Electric Paste, ½-gross boxes	4.
Magic Paste, ¼-gross boxes	4.
Parlor Pride, large size	per doz. 10.
“ “ small size	per gross 10.
“ “ “	per doz. 9.
Climax Enamel, ¼-gross	per gross 7.
Black Jack, ¼-gross	“ 4.
Rising Sun	“ 5.
Sun Paste, 5-cent size	“ 4.
“ “ 10-cent size	“ 7.
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼-gross	1.
Per box of ½-gross	2.
14 dozen to gross	5.
10-cent size, No. 10, per box of ¼-gross	2.
Per box of ½-gross	4.
Per gross	9.
F. F. Dalley Co.—	
2-in-1, smaller size	per doz. 1.
2-in-1, large size	“ 1.

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkge.
Excelsior, 24 packs	“
McAllister, 36 packs	“
Rosensteins, 1-lb. pkgs., 2 doz.	per lb.
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz.
Red, quarts, 3 doz.	“
Silver, pints, 3 doz.	“
“ quarts, 3 doz.	“
Bath Brick, 25 bricks	per box
Toothpicks, Eureka, 100 boxes	case 1.
“ Perfection, 2 doz.	per doz.
Royal Glue, 1 doz.	“
Paist's Glue, 1 doz.	“
Carpet Tacks, Wooden Keg, ½-gross case,	
assorted, 6, 8, 10 s.	per case
Carpet Tacks, Silver Steel, 4-oz.	per doz.
6-oz.	“
8-oz.	“
10-oz.	“
12-oz.	“
Matting Tacks—	
No. 10, steel	per doz.
No. 11, “	“
No. 12, “	“
G. B. Weiss & Son—	
Sole leather, No. 1	“
“ No. 2	“
“ No. 3	“
Cut Sole Leather, cut into taps, 6 ins. high	1.
“ “ “ 5½ “	1.
“ “ “ 5 “	1.
“ “ “ 4½ “	1.
“ “ “ 4 “	1.
“ “ “ 3½ “	1.
“ “ “ 3 “	1.
Fli-Stickon, Fly Ribbon	per gross 4.
Ely Paper, Tanglefoot	per case 2.
“ Sticky, 10 cartons	3.
Sticktite Fly Paper, 100	per case 2.
“ “ 10 cartons	“ 2.
Wax, White and Yellow	per lb.

ROPE, TIE YARN, ETC.

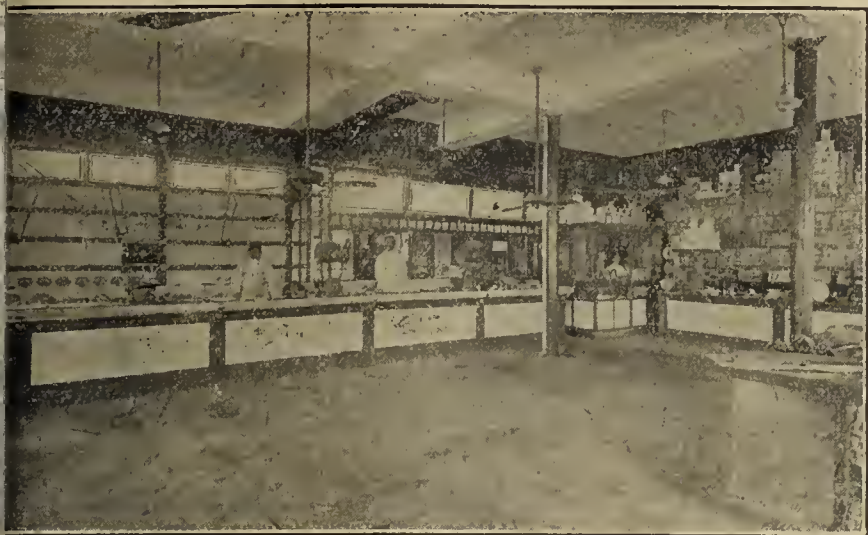
Emory Cotton Rope, 20 yds. to lb.	per lb.
“ Clotheslines, 50-ft. hanks	doz.
Cleveland, extra fine cotton twine	per lb.
Orange Brand, fine cotton twine	“
Texas Medium, cotton twine	“
Cotton Candle Wick	“
Colored Twine, 8 balls to box, lb. to bx.	“
Fine Hemp Twine, 8 balls to lb. in 5-lb.	“
bunches	“
Coarse Hemp Twine, 8 balls to lb. in	5-lb. bunches
Best Jute Rope, 16 yds. to lb.	per lb.
Best Jute Plow Line, 8 yds. to lb.	“
Jute Clotheslines, 90 ft. to hank	per doz. 1.
“ 108 ft. to hank	“ 1.

SYRUP AND MOLASSES.

N. O. Molasses.

Extra Fancy, No. 668.....	.....
" No. 707.....	.....
Fancy, No. 670.....	.....
Strictly Choice, No. 675.....	.....
Choice, No. 664.....	.....
Good, No. 679.....	.....
Cane Juice, No. 683.....	.....
Black Strap.....	.....
B. H. F., Horse Food Molasses.....	.....

We Can Save You Money



(Watch this space for changes in stores)

The fixtures of this ideal meat, grocery and provision store of Fred. Bell's, 52nd and Spruce Streets, Philadelphia, were put in by us.

We make a specialty of Store Fixtures and our record will show that have fitted up more stores than any other concern.

Let us do your work, we guarantee to give the best in the market at sonable figures.

We Challenge the World

RIDGWAY REFRIGERATOR CO.

19 North Lawrence Street

5th and Tioga Streets

PHILADELPHIA

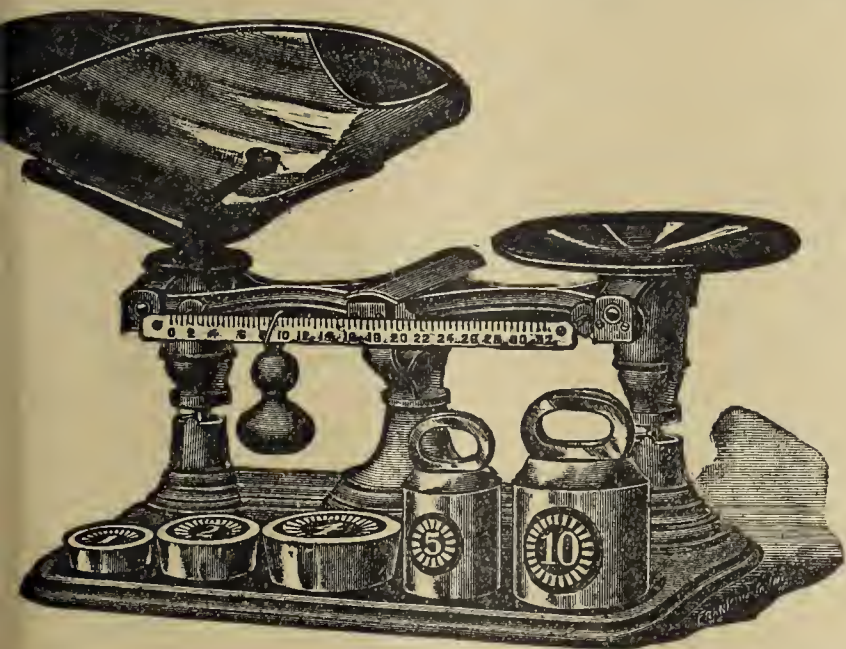
No Loss on Loose Goods



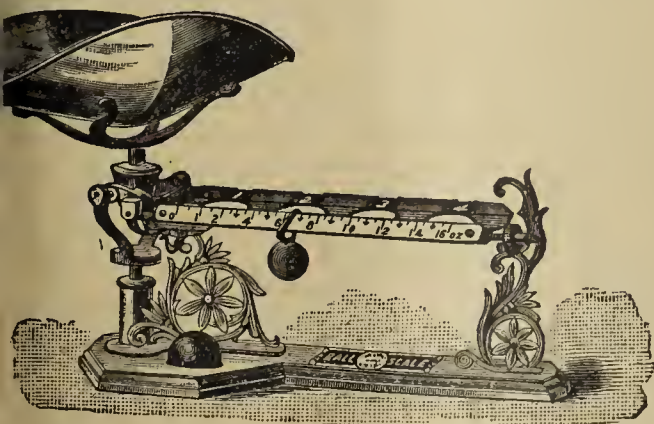
Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

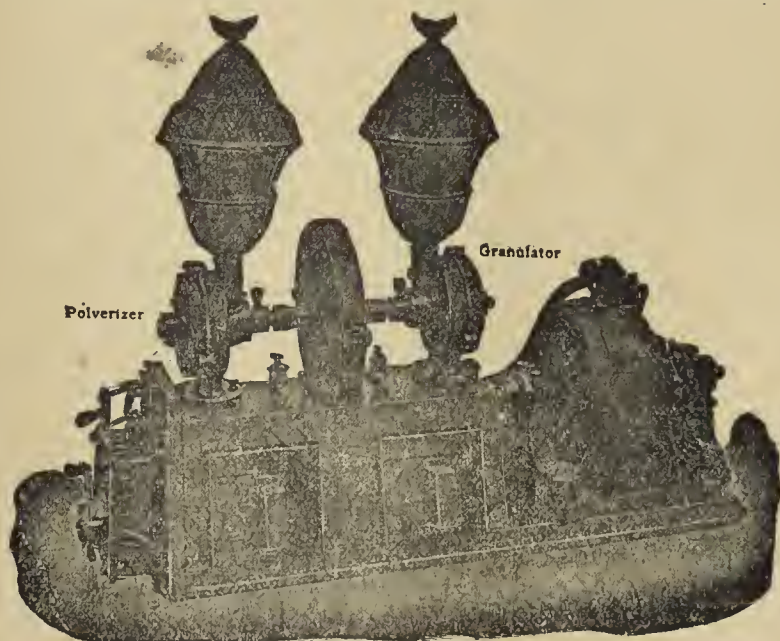


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 1/1000 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



**TROEMNER'S
New Electric Coffee Mills**

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET

PHILADELPHIA, PA.

J. A. FLESCH & SON

112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

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Contents.

	PAGE
am of Wheat Co. Says Grocers Ought to be Kept Poor.....	6
ing Plans to Attach Wages and Repeal Mercantile Tax in Pennsylvania	6
v La Crosse, Wis., Retailers Operated Their Combine.....	6
ing One Sale Lead to Another.....	8
orial.....	10
ie Cream of Wheat Co.'s Defiance. here the Truth Lies.	
ie Lesson of the Clyde Line Suit. mited Prices for Retailers. the Retailers' Interest.	
lesale Charges Against Pennsyl- vania Retailer for Attaching Wages Under Virginia Laws.....	14
se Fraud Denounced.....	14
t Dealers Demand Oleo Law's Repeal.....	15
l Department.....	16
ng Talks With Grocery Clerks.....	17
New York Letter.....	18
Science of Advertising.....	19
Stroller's Column (Contributed).....	20
Interview With Chief Crumbine.	
alian Pineapple to be a Factor	21
low Dressing for Grocers.....	22
Grocery Markets.....	27
rdual Market Reports.....	28
low Dressing Articles Wanted.....	28
et Notes.....	29
ng the Trade.....	29
Minute Sermons for the Retail Grocer.....	29
Bills of Lading Can be Used Till January 1st, 1909.....	29
er Questionable Collection Agency.	30
spondence.....	30
lation News.....	30
t Department.....	31
more Prices-Current.....	33
York Price List..	34
cery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World"	15
Anker's Bouillon Capsules.....	19
American Can Co.....	9
Armour & Co.....	11
Atmore & Son.....	45
Atsatt Bros.....	50
Barber & Perkins	8
Bell & Sons, Samuel.....	41
Blshop, R. W.	19
Borden Condensed Milk Co.....	15
Bower & Co., John.....	45
Brown & Co., P. F.....	17
Buckley, Elton J.....	6
Butler Brothers.....	21
Ceylon Tea.....	7
Collier's Weekly.....	Insert
Corn Products Mfg. Co.....	50
Croft & Allen Co	41
Daetwyler & Co. R.....	32
Eby Co., The Frank C.....	Cover 2
Egg-O-See Cereal Co.....	43
Electro-Silicon Co., The.....	4
Enterprise Mfg. Co. of Pa., The....	Cover 4
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	37
Fell Manufacturing Co., E. C.....	Cover 2
Fels & Co.....	13
Flischer & Co., B.	37
Flischmann's Yeast.....	12

	PAGE
Flesch & Son, J. A.....	4
Fly Ribbon Mfg. Co., The.....	19
Forbes, J. P.	32
Franklin Sugar Refining Co.....	4
Frelhofer Vienna Baking Company.....	41
Frye & Co., Jed.....	19
Fulton & Walker Co.....	43
Githens, Rexasmer & Co.....	29
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The	20
Grocers' Printing Co.....	18
H - O Company, The.....	22
Heinz Company, H. J	9
Hellenic International Bureau.....	22
Hetfield Extract and Mfg. Co.....	19
Hires Condensed Milk Co.....	Cover 3
Huebner, James J.....	12
Indexed Coupon Books.....	32
Iroquois Canning Co.....	43
Lamson Consolidated Store Service Co.,	41
Lautz Bros. & Co.	Cover 2
Lindsley J. V., & Company.....	37
Lititz Bretzel Co	12
Lowney Co., The Walter M.....	45
Manufacturers' Trade-Mark Association.	39
McCahan Sugar Refining Co., The W. J.,	Cover 3
Millbourne Mills.....	12
Miller & England	20
Moneyweight Scale Co., The.....	39
Moore & Co., E. B.....	45
Morgan & Cornell.....	47
National Cash Register Co	3
Nelke, L. D.....	16
Nicelle Olive Oil Co.....	Cover 2
Oakdale Baking Co.....	Cover 2
Ohlo Match Sales Company.....	50
Philadelphia Electric Co., The.....	12
Phillips, F. H. & Co.....	15
Pressing & Orr Co., The.....	Cover 3
Quaker City Preserve Co.....	19
Ridgway Refrigerator Co.....	49
Ritter Conserve Co., Philip J.....	16
Royal Specialty Co.....	19
Sauer Co., C. F.....	Cover 4
Scott & Co., Inc., John.....	Cover 1
Swift & Co.	19
Swift & Co., Gloucester, Mass.....	12
Taylor Bros. Co.....	Insert
Toledo Computing Scale Co.....	Cover 1
Troemner, Henry.....	49
Van Camp Packing Co.....	13
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Watson & Co, Angus.....	17
Wheatena Company, The.....	37
Wilde's Sons Co., Samuel	47
Williams Bros. Co., The	47
Young & Co., Chas. W.....	15
Zipp Manufacturing Co.....	43

Cream of Wheat Co. Says Grocers Ought to be Kept Poor

Itself Follows that Plan by Seeing that He Gets Little Profit.

Neither Wants Nor Needs Good Will of Grocer, Who, Secretary of Company Says, Has No Say in the Matter, But Must Handle Cream of Wheat—"We Make Him."

Time was when most food manufacturers felt contempt for the retail grocer, as a man who had no particular standing and no special influence, and who could easily be browbeaten into selling their goods whether he wanted to or not.

Most of these manufacturers have changed their minds, but here and there can be found one who still entertains the delusion that he is sufficiently powerful to compel the grocer to sell his goods against the latter's will.

To judge from their own description of their attitude, probably the most arrogant of the few concerns still left in this class is the Cream of Wheat Co., of Minneapolis, Minn. During a general discussion between Mr. E. Mapes, the secretary of the company, and C. M. Wessels, president of the "Grocery World" Publication Co., the following dialogue ensued:—

Mr. Mapes—We don't care a continental for the grocer. He has to sell our goods whether he wants to or not. We make him. We used to give the retailer a profit, but we found that the best way to keep him good was to keep him poor. Now we give him very little profit.

Mr. Wessels—Of course it is much easier for a concern to take that attitude if he has no competitors.

Mr. Mapes—But we have competitors. Vitos (made by the Pillsbury-Washburn Co.) is exactly the same as Cream of Wheat. If the retailer has so much influence, why don't he substitute Vitos for our goods?

Mr. Wessels—But doesn't it mean anything at all to you, Mr. Mapes, to have the friendly feeling of the retail grocer?

Mr. Mapes—We don't want it—don't need it—don't care anything about it. The grocer hasn't any say about handling our goods. We make him handle them—he must! The grocer has got to handle Cream of Wheat no matter what he says.

The parties to this conversation were not in confidential relations, and Mr. Mapes made no effort to have it held confidential. Apparently it made no difference in his mind whether the grocer knew the Cream of Wheat Co.'s opinion of him.

He is helpless to assert himself, according to the Cream of Wheat idea, no matter what is put over him.

How La Crosse, Wis., Retailers Operated Their Combine.

Extracts from the Complaint Which a Local Grocer has Filed Against Them. Charge is Attempt to Freeze Him Out of Business.

Briefly in a recent issue the "Grocery World and General Merchant" published the fact that the La Crosse (Wis.) Retail Grocers' Association had been sued by a grocer of that city for maintaining an illegal combination in restraint of trade. The "Grocery World and General Merchant" has obtained a copy of the complaint in this case and presents the salient portions of it as follows:—

That in the month of July, 1908, the said defendants and other members of said retail grocery association decided that they would hinder and prevent said plaintiff from conducting his grocery business profitably in said city by means of said combination and association and thereupon agreed and maliciously conspired to hinder and prevent the plaintiff from carrying on any grocery business in the city of La Crosse, to injure him in his business, to make it impossible for him to carry on said business at a profit, to cause losses to him in said business and to finally drive him out of such business.

That pursuant to said conspiracy some of said defendants, acting in behalf and with the consent and at the discretion of all of them, in the months of August and September, 1908, at divers times attempted to coerce and force the plaintiff by intimidation and threats of ruining his business, to join said conspiracy and combination, to contribute to the expense thereof by paying to said association, and to submit to selling goods at such prices as they should

establish for him, and to submit to such regulations as to opening and closing time of his business and other matters as such combination should decide upon.

That some of such regulations which defendants sought to impose upon the plaintiff are not imposed upon or submitted to by the members of said conspiracy and were maliciously designed to ruin the plaintiff in his business. That the plaintiff refused and at all times since has refused to join said conspiracy or to sell his goods for the prices fixed thereby.

That in order to carry out said conspiracy and to hinder and ruin the plaintiff in his said business the said defendants and the said other persons in said conspiracy with them maliciously, by threats, intimidation and other unlawful means at all times since September 5, 1908, have persuaded and prevented and now do persuade and prevent said wholesale dealers in said city of La Crosse from delivering to plaintiff any goods at his place of business and maliciously, by threats, intimidation and other unlawful means have prevented farmers from whom plaintiff was in the habit of purchasing goods and who were desirous of selling goods to plaintiff from selling to him any goods whatsoever and coerced and compelled said wholesale dealers to refuse to deliver goods to plaintiff and coerced and compelled said farmers not

to sell plaintiff any goods whatsoever.

Plaintiff further alleges that he is informed, and believes and alleges on information and belief, that the defendants have used various representations to them, and falsely represented to them that he was guilty of unmerchable conduct, and that he was selling certain goods at different prices from those at which he was actually selling them to the knowledge of defendants.

That as the result of said acts of said defendants, plaintiff has been unable to buy any goods, except certain small quantities of particular kinds of goods, since the 5th of September, 1908, on the same terms as other retail dealers in groceries and flour in said city, in that he has been compelled to pay the same or higher prices than those paid by his competitors, and at the same time has been compelled to obtain such goods from the wholesale houses to his place of business at his own great expense, whereas the wholesale dealers deliver all of the goods sold by them to the place of business of the purchaser in the city of La Crosse, and has been greatly hampered and hindered, and to a great extent prevented from buying necessary supplies from farmers and other dealers, and has been otherwise hindered and injured in his business.

Laying Plans to Attach Wages and Rep Mercantile Tax in Pennsylvania

State Secretary Howes Describes Comprehensive Campaign Now Being Waged with Above Two Objects. Every Legislator Asked for Views, Many Respond. Little Satisfaction from Philadelphia and Allegheny County Political Machine.

The Pennsylvania Retail Merchants' Association and its affiliated bodies are busily engaged in questioning candidates for the Pennsylvania Legislature concerning their attitude on the repeal of the mercantile tax law and passage of a 10 per cent. garnishment law for necessities.

There are fifty Senatorial districts in Pennsylvania and Senators are to be elected next November from twenty-five districts, including all odd numbers from one to forty-nine, inclusive. In the House there are 207 members, all of whose terms will expire at the close of the year, and the members of the House of Representatives will all of them be elected at the time of the Presidential election.

On October 1st State Secretary A. M. Howes issued the following letter to all of the 440 candidates for House and Senate on the Republican and Democratic tickets:—

At our recent New Castle convention merchants were present from more than 150 Pennsylvania counties and towns. By resolution I was instructed to request an expression from each candidate for the Senate and House of Representatives as to where they will stand elected on the repeal of the mercantile tax law and the passage of a 10 per cent. garnishment law for necessities.

It is alleged that the mercantile tax costs the merchants of Pennsylvania nearly \$3,000,000 annually. Many merchants consider it an unnecessary and oppressive burden. Other commercial interests in the State pay no similar tax, neither do the merchants of New York or Ohio. Tax is based on the gross sales of the merchants and costs the merchants as stated above. We ask the repeal of that tax.

Hotelkeepers and boarding houses can attach all of a debtor's wages to the extent of four weeks' board. We ask the passage of a law per-

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

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Telephones { Bell, Lombard 1727
Keystone, Race 746

COLLECTIONS, CORPORATION PRACTICES, CASES UNDER FOOD LAWS

TRADEMARK REGISTRATION

ing the attachment of 10 per cent. a debtor's wages for necessities of life, such as food, clothing, etc., is done in Ohio. Many neighboring States, including New York, have garnishee laws which are a great benefit to merchants and have not been found oppressive to their customers. Our bill will not allow more than one creditor to attach at the time nor more than one attachment to be made within thirty days. Under our present laws a customer may have an income of \$1,000 a week and if without property our merchants have no protection. We ask your vote, if elected, in favor of a reasonable 10 per cent. garnishment law for necessities.

Your prompt reply will be appreciated and will be communicated to our members in your district. Your failure to reply by October 15th may be considered by the merchants in your district as unfavorable to their interests. Stamps inclosed.

A great many replies have been received, and extracts from replies showing the attitude of candidates have been submitted through the mail to all of our local retailers, whom it is expected will supplement the efforts of the State Association with an effort to secure pledges from those who have failed to reply or make satisfactory statements. In many sections of the State the local association will communicate the names of candidates to their members in advance of election so that the retail merchants of Pennsylvania can support their friends on election day. The movement is non-partisan, and the work of the State Association was confined to Republican and Democratic candidates for the reason that the membership of the last legislature included no members representing any other political party. One hundred and sixty answers were received.

There are 44 candidates for the Senate on the Republican and Democratic tickets in the 25 districts to be filled by election. In the 1st, 7th, 15th, 21st, 23d and 49th Senatorial districts there are no contests, the Republicans and Democrats uniting on the same candidate. In our Senatorial canvass three-fourths of the replies are favorable. In the 11th, 13th, 23d, 25th, 27th and 29th districts all candidates for the State Senate declare themselves friendly to the retail merchant.

In the 25th district, Frank E. Baldwin says: "I have always thought that I would be in favor of the repeal of the mercantile law, as I am informed there is only one other State besides Pennsylvania that has a similar law upon its statute books, and I have always believed that it

would not be an injustice to any party concerned to have laws that, under any ordinary circumstances, would make a delinquent debtor pay his honest debts, more especially those for the necessities of life. I believe an act can be formulated along the line laid out in your letter that would be a protection to the merchant and that will still be perfectly fair to the debtor. I do not know of any reason why I should not favor a reasonable 10 per cent. garnishment law for necessities."

His opponent, Samuel Seibert, of Coudersport, in a letter to the Bradford Business Men's Association, says: "The so-called mercantile tax is class legislation and should be repealed. I can see no good excuse for its present existence."

Regarding garnishee legislation he says:—

I certainly will do all in my power to protect honest merchants who have been kind enough to extend credit to individuals in want of such credit only to find that they have been the victims of misplaced confidence. I would do this as much in the interest of the honest man who must seek credit as in the interest of the merchant, for it must often occur that honest men are refused credit simply because some worthless scamp has proven unfaithful to his obligations, thus making the merchant, in justice to himself, refuse credit in doubtful cases, when otherwise this would not have occurred. I would want this, however, so arranged that it could not be used as an engine of mischief to harass and annoy honest men who have been either forced into a position for which they were in no wise responsible or to collect unjust or extortionate demands of dishonest dealers. Before giving it my unqualified indorsement, I should want to see the bill and know that the interests of honest debtors are carefully protected. You may rest assured I will be with you in anything that is just and right.

In Allegheny County as in Philadelphia County the results of questioning candidates for the House of Representatives are disappointing. The political situation is so different in the large cities from what it is in the smaller cities and towns where everybody knows everybody that methods which have been found useful in thinly populated territory do not succeed at all in congested districts. The probable winning candidates in Philadelphia and Allegheny Counties are part of a political organization whose devotees work together and vote together. It is probable that the members of both Houses in Philadelphia and Allegheny Counties will stand together upon both the passage of a

To the Trade:

DO YOU KNOW WHY

CEYLON TEA

HAS

UNVARYING EXCELLENCE?

IT'S BECAUSE:

Ceylon's Climatic Conditions Are Equable;

Ceylon's Volcanic Soil Does Not Degenerate;

Ceylon's Tea Culture Is An Exact Science.

And, Step by Step,

CEYLON'S MACHINE PREPARATION PROCESSES

Can be relied on to

**GIVE
UNIFORM
RESULTS**

mercantile tax repealer and 10 per cent. garnishment law. Legislative efforts of merchants that do not recognize this condition will prove futile. Unless the support of the political leaders in Philadelphia and Allegheny Counties can be secured tactfully, it is probable that members from these cities will either not be interested in our measures or if interested opposed. Less credit is given in the larger cities because of the difficulty to trace removals, and less need is probably felt for garnishee legislation. In Philadelphia and Allegheny Counties very few replies to our interrogatories have been received, and those who do reply are in most cases the losing candidates.

In the 11th Allegheny district Hon. H. M. Cribbs, of Verona, a member of the last House, who is seeking a re-election, says: "I am heartily in favor of both. At the last session I voted for the garnishee bill and I introduced a bill for the repeal of the mercantile tax, which is certainly very unjust, but failed to get it even reported out of committee. It

(Continued on page 12.)

Written for the "Grocery World and General Merchant."

Making One Sale Lead to Another

Successful Merchant Veteran Discourses Interestingly Upon Chain Advertising. Making Every Sale Lay the Foundation for the Next.

I want to write a few words about a kind of advertising that makes one sale lead to another—the kind that ties customers to you and solidifies your business. It has its place in the broad science of business promotion and can be very effectively manipulated either as an adjunct to newspaper advertising or where newspaper advertising cannot, on account of its high cost, be used constantly.

You might call it "package advertising."

We all remember the ancient "card" in the paper and know how it has given place to breezy, snappy talks that give information and create desire for the goods advertised. It used to tell nothing, but name, business and address of some one who thought he was an advertiser.

So the bag, the wrapping paper,

the box, the container, whatever it is, may be made to do more important service than holding so many beans together.

It may be made to hold trade together.

I find myself referring again to the king of general merchants. Go to his store and buy a necktie or a couple of collars and the envelope that holds it tells you something about his store and his policy—something alive. He is not above using this form of advertising, big as he is.

Neither was I. I have kept a supervision over my son-in-law since he took the store over, so I attended to this. The bag that goes to his customer with this week's supply of prunes carries a talk about a special sale of canned goods next week or an ad. about one of his coffees.

This is just one illustration

taken from a business which specially adapted to such time advertising. But almost every retail business is full of opportunities to do similar things.

As I write I have in mind a firm of stationery and business furniture dealers who follow the principle of making business make more business.

In the vertical pasteboard letter files sold by this firm is snappy talk to the buyer printed on the inside of the cover. I headed "Train to Bigger Things."

It advances the argument to the purchase of even such an expensive article is evidence of the buyer's interest in systematic methods of caring for business papers. It goes on to say that increased business will demand more complete system and wraps up with a talk on sections of wooden filing cabinets, naming several varieties and inviting the reader to send at any time for "filing man" to quote prices.

Now, I'd like to know if it isn't worth ten times all it costs.

The same firm inserts in every pad of writing paper sold, two or thirty sheets from the last

WE KNEW IT ALL THE TIME!

Now just see where **PRICES** are on Groceries! So **SOON** after **ELECTION**, too!

Kent County Brand Early June Peas

2 dozen per doz., .50

The greatest bargain of the season in Peas; nothing else of equal quality on the market within 20c. per doz. of this price. They are a well-known brand of Early June Peas (not soaked) that you could sell 4 cans for 25c. Do not miss a stock of them!

100 CASES FOR \$100.00

50 CASES FOR \$50.00

10 CASES FOR \$10.00

1 CASE FOR \$1.00

WHAT DO YOU THINK OF THIS?

Karo Syrup, 10c. size, 2 doz.	per doz., \$0.87½
25c. size, 1 doz.	per doz., 2.12½
New Catsup, "SUNNYSIDE" Brand, 14-oz. screw-top bottle, 2 doz.	per doz., .82½
5 or 10-case lots	per doz., .80
New Pack Maine Corn, Honey Drop Fancy Maine Corn, new pack 1908, 2 doz.	per doz., .97½
5 or 10-case lots	per doz., .95
Nutmegs, best quality 75-80s, cases about 45 lbs., 25-lb. lots	per lb., .13
10-lb. lots	per lb., .13½
105-110s, 65-lb. cases	per lb., .14
25-lb. lots	per lb., .11½
10-lb. lots	per lb., .12
10-lb. lots	per lb., .12½

These are EASY prices on Nutmegs.

45-gal., 1,200s, Pickles, NEW goods just in, bbls.	per bbl., 8.25
45-gal., 1,000s, Pickles, NEW goods just in, bbls.	per bbl., 7.50
NEW Green Peas, grain bags about 2½ bush.	per bus., 2.05
5 or 10-bag lots	per bus., 2.00

No charge for bags.

Canary Extra C Sugar, 100-lb. bags	per 100 lbs., 4.25
--	--------------------

A beautiful lot of bright yellows, the kind that is hard to get hold of, and a big bargain.

Wolfe's Acme Waterproof Shoe Dressing, for Men's Shoes	per doz., \$1.00
Brown's French Shoe Dressing	per doz., .75
Brown's Army and Navy Shoe Dressing	per doz., .75
Bixby's Royal Shoe Dressing	per doz., .75
Bixby's Jet Oil Shoe Dressing	per doz., .75

You will "SHINE UP" to these prices on Shoe Dressing.

PEPPER, Black Pepper, either table or butchers', absolutely pure goods, bbls. about 225 lbs.	per lb., .08
½-bbls. about 125 lbs.	per lb., .08½

HOT enough to use in place of coal, and pretty nearly as cheap.

Best Quality Sugar Cured Ham, 10 to 12-lb. average, bbls.	per lb., .10%
13 to 15-lb. average, bbls.	per lb., .10%
Less quantities	per lb., .11

Fancy New No. 3 Barley, 100-lb., bags	per bag, 2.40
---	---------------

You heard the price, did you? \$2.40 per bag for Fancy NEW No. 3 Barley.

New Hapgood's Salmon, 1-lb. tall cans, 4 doz.	per doz., 1.90
1-lb. flat, 4 doz.	per doz., 2.00

W. & R. Butter Color, 25c. size, 1 doz.	per doz., 1.87½
---	-----------------

Fancy New Crop New Orleans, Absolutely Pure Goods, light color, fine flavor, good body, an elegant baker, barrels about 55 gallons	per gal., .40
--	---------------

Extra Choice New New Orleans Molasses, good body, good flavor, an elegant baker, also absolutely pure goods, barrels about 55 gallons	per gal., .35
---	---------------

These are both good values in early arrival of absolutely pure New Orleans Molasses.

Ice King Norwegian Sardines, ¼s oil, 100 cans in case with key	per case, 6.65
--	----------------

There is a strong market on raisins and the fancy New California Seedless Sultanias in 50-lb. boxes at 5c. per pound, or in 5 or 10 boxes at 4½ c. per pound is one of the best raisin bargains we have seen for many a day. The quality of the goods is particularly fine.

These Prices for This Week Only—November 9th to November 14th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

le card saying "Hello! Better if this isn't your last pad," etc. These are only two examples of many clever schemes in use by a firm to supplement their newspaper advertising. As the advertiser does not represent much of an expenditure, I must blame a considerable part of their large business on up-to-date chain advertising like the two "links" described.

An effective reminder which a merchant can use to good advantage is a small slip inclosed with bills, statements and general correspondence. This is not a new idea by any means, but one which can never be old enough to retire, and many who are not using it now could do so to genuine advantage.

Then, there's the coupon inside packages of breakfast food, coffee, and so on. This is so old that lots of firms have forgotten how to use it right and lose at least 50 per cent. of its effectiveness. There's only one place for such a coupon and that is in the bottom. The time you really want a customer to be influenced is the fact that ten coupons from one Boodo will entitle her to dress pattern or a baby jumper when she has the package used and is wavering between your product and the old-established Pervo Braino. If the coupon is at the top it may be lost or mislaid by the time more of the article is needed.

Such methods are safeguards against competition, which is fiercer to-day than ever before. Economy and maximum utilization is the keynote of modern business. Big corporations water their ink, use hard lead pencils, and have their own printing departments. Everybody is trying to get one more egg from the hen and then make something out of the shells.

Obviously, no merchant can afford to neglect making any available article what might be called "a link in chain advertising." Consider whether a few dollars' worth of links might help you.

OLD YARD STICK.

Westchester County, Pa.

Five and Ten Cent Grocery Store in California.

San Francisco, Cal., is to have an innovation in the way of a 10 and 15-cent grocery store.

The store will sell nothing at a higher price than 15 cents and will have only the three prices—5, 10 and 15 cents. Everything sold will be in packages as far as possible. The company will pack bulk goods like sugar, potatoes, etc., in the various sized packages in the packing room in the rear and there will be no making up of orders before the purchaser, although samples of all bulk products will be shown. There will be no delivery and sales will be for cash only.

Florida grapefruit still keeps low—\$3 to \$3.50. The demand is light.

BEST QUALITY WINS.

Something About the Men Behind the Guns in the Biggest Candy Success of Modern Times and How They do it in Battle Creek.

When W. E. Taylor and D. M. Taylor started making candy in Battle Creek, they determined to produce the best candy in the world. They expected to have a big business as a result of this policy, but neither could guess that the business would come so fast and get so big as it has. No one else could have guessed it, because there was no success anywhere in a class with it, that it could be judged by.

They are positive geniuses in devising new and attractive packages for their candy, and these have proved so popular that it also takes a genius to keep them provided with boxes and wrappers. Can you imagine a business where these things are ordered by the millions? That is what is going on out in Battle Creek.

Their latest success is "Sorority Chocolates" and the orders for this delightful confection are coming in so fast that print shop and factory must run night and day to fill them. The dealer knows that anything made by the manufacturers of "Honey Comb Chocolate Chips" and "Taylor Made Chocolate Marshmallows" has success wrapped up in every box, but the dealer who sees how the orders are coming in for "Sorority Chocolates" will realize that he must let no grass grow under his feet if he is going to get his share of the big holiday sale these chocolates are sure to have.

The craftsmanship boxes for "Sorority Chocolates" are a triumph of attractiveness. They are a handsome chocolate shade with gold embossed lettering and daintily tied with ribbon. Each one shows a miniature reproduction of one of the Sorority Girl heads painted by Westervelt. Altogether, they are the most attractive package we have seen.

By the way, Taylor Brothers are giving the dealer ten of these heads in colors, size, 11 by 24 inches, for his window, and also an electric flash sign with his name on it, free.

Nobody could help selling "Sorority Chocolates," and to the dealer who takes the help Taylor Brothers offer him and makes a specialty of this line, they are a regular gold mine.

Since Taylor Brothers have built up such an enormous business by having candy of the best quality, it stands to reason that the dealer can take part in this success, if he gets into line. We can safely prophesy that the "Sorority Chocolates" will have a bigger Christmas sale this year than any candy has ever enjoyed before.

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

Preservatives Are Illegal

Can you afford to stock your shelves with artificially preserved foods when you know the United States Bureau of Chemistry has declared them injurious? The law says it is illegal to sell anything injurious.

HEINZ

**57 VARIETIES
PURE FOOD PRODUCTS**

contain no preservatives or drugs of any kind. They are guaranteed pure and guaranteed to please. Two reasons why they are the kind of goods you need to meet the public demands.

Anything that's **HEINZ** is safe to sell.

H. J. HEINZ COMPANY

NEW YORK PITTSBURG CHICAGO LONDON

Grocery World AND General Merchant

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ELTON J. BUCKLEY,
Vice-President and Editor.

DAVID EZEKIEL,
Advertising Manager.

WILLIAM H. NAYLOR,
Circulation Manager and Manager Prices-Current.

Monday, November 9, 1908.

The most reckless flight into
the face of danger which the
writer has seen in many months
is that made last week by the

Cream of Wheat Co. in a conver-
sation with a representative of
this journal. The secretary of the
Cream of Wheat Co. avows that
his concern neither needs nor
cares for the grocer's good will;
that whether he wishes to or
not he *must* sell Cream of
Wheat because the company
"makes him"; and most impor-
tant, that the only way to keep a
grocer good is to keep him poor,
a plan consistently followed by
his company! Into the grocer's
face the company flings a particu-
larly offensive taunt—"Vitos is
exactly the same as Cream of
Wheat; if you have so much in-
fluence with your customers, why
don't you substitute it?"

The Cream of Wheat Co. may
not know it, but it is living at
this minute over a volcano. Natu-
rally it does not know it, or this
exhibition of suicidal arrogance
would never have been made.
Let the "Grocery World and
General Merchant" tell the
Cream of Wheat Co. something:
Not only does it need the gro-
cer's good will and his *voluntary*

services, but it is absolutely de-
pendent on them. If the grocers
of this country should make com-
mon cause against a concern that
has so coldbloodedly revealed it-
self their enemy, the Cream of
Wheat Co. would either have to
go out of business or open its own
stores. They are better organized
to make such common cause to-
day than ever before.

As to making the grocer do
things, it does seem sometimes as
if that was the way of it, but
through it all it is simply a mat-
ter of the retailer's tolerance.
There isn't an article made that
the grocer *must* sell one minute
longer than he wants to. To be
sure, throwing some things out
might make him some small loss,
or involve him in inconvenience,
but neither the loss nor the in-
convenience would be fatal or
vital. While it would be most
vital and fatal to the manufac-
turer.

The Cream of Wheat Co. is a
fair type of the swine that grows
fat from the hand which it after-
ward rends. To-day this Minne-
apolis concern is one of the rich-
est cereal concerns in the land.
Its stock is worth its \$100 par
many times over. Every package
of the many million whose sell-
ing paved the way for its present
success was sold by some retail
grocer, and could not have been
sold, except at enormous loss and
inconvenience, without him. For
the concern to say now that it is
superior to the retailer and does
not need him is not only tactless-
ness, but ingratitude of the mean-
est type.

The secretary of the Cream of
Wheat Co. has placed his com-
pany in a position that can be
made, big as the concern is, ex-
ceedingly uncomfortable and ex-
pensive.

The produce jobbers of Pitts-
burg, Pa., are still excusing their
failure to do busi-
ness on the
ground that the
retailer is exact-
ing exorbitant profits. Witness
the following from the New York
"Fruit and Produce News":—

The produce business is still very
slow. Demand seems to be reduced
to a minimum and big receivers are
trying to figure out why people no
longer want fruits and vegetables,
save in restricted quantities. The
produce yard and warehouses are
filled with produce, but buyers come
not, save at irregular intervals and

in reduced numbers. Shippers are
anxious to shove their stocks on the
market, but local handlers refuse to
take all offerings. The market is
discouragingly restricted.

One of the factors that works
against receivers here is the exorbi-
tant prices asked by retail grocers
and other distributing agencies that
sell direct to the consumer in small
quantities. For instance, white po-
tatoes that cost 68 to 70 cents laid
down in Pittsburg, are sold to con-
sumers at \$1.25 to \$1.35 a bushel;
sweets that cost \$2.50 a barrel laid
down here, are sold at \$6; apples
that cost \$2 a barrel laid down here,
are retailed at \$5 and \$6. The small
retailer asks a profit of 75 to 100
per cent., in some instances more. He
justifies these high prices on the
ground that his losses are great
from deterioration of goods. Con-
sumers are being asked practically
the same prices on produce they were
a year ago when ranges from re-
ceivers and jobbers were double
what they are to-day. The result
is that buying is reduced to small
proportions. To add insult to in-
jury the local papers take great de-
light in calling the produce dealers
robbers, thieves, black handers, hold-
uppers, and other flattering names.
The wholesalers and jobbers cannot
offer their produce direct to the con-
sumers because they do not have the
facilities for handling a trade of that
character and then they would lose
the patronage of the small buyers.
The result is a business that is dis-
couraging.

This is an old canard, and prob-
ably has no truth in it. The truth
of the matter doubtless lies in the
case that has been brought
against the Pittsburg produce
jobbers for maintaining a combina-
tion in restraint of trade. In
other words, it may be that the
produce jobbers are such poor
business men that they can only
make a living when illegally pro-
tected against each other's com-
petition.

The wisdom of a bit of ad-
vice which the "Grocery World"
and General
Merchant" has
often repeated
concerning the

The Lesson of the
Clyde Line Suit.

proper way to treat transporta-
tion companies who delay the
settlement of just claims, was
never more fully proven than
by the sequel to the action
brought against the Clyde Steam-
ship Co. and the Southern
Pacific Co. by Halpen, Green &
Co., wholesale grocers of Phila-
delphia. Both the details of the
action and a line or two reporting
the sequel were published last
week.

This action accrued in 1905,
three years ago. The Clyde
Steamship Co. was clearly re-
sponsible; in fact it never denied
its responsibility, but at least
once admitted it flatly. Still the
claim was not paid. The jobbing

house wrote and phoned
phoned and wrote. No res-
The Clyde Co. always had so
plausible excuse for not hav-
closed the matter and alw-
coupled it with an equally pla-
ble promise to "look into the m-
ter at once." The last ex-
overstepped the line of patie-
By the Clyde Line's request,
pen, Green & Co. had turned o-
all their original bills of lading
and freight receipts, valuable
evidence to substantiate their cla-
Shortly after this when prod-
again the Clyde people w-
that the papers had been l-
Endurance then ceased to b-
virtue, and suit was brou-
The claim was then paid the
next day after statement of claim
served. They had been intend-
to pay it all the time, but v-
relinquish the use of o-
people's money, costing them
interest, when for three year-
can be held and used? The cl-
in this case amounted only
about a hundred dollars,
the Clyde Line saved \$18 in
interest in the three years by h-
ing it out.

With very few exceptions,
files of the railroads and ste-
ship companies are choked w-
stale claims. Claims to which
companies have not the faint-
shadow of defense; claims wh-
they have every expectation
paying when they must. It is
ways the neglect of the ship-
that permits them to beco-
stale; had they been pushed t-
would have promptly paid in
most every case. The transp-
tation companies have two p-
fectly good reasons for hold-
out on them: 1, many claims v-
never be pressed at all, owing
the indifference and neglect of
shipper, or their reluctance to
a railroad to retaliation; 2, ev-
those that are pressed and
which payment is finally forc-
can always be delayed for lo-
periods and interest saved. T-
"Grocery World and Gene-
Merchant" has every reason
believe that for these reason-
most transportation compan-
deliberately hold claims up.

The thing to do is first to
sure that the claim is just, seco-
to give the company a reasonab-
time to pay it in, and if still n-
paid, to clap a writ on it witho-
a minute's loss of time. Ni-
claims out of ten would be pa-

stantly were this practice followed, for railroads don't like to be sued on debts they know they owe.

As for retaliation by the railroad, the time when that could be done successfully has passed. The Interstate Commerce Commission now stands like a rock in the path of any such scheme.

The San Francisco "Grocer and Country Merchant" does not believe that the limiting of retail prices will be a good thing either

the manufacturer or the retailer. Following is the substance of an argument which appeared in the last issue:—

Undoubtedly most manufacturers have thoroughly considered this matter. They have no doubt also decided that for a limited number of articles, the sale of which is well established, this policy (limited retail prices) may be harmless enough. They also no doubt realize, however, that the protected price policy, where successful on any particular article, will, by eliminating the principle of free and natural competition, tend to foster the sale of poorer and more expensive goods. Isn't it just possible also that some of these manufacturers are capable of realizing the futility of the

retail dealers' antics in attempting to dodge competition and its laws, and are also too honest to encourage them in such a wild delusion?

Yes, competition at times may prove a harsh master, but it is the only sure and safe one for the dealer to be guided by. None are immune from its corrective strokes. They land without fear or favor upon the proudest of our commercial barons as upon the poorest street hawkers. All must bend to its will. There is no court of appeal; its sway is absolute.

To this thing called competition we owe every thing we have and know. Through its agency every great improvement either in locomotion, manufacture or distribution has been forced upon unwilling and short-sighted men and women. We are still fighting it to-day as our grandfathers did before us, failing to perceive that its blessings greatly out-balance the hardships it entails.

This seems to the writer like an extremely futile argument. To hold up the abstract beauties of "free competition" to the dealer who has been half bankrupted by it is to hold up something which has not even the glitter of gold. Free competition is a very good thing for the consumer, who benefits directly from every cut and slash which the freest competition makes. But when it passes a certain point it becomes for the dealer a sure destruction.

As for the argument that limit-

ing retail prices will make of a retailer an automaton, having no control over his prices, that is pure nonsense! In the first place most men would prefer to be an automaton, making comfortable profit, than a free moral agent selling below cost and living on the juiceless honor of not being an automaton. But the automaton feature disappears when the situation is analyzed a little. Why should a dealer want to exercise control of his prices to the extent of cutting them? Surely never for any reason but one—to meet some competitor's cut on either that or some other article. Nobody deliberately cuts prices without motive. Now, if competitors can no longer cut, because they are subject to a limited price agreement, what possible incentive can the other man have for the exercise of a power which in the long run always did him harm.

The "Grocery World and General Merchant" believes that the plan of limiting retail prices will be the best thing that ever happened to the retail trade, for it will compel the getting of a profit by

a dealer who is not always able—or willing—to get it.

The selfishness of the jobber has menaced the interests of organized retailers in the past, now in the future it is coming forward in a way to their decided advantage. The jobber has denied the right of retailers' associations and of large retailers to buy direct, no matter how large the quantity bought, which was simply the expression of a selfish desire for a profit to which the jobber had no decent or logical right. In order to avoid being annoyed any longer by the selfish demand of the jobber, the specialty manufacturers of the country have formed their own association. In the future they propose to act on the offensive as well as the defensive.

From now on the jobber who requests a manufacturer to cease selling large retail buyers "because the jobber has a right to live," will be confronted with a question which will uncover his selfishness so quickly as to embarrass him, "Do you maintain

What the Name "Armour" Means

The name "Armour"—on "Star" Hams or on anything else—means that the article is above the common. Have you ever thought of this? Back of every Armour product is a world-wide business that depends for success on quality.

People will eventually get what they like best. There is no doubt of that. We can't hold your trade unless we deserve it. And we must deserve it better than others, because of our larger production. We must control an enormous trade to dispose of it.

No skill is too costly, no care too extreme, if it improves our products even a trifle. For we can't sell the most of an article if anyone makes a better. That goes without saying. We cannot long be leaders unless we lead in quality.

Our products are clean and healthful, and correctly branded. The laws insure that. We have a small army of Government inspectors around us. From the animal to the consumer, every process is watched by them. We could not put out anything deceptive, un-

clean or unhealthful, even if so inclined.

But the name "Armour" means more.

It means that the highest skill that we know has been employed in the making. It means that years of experience has served to perfect it. It means that our vast reputation, and all that depends on it, is deliberately placed at stake on it. We are not so unwise to seek your trade in this expensive way, without knowing that our products will keep it.

ARMOUR AND COMPANY



Tungsten Lamp Fixtures for the Grocery Store

We are making all Grocery Stores a special proposition for the installation of the new Tungsten Electric Lamp Fixtures. These fixtures have been designed to meet every condition of interior or exterior lighting. We will install and maintain them, together with shades and lamps and including the renewal of lamps, for one year, at a fixed price per month—the current used will be charged for by meter. At the end of the year the fixtures belong to you. The entire charge will be as little, or less than you are at present paying for patent lamps.

May we send a representative to explain details?

**THE PHILADELPHIA
ELECTRIC CO.**

10th and Chestnut Streets



Fresh Cod Steak

Here is a codfish novelty that has had immense success wherever tried—**Talisman Fresh Cod Steak.**

Packed fresh in Newfoundland, deliciously cooked ready to eat cold, or as a salad, or hot. Full weight one-pound tins, no bones or skins.

Welcomed with open arms by housewives hungry for a novelty, then adopted as a permanent addition to the menu.

SWIFT & COMPANY

See next week's adv.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the
7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

38% PROFIT



Huebener's Lititz Bretzels

will make this for you, and you'll sell more of them.
IT'S their quality and good-to-eat-ness that makes you like them. Ask for sample carton.

Lititz Bretzel Co., Lititz, Pa.

James J. Huebener, Prop.

private brands which compete with ours? Is it not true that you give those brands preference over ours? How can you dare, then, to ask us to sacrifice valuable customers? Are you willing to sacrifice your private brands if we sacrifice the customers?"

And straightway will rise a mighty howl from the jobber, for he is not willing to sacrifice his private brands and nothing can make him willing. As one jobber said to the writer during the week: "Even if we could make as much profit on the manufacturer's brand, we would not throw out our private brands, for if we did we should lose all identity."

Laying Plans to Attach Wages and Repeal Mercantile Tax in Pennsylvania

(Continued from page 8.)

seemed to lack the proper support of the merchants."

One of his opponents, C. Leon Brumbaugh, is in favor of mercantile tax repeal and passage of a garnishment law.

In the 12th Allegheny district James L. Adams supported our garnishee bill during the last session.

George E. Alter, in the 13th Allegheny district, says: "I see no reason why the merchants should be required to pay a State tax not levied upon people in other occupations. The merchant pays his regular occupation tax the same as men in other business, and the propriety of assessing this additional tax I have never been able to see. Also the cost of assessing, advertising and collecting it appears to be out of all proportion. As to the 10 per cent. law for necessities, it is not only a matter of justice to the merchant, but convenience to the working man. The benefit to him in giving him something upon which he can properly obtain credit would be a sufficient reason for its passage regardless of the justice of protecting the merchant who furnishes the necessities of life."

Wm. P. Baker, of Adams County, is favorable on both questions. So are John M. Williams and R. H. McGraw, of Armstrong County.

Wm. L. Morrison, of Beaver County, says: "You may not realize that a large body of the farm-

ers would be opposed to such a bill as you propose."

Hon. George W. Oster, of Bedford County, says: "I voted for these measures in session of 1900 and will support them in the session of 1909."

Robert Grey Bashong, of Reading, makes the following statement: "As to the 10 per cent. garnishee law for necessities I see no objection to the passage of it at present."

Hon. George Moscrip, of Bradford County, says: "I wish to pursue a course in the matter that will be approved by the retailers in my own district, and shall act as they advise in the matter."

Delos Rockwell, of Bradford County, says: "I am in favor of the 10 per cent. garnishee law for necessities."

Hon. Ira McJunkin, of Butler County, says: "In the matter of a garnishee law, I gave it my favorable endorsement at last session and see no reason why I should change my attitude toward such legislation."

E. L. Wasson, also of Butler County, says: "I would favor and vote for a 10 per cent. garnishee law similar to the law existing in Ohio."

Edwin Meeder, a merchant of Zelionople, in Butler County, says: "I will support and vote for the bills named in your letter, or any bill beneficial to the merchant."

W. H. Straus, of Cambria County, says: "The 10 per cent. garnishee law is a necessity."

In Centre County the need for a better organization is revealed in the statement of J. Calvin Meyer of Bellefonte, who says: "There has been no expression of sentiment among the merchants of the county. Without knowing the desire in the matter I am not prepared to state my attitude."

J. S. Gillingham, of Chester County, says: "I believe the garnishee law for necessities would be a splendid law."

Hon. Wm. H. H. Davis, of West Chester, says: "As a member of the last Legislature I voted in the interest of having the present mercantile tax repealed, as it costs fully one-half to collect the same. I would also favor a 10 per cent. garnishee law if formulated so as not to allow more than one creditor to attach at the same time."

J. C. Reece is also favorable.

In Clarion County both candidates are favorable.

In Clearfield County Hon. A. S. Foulthrop, who seeks re-election, treasurer of the Business Men's exchange at Du Bois, and a good friend of the merchants.

Hon. Thomas V. Cooper, of Media, supported the garnishee bill last session and will do so again if elected.

In the 1st and 2d districts of Erie County, covering the city of Erie, all candidates have given satisfactory replies. Hon. M. W. Breve and Hon. F. J. Detzel were members of the last House, are members of the Erie Association and are seeking re-election. Hon. F. J. Detzel is third vice-president of the State Association.

Hon. Nicholas Burke, in the 1st district of Lackawanna County, is favorable to mercantile tax repeal and garnishee legislation.

In the 2d Lackawanna County district both candidates are favorable.

Hon. T. D. Hayes says he favors a 10 per cent. garnishee bill, but expresses an opinion it could not stand a constitutional test. We have asked the gentleman to inform us when the boarding house garnishee bill has ever been found unconstitutional.

Hon. D. F. Dempsey, a member of the last House, Scranton, says: My action in the next Legislature will be as it was in the last: that I will not vote for the passage of a garnishee law. Representatives of the working people are making vigorous protest against it." He is a "labor" candidate.

In Lawrence County Secretary J. O'Brien, at New Castle, says: The gentlemen that will be elected are absolutely right on the issues referred to—for Assembly, Robert L. Wallace, Walter Reynolds and George T. Veingartner." Our replies confirm his statement.

In McKean County, thanks to the very efficient work of the Bradford Business Men's Association, all of the candidates are pledged for mercantile tax repeal and passage of a 10 per cent. garnishment law. During the last session Hon. R. P. Habgood supported the garnishee bill against his better judgment because the desire for the measure from his merchant constituency was irresistible. He will doubtless be re-

ected with an increased majority, and be a very influential member in the next House. George L. Dobie, the secretary at Bradford, looks after the legislative interests of Bradford merchants in fine shape.

The two Republican candidates from Mercer County are favorable.

In Northampton County all the Republican candidates are silent and all of the Democratic candidates reply favorable.

Four of the candidates in Northumberland County are favorable, and both candidates in Perry County give satisfactory answer.

In Philadelphia County, as previously stated in this article, the results are very unsatisfactory. Out of all of the candidates in the 26 districts of Philadelphia only nine reply, and most of these will not be elected. None of the candidates in the 16th Philadelphia district, where the well organized Frankford Association is established, have made any reply. We pass the Philadelphia problem up to Kaiser, Smedley, Holme and Edgar, and if Philadelphia fails the fault will be due to political conditions beyond control, and not to their disinterest or lack of activity. Political conditions in Philadelphia are deplorable. Philadelphia politicians have the Tammany organization in New York beat forty ways.

None of the candidates in the four districts of Schuylkill County have made any reply to our inquiries.

All of the candidates from Potter and Somerset Counties are friendly.

Those in Sullivan, Tioga, Union and Venango Counties give no answer.

Westmoreland County is well organized, particularly in the 2d district, where Greensburg, Manor, Irwin, Penn Station, New Kensington and Scottdale are situated.

D. B. Sullivan, of New Kensington, a candidate in this district seeking re-election, is a charter member of the New Kensington Association.

E. P. Weddell, of Scottdale, was also in the last House. He says: "I am firmly of the opinion that the mercantile tax such as we have in this State is unwarranted and unjust, and this law should be repealed.

It Has Been

Asserted that unique advertising "made" **Fels-Naptha** soap. Partly so. But when we commenced this unique advertising, we started it on the rock-bottom foundation of a Unique Soap—different from others.

It is this Unique Quality that has "made" **Fels-Naptha** soap.

And this quality will always quickly sell it for you.



"GET SOME"

**Don't
Peddle
But
Push**

You can sell a customer enough flour or sugar at one time to last her a week or a month.

Why not sell **Van Camp's Beans** the same way instead of peddling her a can at a time?

Try a customer who buys them regularly,—offer her a little discount on a *dozen cans*. You may think **Van Camp's Beans** sell fast enough now, but, just try this plan a while and you'll be surprised.

Think it over, if you want, but **Try It**.

VAN CAMP PACKING CO.
INDIANAPOLIS

"In regard to garnishee law, I voted for the bill at the last session of the House and propose to do so again if elected if the bill is a fair one."

Frank M. McBride, of Trafford City, is a retail grocer, and if elected will stand with the merchants.

In York County the Republican candidate, James M. Dale, is a member of the Merchants' Association at York, but the district is Democratic. Both candidates in the 2d district of York County are friendly. In the 4th district J. Victor Wambaugh, the Republican candidate, is president of the Glen Rock Association, one of our affiliations. He says: "The action taken by the merchants at New Castle meets my approval, and could I have gotten away I would have been there."

His opponent, H. E. Rebert, of Jefferson, says: "In regards to the 10 per cent. garnishee law, I think this would certainly make an excellent law."

To Pennsylvania merchants this preliminary skirmish and the results of the canvass don't mean much. The real work will have to be done after the Legislature convenes. We may as well face the situation frankly, and if we expect nothing we shall not be disappointed. It is not to be presumed that members of the Legislature will let go of the mercantile tax, which produces so much revenue to be used in appropriations, without giving the proposition a desperate fight. The immense power resting with members of the Appropriation Committees of both Houses, particularly the Senate, may be used to defeat the bill or smother it in committee.

On the 10 per cent. garnishee law for necessities the united opposition may be expected of organized labor in the House and corporate interests in the Senate. It becomes the duty of every officer and member of a merchants' association to leave nothing undone, and we shall have no regrets afterward, whatever the result. The attitude of Governor E. S. Stuart may defeat either, or both, of these measures. Unless his attitude on garnishee legislation has changed the merchants will get no relief during his administration. Knowing the obstacles we must encounter, we shall work harder than ever be-

fore, and a good garnishee law, as one of the candidates stated in his reply to our interrogatories: "Is worth more to the merchant than the repeal of the mercantile tax."

A. M. HOWES,
Secretary.

Cheese Fraud Denounced.

Federal Government Issues New Regulation Exposing and Forbidding Scheme to Load Cheese with Water and Give It Superior Appearance.

The United States Department of Agriculture has, during the past week, handed down Food Inspection Decision No. 97, relating to one phase of the manufacture of cheese. The text of the decision is as follows:—

"SOAKED CURD" CHEESE.

A change has been introduced in certain portions of the United States in the manufacture of cheese. This change consists in soaking the curd at one stage of the process, in cold water. After drainage, the curd is then salted and put to press.

This treatment is carried on solely for fraudulent purposes. First, it introduces an undue amount of water in the cheese, thus increasing the weight, and, second, it gives a soft texture and an appearance of superior quality, which deceives the purchaser as to its real nature. Cheese thus produced is of inferior quality, for it develops less of the desirable cheese flavor than it otherwise would, and it deteriorates greatly in quality before the curing process is complete.

Under the food and drugs act this type of cheese cannot enter interstate commerce nor be sold in the District of Columbia or the Territories under the name of "Cheese," unless this name be further characterized. In the opinion of the Board, this product should be labeled "Soaked Curd Cheese."

Wholesale Charges Against Pennsylvania Retailer for Attaching Wages Under Virginia Laws

Thirteen Complaints Against Connellsville (Pa.) Dealer Who Attempted to Make Dead Beat Railroad Men Pay Bills by Assigning Claims to Virginia Parties for Garnishment Under Virginia Laws. Small News of Local Association.

Special Correspondence of "Grocery World and General Merchant."

Erie, Pa., November 6, 1908.

I have received from Secretary W. C. Armstrong, of the Connellsville (Pa.) Retail Merchants' Association, the following important newspaper clipping:—

R. M. Hunt, who for years conducted a shoe store in North Pittsburgh street, and who went out of business and left town a few months ago was arrested yesterday in Norristown by Constable J. W. Mitchell and must answer charges of conspiracy which have been preferred by a number of Connellsville railroad men. The arrest is the outcome of the attachments which were issued by A. C. Smith & Son, of Wheeling, on the pay of 27 railroad men to collect bills due the firm of R. H. Hunt & Company.

The defendants fought the attachments and attempted to have the case heard. They made three trips to Wheeling, but each time the case was postponed. Hunt was in Norristown yesterday making a deposition in the case. It is understood that the railroad men were also expected to appear but in their stead was Constable Mitchell, of Connellsville, armed with a warrant for Hunt's arrest; the prisoner gave bail in the sum of \$1,000 for a hearing October 28th, before Justice of the Peace John Boyle, of Uniontown. The railroad men employed Attorney W. E. Crow, of Uniontown, and J. Ambler Williams, a prominent Eastern Pennsylvania lawyer, to defend their interests. They claim that Hunt did not give them an opportunity to settle their accounts, but placed them in the hands of the Wheeling firms for

collection. The suits were brought in Wheeling and attachments issued with the consequence that the costs in the case amounted to a tremendous figure. Some of the men found they were paying something like \$35 for a \$3.50 pair of shoes. The case was never heard, although the railroad men made frequent efforts to bring it to trial. Each time it was postponed, as Hunt failed to appear any of the times in Wheeling. After a conference between Attorneys Crow and Williams it was decided to prosecute Hunt for conspiring with the Wheeling firm to defraud the railroad men. The outcome of the hearing will be watched with interest. The railroad men are incensed at the action against them. The attachments came at a time when their pay was greatly reduced because of the business depressions and while they were, for the most part, able to meet accounts, they were not able to stand the increased costs of the attachments and collections.

Concerning the above, Secretary Armstrong writes as follows:—

I want to consult you urgently regarding the subject matter of the enclosed clipping which is taken from one of our local papers which was published on Saturday last. You will note that Mr. Hunt's trial comes up to Uniontown on Wednesday. A committee has been appointed to take legal counsel and enable us to protect such of our membership as are still doing business. The general feeling seems to be that if it is a crime to endeavor to enforce the payment of honest debts in Pennsylvania, Pennsylvania is a good State to move out of. You will notice by the clipping the remarkable statement that "some of the men found they were paying something like \$25 for a

\$3.50 pair of shoes." This is undoubtedly a misstatement and in my judgment the case against Hunt is unlikely to be sustained. It is the intention, however, of our organization to take the matter to the Supreme Court of Pennsylvania if necessary in order to find out whether the collection of honestly incurred obligations amounts to a crime. Meanwhile, I wish you would inform me of any points within your knowledge bearing upon the case and particularly whether this class of case has ever gone to the Supreme Court of Pennsylvania? We have had numerous cases in the County Courts of the counties bordering on West Virginia and Ohio where the garnishment process has been used under the Ohio law to compel payment of a bill incurred in Pennsylvania against a B. & O. employe. In these cases civil action was brought in Pennsylvania to compel the successful creditor to return to the debtor all money so collected plus interests and costs, and in each case such action by the debtor has been successful. Do you know whether any such case has gone to the Supreme Court of the State? Also have you had any knowledge or experience of a conspiracy action such as this and in such case do you know how far the suit went?

The case was duly heard and Justice bound the defendant over to court in \$1,000 bail. Thirteen other similar indictments were preferred against the same party and \$100 bail was taken in each case. Information has also been made in all these cases against the silent partner of the merchant. Councilman advises that the conspiracy charge will probably be thrown out by the Grand Jury. This association has taken up the matter and will stand with it to the end. All of the parties whose accounts were treated in this way are notoriously delinquent, some of them in unsatisfactory standing with as many as nine of ten of our merchants. We shall defend ourselves and desire that the public be fully informed as to the facts.

The Bridgeville Protective Association has selected the following officers for the year beginning November 1 1908: Chairman, C. Mayer; vice-chairman, W. H. Peot; secretary, C. E. Jones; treasurer, C. E. McMillen. The new secretary has given his secretarial pledge and has been admitted to membership in the Mercantile Secretaries' Association of Pennsylvania.

The Bradford Business Men's Association has adopted the following resolution:—

Resolved, That it is the sense of this meeting that every member of the Association should use his influence with his employes with a view to having them pay their honest debts.

A. M. HOWES,
State Secretary.

Meat Dealers Demand Oleo Law's Repeal

National Association of Meat Dealers Issues Open Letter to Trade Asking Support for Movement to Repeal Ten Cent Oleo Tax. Usual Argument of Dairy Trust.

The United Master Butchers' Association of America has taken a decided stand against the present Federal oleo laws and have issued an open letter to the wholesale and retail meat dealers of the United States asking that they support a movement to repeal such laws, particularly the Federal act which imposes a tax of ten cents per pound on colored oleo.

The "Grocery World and General Merchant" has obtained a copy of the letter, and here presents it:—

Milwaukee, Wis., October 27.

To the Wholesale and Retail Meat Dealers of America.

We would like to ask every butcher, wholesale dealer or man engaged in the sale of meats, to join with us in a movement having for its object the annulment of the present Federal oleomargarine law. A more unjust law was never placed on the statutes of our country; in fact, the only parallel to this law recorded in history is the iniquitous

tea tax formulated by Great Britain and which led to the celebrated Boston "Tea Party," which in turn has made it possible for us to frame just and unjust laws for our people and to govern ourselves.

If one would only consider the injustice of this law that protects the rich and robs the poor. As a rule existing protective laws treat rich and poor alike, but this one does not. It is only the poor man who has to pay the tax; while the rich man goes scot free of any tax on his butter. It is an outrage; it is an insult to the intelligence of every American citizen that such conditions should prevail.

All that is needed is to have the present condition universally known, and such a protest will take place that the iniquitous Dairy Trust will be obliged to sell their butter at its actual value. No one ever realizes the tribute we pay to that octopus whose tentacles reach to every section of our country. As an evidence, every dealer from Maine to California is obliged to pay each week for his supplies of butter the price dictated by the dairy combine at Elgin, Ill., notwithstanding the fact that different conditions prevail in different sections of the country. It makes no difference whether it is in the butter section of Wisconsin or in the foothills of the Rockies, the price is the same.

As an instance, take the average workingman with an average family of five persons. They will consume three pounds of butter each week, on which they pay tribute to the Dairy Trust of an average of 15 cents per pound—that being the excess in price on what was paid before the dairy agreement went into effect. Forty-five cents each week for fifty-two weeks makes \$23.40—enough to pay the premium on \$3,000 worth of life insurance.

Remove the tax on oleomargarine entirely and you can rest assured the price of butter will be governed by the rule that should apply to all the necessities of life, viz.: demand and supply to govern one another.

The argument has been raised that to remove the tax on colored oleomargarine would permit the sale of oleomargarine as butter. And here they pay tribute to oleo, as it must be very palatable and clean when one cannot detect the difference between it and selected brands of creamery butter.

That argument does not hold good, as provision could be made restricting the packages to one, two, three, five and ten pounds each; each package to be sealed with a United States tax stamp of one-eighth of 1 cent per pound to pay the expense of inspection; and imposing a heavy penalty of fine and imprisonment on any infraction of the law.

Another argument advanced against oleomargarine is that it is not wholesome. That has been disproven, as every particle used in its manufacture is conceded by every one to be an article of food accepted and used by every citizen of our country, viz.: choice fat from healthy cattle and prime leaf lard. Surely no one can take exception to such ingredients.

In conclusion, we wish to say that we are in favor of good, clean, wholesome, pure food for our citizens, and would be among the first to protest against the sale of oleomargarine were it not for the fact that (while not interested in its manufacture) we have seen the whole process of making from beginning to end, and can honestly and conscientiously say that we have never seen an article of food manufactured wherein such extreme care is taken in protecting the raw material from any possible germs or unclean surroundings. It is a product that requires only a square deal in order to place it before the people as an article of food pure, wholesome and appetizing.

Respectfully submitted,

CHARLES H. MUNKWITZ,

President,

United Master Butchers' Association of America.

JOHN F. LINEHAN,

Chairman Legislative Committee, United Master Butchers' Association of America.

Florida oranges are still coming poor and need to be artificially flavored before they can sell. The range is \$2.50 to \$3 per box and the demand poor.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Norwegians Know More

Vita Sardines are the best of the Norwegian Sardines that have become so popular in this country during the last year.

It was always certain that Norwegian Sardines would win out here as soon as the people knew about them, for they are the best in the world. Norwegians know more about catching and packing fish than anyone else on earth.

Vita Sardines are tender, delicate, dainty little silver-skinned fish, packed by experts. Their flavor is a revelation of the delicacy of expert fish handling.

F. H. PHILLIPS & CO., 444-446 Greenwich St., NEW YORK

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

THERE IS SATISFACTION

In handling a product which you know to be high grade. Gail Borden was the Pioneer in the condensing of Milk. The Borden Products have been Manufactured for 50 years with scrupulous care for those who demand the Best, and you are safe in recommending the Borden Brands as the

STANDARDS OF QUALITY.

PEERLESS
BRAND EVAPORATED
MILK

An Unsweetened Condensed Milk.

ONE OF THE
BORDEN
STANDARDS.



BORDEN'S CONDENSED MILK CO.

EST. 1857

"LEADERS OF QUALITY"

NEW YORK

Buy a sample order of

OUR RELIABLE LANTERN

Burns 40 hours without refilling. Cold Blast with all latest improvements and **pays the dealer a big profit.**

In stock of



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia



WANT TO ATTRACT CUSTOM?
Get the newest, brightest

ELECTRIC FLASHLIGHT SIGN

The cheapest and most attractive Electric Sign made. Face is 11 x 21 inches, and can be changed as often as desired. The lettering is on paper placed between two sheets of glass. The light flashes automatically. Readily attached to any electric light socket. Costs only 1/4c. per hour. Get Catalogue K.

Price complete, with any lettering, \$7.50.
L. D. NELKE - SIGNS - NEW YORK
27 MURRAY STREET

SHOW-LIGHT TRANSPARENT SIGNS

Best Window Signs Made
Look Well All Day
Brightly Illuminated at Night



Made of Heavy Opaque Paper. Letters cut out and made of Transparent French Tissue in bright colors through which the light shows. Finely made, handsome and attractive in appearance both DAY and NIGHT. Size, 11 x 21 inches. Price, 35c. each, or four different letterings for \$1.00. Very low prices for large lots. Send sample order. Ask for Booklet No 3.

L. D. NELKE - SIGNS - NEW YORK
27 MURRAY STREET

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company

Philadelphia, Pa.

LEGAL DEPARTMENT.

Question: "P," Shoemakersville, Pa.—I should like to have advice on the following: Some time ago I borrowed money from my brother-in-law. I gave him a due bill on demand. Some time after he seemed to become indifferent and finally he did not come to my store any more. He owed me a fair-sized store bill, about \$88, and does yet. He sent a note with his little boy demanding money or inside of a day suit would follow. I deducted his store bill off the due bill and sent him a notice that he could get balance at my place or at our Justice of the Peace. Instead of answering he summoned me before an alderman for settlement. I appeared and he said that he forgot his papers and his books. I agreed to postpone for one week, and at this time his counsel was away, so we had no meeting. By this time he had sold the due bill and then he never said anything any more about a hearing. It went for weeks then I demanded to have the hearing, and then he produced accounts as follows: I lived in his house some time ago and he had a store stock which he wanted me to buy from him. Finally I did, then I moved out of his house, but told him that he should not expect me to pay house rent any more. This was in August three years ago. I moved out and one month later another party moved in for two months only. Then he moved out. My brother-in-law then at the hearing had charged me for the month's rent before the other party moved in, also for the balance of the year up to next April after that party had moved out, also for horse, stable, warehouse room, attic room, help moving, loan of his team, etc. This was all verbally included with the house rent at \$7.50 a month, which rent we had also agreed verbally. This spite account I term it he made again as large as my store bill. I presume he thought then at least I might agree to have his spite account split at one-half and so pay his store bill. Then at the hearing the alderman said he would give his decision in ten days. The ten days passed and I did not receive a notice, although the alderman said he did send notice. Thirty-five days more passed and I received no notice, and they did not take out an execution either. Then I asked the alderman of the results and he said that he gave a \$3 judgment against me. Of course I appealed same to court. I don't know, but it seems a bluff. Now, must I go to court, or can I prosecute him before a justice of the peace for my store bill? He seems to be a pretty bad man. At least since we differ I came in possession of a personal

property return, which says that he swore he had no money on interest. I looked through the Recorder's office and found that he had \$700 on first mortgage at the time he swore or said on oath he had none on interest to the best of his knowledge and belief signed by him, and the justice of the peace placed his seal on April 21, 1903. Also, would a supposed crime of April 21, 1903, be too old for punishment? I am sorry for the long letter, but I thought I would give it in full. Now, what is your advice? For me to go to court with a man having such a record is somewhat discouraging.

I did lots of work and transactions for him that I did not charge him with, such as he has charged me with.

Answer.—The sale of your due bill after you had served notice on your brother-in-law that you proposed to set off against it, your store bill savors of fraud. Ordinarily the scheme might prevent you from using the store bill as a defense, as when a negotiable paper is passed to a third party for value received without notice, it bars defenses which might have been made against the original payee. In this case if you can prove that it was understood that the due bill was to be reduced from time to time by the goods that your brother-in-law might buy, the chance is the court might permit you to bring your store bill in. I assume that your due bill is negotiable. If it is simply made payable to your brother-in-law, without "order," it is not negotiable, but merely assignable. If assignable any defense can be introduced against any holder.

As to your liability for further rent after removing from your brother-in-law's house, that depends on the written or verbal lease between you. On the face of it, I should say that there is probably no legal right to make any such charges.

The magistrate is not obliged to send you notice of his decision.

My advice is to defend the action in the Common Pleas Court. If the case is appealed, he must begin all over again there. The whole question, both his claim against you and yours against him, can then be tried at once.

As to the criminal end of it, if I wanted to go further with that, I should get all the facts together and lay them before the Receiver of Taxes.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

OCTOBER WORK.

We hand you herewith a statement of the sales for October. Greatest amount of goods sold, No. 14; second greatest, No. 2. Largest order taken, No. 2; second, No. 4. Greatest amount of profitable goods sold, No. 14; second, No. 1. Largest amount of cash sales, No. 10; second, No. 6. Largest number of sales, cash, charges and C. O. D.'s, No. 10; second, No. 3.

No. 14 reported the largest number of "partial buyers."

THE CANNED GOODS DEMONSTRATION,

which was held last evening, was the most practical thing we have done in a long time. You have each seen the difference in grades and pack of the various canned products. You can now talk as "one with authority." The information was given for the purpose of making you better grocermen, and incidentally of making more and surer sales. Your customers know exactly what they expect to get; exaggerate nothing; keep the qualities in mind; don't allow imagination to play any part in your description of goods, much less guess work.

SHELF GOODS.

The entire list of shelf goods has been typewritten and over forty prices changed. Study this list and see that your shelf signs are priced accordingly. When prices are cut for two or three days a card must be temporarily placed over the regular price, which will read in red paint "advertised to-day." A card must never appear on the goods one price and in the newspaper another.

While this practice is made in some stores to show the regular from the irregular, yet we do not consider the policy a good one.

SUPERIOR TO YOUR CUSTOMER.

From a diplomatic standpoint always show yourself superior to

your customer. There must be no such spirit shown as that of hitting back. The stormier she becomes the calmer you must remain. There must be no argument. Let her have her say. When all is over if you cannot succeed in smoothing over her rough place, call one in authority. Diplomacy wins battles; keeps nations friendly; helps make fortunes daily. It also distinguishes the salesmen from the duffer.

EGG SALE.

Monday and Tuesday we'll conduct a sale of eggs at 25 cents a dozen, the case price. No 'phone orders will be accepted and none sent C. O. D. Now, watch what you're doing with these eggs. They're not strictly fresh gathered, but closely candled, and you may guarantee them all right.

LAURELVALE BACON.

Sell Laurelvale bacon to your best trade in strips at 20 cents. Yes, we know bacon can be sold for 15 or 16 cents, but it's tough and coarse and flavorless. Such stuff will never build up a big bacon trade. You'll find poor people coming after the Laurelvale. The fat part of it is sweet, every ounce of it is eatable and enjoyable. It is mild cured and cut from young pigs.

WORK ON THE COFFEE.

Remember what we said about coffee. Work on the flavor. When you find out the people that drink a mild coffee and those that enjoy a strong stimulating heavy coffee you have done something. Men have a weakness for good coffee; they do not like it to vary, and it surely will vary until you get the right blend established in the minds of the buyer.

Encourage the sale of evaporated milk; discourage the use of ordinary milk for coffee under all circumstances.

Skipper Sardines.



*They'll
suit your
customers
to a TEA*

As you must sell sardines, why not sell the best—the kind that will bring and hold trade for you? "**Skipper**" Sardines will do this.

We guarantee the *quality*.

We guarantee the *sale*.

We guarantee your *profit*.

ANGUS WATSON & CO., Canned Fish Specialists

1011 CHESTNUT ST., PHILADELPHIA, PA.

Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England



Let Us Do the Worrying

Own up that when you buy ordinary unbranded print butter you're never quite sure what you've got 'till you've got it. It's not regular, it's not uniform, and the fact that one shipment is especially good isn't the slightest reason why the next lot will be.

Isn't that true?

Instead of you doing the worrying and the anxious inspecting, why not let us do it? We do that before we send out our **Gurnse** butter. It's our business to see that **Gurnse** runs uniform and regular, and we do it. When the butter reaches you, you *know* it's the same as the last and good as gold.

Adopting **Gurnse** butter as your leader will save some worry.

Packed in 20, 30 and 50-pound boxes—pounds and ½ pounds—34 cents. Prices subject to market changes.

P. F. BROWN & CO.

39 South Front Street

PHILADELPHIA

The New York Letter

Horse Stealing Still Retailers' Topic. City Employees Wincing Under Application of Garnishment Laws. Electrical Companies Oppose Early Closing Because of Lighting Improvements. Small Items of Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, November 6, 1908.

Horse stealing was the subject that took up most of the time devoted to discussion at the regular meeting held Monday evening by the New York Retail Grocers' Union. Scores of delivery horses and wagons were stolen from grocers before the police seemed to get any definite clues. Now that the police have made some arrests and charge the robberies to two or three bands of men, the grocers intend to do whatever is possible in assisting in the prosecution. The general opinion is that the horses were taken by a gang working in a systematic manner and having its membership divided into bands working in different parts of the city. If the police have caught the right men their conviction would doubtless deter others from imitating the thieves.

To the question, "What is a retail grocer?" L. J. Callanan has received so many answers that he is now compiling them with the intention of having them published. The purport of several of the answers has already appeared in the columns of this journal, but the publication of the complete letters will doubtless revive interest in the discussion.

An employee of the coroner's office recently sent to one of the daily papers a communication that was published over his name with reference to the garnishee law. He asked if it was fair that 10 per cent. of his salary should be held back by the city to apply on a judgment that was taken against him in a case in which he had not appeared and had not been heard.

Mr. Callanan, who is chairman of the Legislative Committee of the New York Retail Grocers' Union, was busy this afternoon sending to the papers a reply to the city employee's communication. It is not Mr. Callanan's habit to mince his words, and if the papers here print his reply as he writes it, the city

employee will have something to remember for some time to come.

Mr. Callanan writes that the circumstance detailed by the city employee who is also a doctor, are in themselves a splendid argument justifying the action of the Legislature which enacted the garnishee law. What if the doctor did allow the judgment to be taken by default? asks the grocer. Many people formerly allowed judgments to be taken by default because they believed that no collection could be made and now under the new law they are finding that the debts must be paid.

The special importance of the incident is in the added indication that there will be a battle at the next meeting of the Legislature in which the grocers must defend the law from the attacks of those who will try to have it taken from the statute books. From a number of sources have come intimations of the trouble that is ahead. It is likely that an effort will be made to get some of the labor unions to come out in favor of amending or of repealing the bill. The law was strengthened at the last session and nearly all kinds of retail merchants, as well as many professional men, are now interested in maintaining its provisions.

In opposition to the bill, about the only argument that has been heard is that it may subject an unfortunate debtor to unnecessary hardship, which often falls on wife and children. It is claimed that the debtor is likely to lose his position when he is sued under the garnishee law, as employers do not like to be bothered.

The grocers say that there is no hardship except what the debtor brings on himself, the law is making debtors prudent and is checking the operations of numerous "deadheads" who have been cheating merchants right and left.

Resentment is expressed in the wholesale drug and chemical trade, because of a recent ruling of the Board of Food and Drug Inspection, that importations of articles

recognized in the United States Pharmacopœia must not deviate from the standard set by this authority.

The importers claim that Section 7 of the food and drug law authorizes the importation of articles that are below the standard of the Pharmacopœia if the standard of strength or purity be plainly stated. This section of the law, the importers claim, is really nullified by the Board as a result of its ruling.

Shorter hours for grocers and other retailers has been generally regarded as in the line of progress, but now comes the electric companies, or some of them, with arguments not directly against shorter hours, but in favor of having stores open in the evening. The suggestion is offered by electrical interests that with the improvement in lighting methods there no longer exists one of the chief reasons that formerly led to early closing. It is argued that in many ways it is more convenient for people to make their purchases in the evenings and that the merchant who has a store open at night and brilliantly illuminated is sure of getting much business that he would not otherwise get. For the working people, especially, it is urged, the evening presents about the only time convenient for shopping.

As to the long hours it is modestly suggested that when shopping is mostly done at night, there will be no need for opening the stores so early in the morning, as is now the practice.

The argument may have more force as to dry goods than as to grocery stores. Yet it has been remarked that some of the chain grocery concerns which formerly closed early in the evening now keep their stores open several hours later. Also some of these stores have the fruit and vegetable privileges leased to stands occupying all the available sidewalk space, which are ready for business at all hours of the day and night, like the all-night restaurants.

It is clear that the cause of early closing has much to contend with in this city.

Because the tea imports have been falling off in valuation for a year or so, some people are claiming that the consumption in this country will not return to the total recorded two or three years ago. It is even said that much of the tea

drinking was in the nature of a fad which has seen its day and is passing.

The large dealers in tea smile at these comments. One of them remarked to your correspondent that the imports of many other articles besides tea declined in value in the last year or so; in fact, imports generally, as everybody knows, are off. Naturally, the higher priced teas were considered, to some extent, in the class of luxuries, which people economized, and the falling off had been more in valuation than in quantity. He predicted that with the return of prosperous times people will soon be drinking the highest priced teas as well as cheaper brands in as large quantities as ever.

Wholesale and retail dealers have agreed that a lively Thanksgiving trade is in prospect. Now that the election is over the dealers are confident that business will move with a swing. The retailers are quickly generally making preparations to get their share of the trade.

Joseph M. McNiece, the senior member of J. M. McNiece & Co., widely known in the dried fruit and canned goods trade in this city, died last Friday in his home in East Orange, N. J., of typhoid fever.

A petition in bankruptcy was filed Monday against the Poyet-Murphy Chocolate Co., 626 Washington street, against which the former president, Mr. Poyet, recently obtained a judgment as mentioned in the time. The petition in bankruptcy was filed by creditors and is based in part on the fact that the former president obtained his judgment against the company. It also said in the petition that the defendant company transferred its accounts to the Brewster Cocoa Manufacturing Co. of Jersey City, and to other creditors.

FRED. A. MCGILL.

Cape Cod cranberries range from \$1.75 to \$2 per crate and \$7 to \$8 per barrel. The demand is fair.

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices that will appeal to you

GROCERS' PRINTING COMPANY

108 North Front Street, Philadelphia

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, to request, and to the suggesting of original art-illustrations when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Hammond, N. J., Oct. 29, 1908.
Editor "Science of Advertising."

Dear Sir:—Inclosed find a circular or criticism. We have sent them through the mail to our customers and to people living along the line of our order routes.

Yours truly,
M. L. JACKSON & SON.

The circular inclosed in this letter consisted of four pages and 6 inches. The paper was white and the printing black. The matter is brief so I have had the four pages reproduced in reduced form:—

A Good Comforting Breakfast

Always starts the day right. As the poet says, "In the fall, the hungry man's fancy lightly turns to thoughts of usage and Hot Cakes."

Jackson's Home-made Sausage is so different from the ordinary kind. It's seasoned just right." 16 cents per pound.

The "Hot Cakes" should be made of Jackson's Flapjack Flour, which seems to have the call just now. 11 cts. per package.

Some people prefer Franklin Pancake Uncle Jerry's. These are 10 cents.

Hot Cakes seem to require Maple Syrup. We have the pure article, — 40 cents per quart can.

Then, with a cup of Jackson's 26 cent coffee, can you imagine a better breakfast?

(Page 1.)

Scrapple.

Our Scrapple is as good as our Sausage. It has lots of meat in it, and won't fry to crumbs. 8 cents per pound.

Honey.

We are handling some fine Comb Honey. — 16 cents per box.

Olive Oil.

There is nothing healthier than Pure Olive Oil. It is both a food and a medicine. Use Tartan brand. 25 cents and 75 cents per bottle.

Evaporated Fruits.

For two or three years, Apricots have been too high in price for every day use. We have some very nice ones at a reasonable price. Last year, the same kind retailed at just double the figure. 12 cents per pound.

Large size Prunes at the same price

(Page 2.)

This is pretty good, but it might have been made a little more persuasive, I think. The picture of a cold winter morning,

sharp and biting outside, then the well-cooked sausage, farm-made, appetizingly seasoned, coming on, flanked by golden brown hot cakes, with pure maple syrup, and a heartening cup of delicious coffee—this might have been painted a little more brightly. The thing to do is to make the things advertised seem so good that they make the mouth water. That is much easier to do with seasonable goods like these. There is nothing in "We have the pure article" to do that for maple syrup. People want pure stuff, of course, but even more than that they want flavor. Hence the great need of referring both to purity and to flavor.

No idea of the characteristics of coffee can be gotten from calling it "26 Cent Coffee." Is it strong, or medium or mild? Describe it.

Beach Nut Catsup

Is the latest addition to the always reliable Beech Nut goods. A very high grade Catsup, and sure to please you.

15 cents per bottle.

New Beans.

Our customers will be glad to know that we have a new lot of Beans for baking, that cannot be surpassed. Several lots lately did not give satisfaction, but these are o. k.

10 cents per quart.

Hallowe'en

is Saturday night!

Remember, that we are headquarters for Fruits and Nuts, Apples and Oranges, Grapes, Bananas, Brazil Nuts (Nigger Toes), Almonds, and English Walnuts.

(Page 3.)

581

Is our Telephone number, and we are prompt in delivering 'phone orders. If our order clerks do not stop at your house, or it is not convenient for you to give your order when they do come, do not hesitate to use the 'phone. We are always ready to listen to orders.

M. L. JACKSON & SON.

(Page 4.)

In spite of these criticisms, I think this is pretty good advertising. It is evidently painstakingly done, by a man close to the goods,

and it ought to get results. I like the idea of the plain little folder, printed without ornament from the first line to the last.

PATENTS

obtained on inventions and designs. Trade marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 E St., N. W., Washington, D. C.



FLI-STIKON THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber



HERE'S THE VERY BRAND

Sell French and Norwegian Sardines if you like, but if you are like most grocers, you must also sell a moderate-priced brand.

Our HARBOR BRAND MUSTARD SARDINES are exactly what you want. They are as good as sardines can possibly be made, selected and carefully prepared and packed. The mustard sauce is as good as the finest home cook would make.

Retails 10 cents. Green, red and gold cartons.

JED FRYE & CO., 25 South St., New York

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

SHOW THESE ONCE!

Anker's
Bouillon
Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed in a box; ready for instant use with hot water.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK



Philadel-
phia
Grocers
Trembling

Philadelphia retail grocers are at present trembling with fear because of a campaign now on against under-strength extracts.

Not one trembler among those selling **Waldorf Lemon and Vanilla Extracts**. They know the **Waldorf** brand is pure and full strength.

You can get extracts cheaper than **Waldorf Lemon and Vanilla**, but you can't possibly get good extracts cheaper. And those you buy cheaper are always risky to sell.

Hetfield Extract & Mfg. Co.

370 Greenwich Street
NEW YORK



How to be Sure of Good Ham

Just see that it is **SWIFT'S PREMIUM HAM**. That is all you need to watch. We guarantee every ham that bears **SWIFT'S PREMIUM** brand.

That is mighty important to you, **BECAUSE** if a woman gets a good ham from you one time, and a poor one next time, she thinks you don't know your business, or you don't care whether you please her or not.

We get good hogs, selecting them carefully, cure our hams, so as to make them uniformly satisfactory, and then advertise them to make people's mouths water for them. You can be sure a **PREMIUM HAM** is tender, delicious and appetizing.

Swift & Company, U. S. A.

THOMAS P. LEE & SON'S STORE

2521 Columbia Ave., Philadelphia, Pa.



Here is a store carrying an enormous stock, yet two-thirds of its floor space is empty. It is a science to fix a store like this—you can accommodate twice as many people, work faster, and as everything is in its place and under cover you don't lose by dirt, vermin and tasters. We can fix *your* store this way.

MILLER & ENGLAND

No order too big,
none too small,
to be given our
prompt and best
attention.

7012-14-16-18 Woodland Ave.

PHILADELPHIA, PA.

We are manufac-
turers of grocers'
fixtures of every
description. Write
for our catalogue.



An Interview With Chief Crumbine.

Well, by gravy, we've reached the limit of this pure food business at last! A perfect gentleman named S. J. Crumbine, the chief of the Kansas State Board of Health, has sent out a notice that it's against the food law to sell potatoes with dirt on 'em! Got to give each pratey a Turkish bath before putting it on sale.

Hickory peanuts, what d'ye think of that!

I thought so much about the thing that the other night I dreamed I had a talk with Chief Crumbine, and he gave me a lot of new ideas on pure food business. He convinced me he's right about the potatoes. I now look on a potato with a grain of dirt on it with fearful disgust.

I dreamed that the chief was a stout gentleman with a Roman nose and a mutton head. He received me very graciously, my fame as an authority on food matters having preceded me.

"I've been greatly interested, chief," I said by way of opening, "in your ruling about dirty potatoes. I'd like to hear a little more about it."

"Ah, yes," said the chief, in a gratified way, "doubtless you noticed the resemblance between that ruling and some of the rulings of the brilliant Dr. Wiley, chief Government chemist, speaking particularly of his ruling that imitation lamb chops were against the gambling laws."

"Gambling laws?" I repeated vaguely.

"Yes," replied the chief, "Dr. Wiley told me himself that they were a clear violation of the gambling laws because a lamb, which supplies genuine lamb chops, gambols on the green, while the turkey buzzard, which supplied the imitation, never gambols at all."

"Very keen and very clever," I said, clapping my hands delightedly.

"But speaking again of our own ruling here," went on the chief modestly, "I am convinced that the largest abuses against the food law have never yet been

run to earth. We have contented ourselves heretofore with pursuing the cruder forms of food adulteration. The subtler offenses have up to this time escaped us. The moral offences, I mean. I have several plans, however, which will I feel sure enable us to go after these with much success.

"Take for instance the shameful way grocers have of exposing turkeys and other fowls for sale," he continued. "I have often been fearfully embarrassed by it, and have now made up my mind to stop it if it is possible."

He paused.

"I don't know that I exactly understand you, chief," I said.

A slight flush mantled his nose and countenance.

"I—I refer to the obscene habit of displaying them for sale with their limbs exposed," he replied, flushing still more deeply. "Just think of it! You boys and my boys, not to speak of our girls, to be constantly subjected to the demoralizing influence of perfectly nude turkeys. I tell you, sir, the youth of our fair Kansas must be protected."

Any of my friends will tell you that I am as modest as a baby about some things. When anybody says "leg" to me I go all the pieces. I have been known to cry at such times. So by this time I was hiding my burning mug behind my handkerchief.

"How will you go about it, chief?" I asked, in a muffled tone.

"Every grocer selling turkeys or other fowls will be obliged to put pantalettes on their lovely limbs," he replied firmly. "I have determined that this outrageous indecency shall cease, and in the future I feel confident of receiving the backing of Dr. Wiley."

"Along the same line," continued the chief, "I went into a grocery store in Topeka the other day which had a sign up 'Dressed Meats.' I beckoned the proprietor forward with a peremptory wave of my hand. 'Do you put that sign up?' I demanded. He said he had. 'Look at your meats!' I said sternly. 'Are they dressed? Look at the leg of lamb, lying nude and shameful before my very eyes! How dare you, sir!'

"The man actually had no idea of whatever of the moral side of the question. Why, the ignorant fellow



The Grocer His Own Master in the Matter of Profits!

The MOTHER'S OATS POLICY urges you to a "living profit." Thirty-five per cent. profit and over is shown on MOTHER'S OATS, because no price is printed on the package or advertised to the consumer. *The more MOTHER'S OATS you sell, the more money you make.*

How can you obtain more than 10 and 25 cents respectively for standard and family size packages of other brands when these profitless prices are printed thereon, or are otherwise advertised to the consumer?

Regardless of the statements of their manufacturers to the contrary, *the more of such profitless brands you sell, the less money you make*, because you lose the opportunity of supplying other brands, which pay you a "living profit."

Compare the profits shown on MOTHER'S OATS (standard and family size) with those shown on competitors' brands.

Post your Clerks to recommend MOTHER'S OATS.
HIGHEST QUALITY AND BEST VALUE!

THE GREAT WESTERN CEREAL CO.
CHICAGO

now actually called me a poopy-puddle!

"I see similar abuses everywhere," he continued. "They must be remedied, and if I may say it, I believe I am the man to do it. I am also against the exposing of clothes pins in the way crooks expose them. It is grossly suggestive!"

"Why, how, chief?" I asked. "Why, surely, sir," he replied, "you have noticed the close resemblance between the split end of a clothes pin and a pair of erode human limbs."

"I confess I hadn't noticed it," I replied. "I'd hate to think mine looked like that. But I have seen one that did; perhaps you are right."

"Certainly," he said, "and it must be stopped. Our Kansas youths are too precious to be ruined by any such inexcusable grossness!"

"Some manufacturers are incredibly careless, not to say criminal," he continued, "in the labels they use. For example, in a store I visited the other day I saw some corn branded 'Pearl Sugar Corn.' I bought a sample and had it analyzed. Would you believe it, sir, our expert chemists did not find a single pearl?"

"Incredible!" I murmured. "A gross fraud!" he said vigorously. "I shall run that manufacturer to earth if it takes a lifetime!"

"Another thing. There is on sale in this State a preparation sold and labeled 'bird gravel.' That is another gross fraud. I have made a careful investigation and have found that birds never eat the gravel. How then can there be bird gravel? It must not be sold as such from now on, and in this I am backed up by the hesitating opinion of Dr. Wiley. Then there is 'insect powder,' so called. Is it made from insects? Certainly not! When it is against the law to call it such!

"I am now preparing a law," I went on the chief, seeing that I was going on his very words, "that will prohibit the sale of chewing gum absolutely. That is in the interest of our great American home, sir. You take a young girl. She chews gum until she becomes so proficient she can do it in her sleep. She outgrows the gum bit. What will she chew then,

sir! The rag! Yes, sir, she chews the rag, and more of our American homes are destroyed by the unfortunate tendency of graduated gum-chewers to chew the rag than from any other cause!"

I was so overcome with emotion that I knelt and pressed a fervent kiss to his rubber boot.

"You king of men!" I said huskily. He waved the tribute aside modestly.

"Yes, yes," he went on, "I have some large plans, and if they mature we shall be living under truly utopian conditions. Speaking again of potatoes, I believe I shall forbid the use of the expression 'Potato Chip.' It is highly unjust. Is it not true that young women of immoral tendencies are lightly spoken of as 'chips'? How outrageous, then, to apply the term to a potato, whose life from its earliest youth is a splendid example to us all."

Ain't it something, though, to have communed with a mind like that? Even in sleep.

THE STROLLER.

Hawaiian Pineapple to be a Factor.

Next Year's Pack Will be Enormously Increased. Eight Hundred Thousand Cases Expected. To be Exploited Throughout United States by Extensive Advertising.

There is reason to believe that Hawaiian canned pineapple will constitute an important factor in the markets of the United States next year. So rapidly has the industry developed that a pack of 800,000 cases is expected in 1909, as against about 200,000 cases up to this time.

Hawaiian pineapple is practically superior to all other grades sold in this country, except as to the shredded, which the Hawaiians have not yet mastered. The Hawaiian pineapple has a flavor all its own and the methods of packing in use out there retain a great deal of it.

It is understood that extensive plans are making for the exploitation of next year's pack, which begins in the spring. One of the largest advertising agencies in the country is said to have been called in and requested to prepare a campaign.

Florida eggplants average \$3.50 per crate and are in good demand.



It's only the man who goes after things who has them coming his way.

If things are not coming your way, there is a reason.

And that reason undoubtedly lies in the fact that you are not reaching out after your own.

Certain it is that you are moving in the groove of the least resistance if you are buying now as you bought, twenty, ten, or even five years ago.

There is a new way—and it's The Butler Way—the best way.

The Santa Claus catalogue D690—just out—will give you some idea how this Butler Way will help.

You have but to reach out for it—a postal will do—and it is yours.



Butler Brothers

Wholesalers of good merchandise for every need. New York, Chicago, St. Louis, Minneapolis, with complete sample houses at Baltimore, Omaha, San Francisco and Dallas



Cash in Currants

They pay you a profit of 40 to 75 per cent. The use of Currants is rapidly increasing because high cost of meat makes people hunt other foods and **currants are more nourishing than lean beef** and you haven't anything in your store but flour that can be used in as many recipes.

You know it pays to push teas and coffees for a similar profit—then why not "**Currants for a Leader**" instead of other things that pay less?

You had better take this tip—

"Freshen up and push
CURRENTS"



H-O

has become such a staple article on the breakfast table that people "come after it" as they do for coffee or sugar.

That is how H-O sells in most places. The only place where H-O doesn't sell like that is in the store of a grocer who has been misled and is pushing something "new."

Result—When the "new" thing dies out the odds are in favor of the grocer who is pushing H-O.

THE H-O COMPANY
BUFFALO, N. Y.

Window Dressing for Grocers

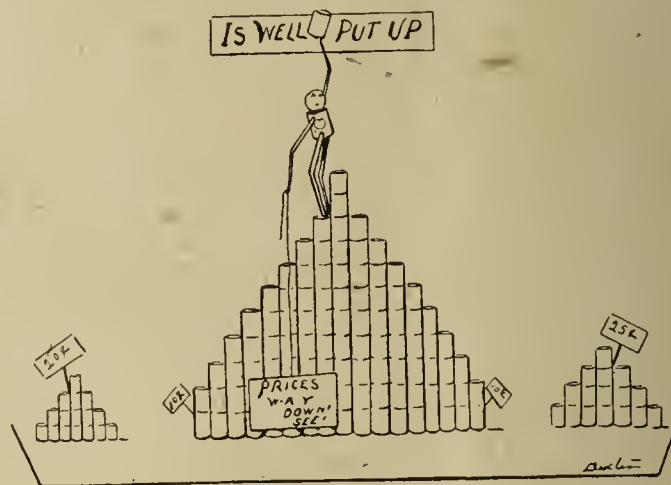
In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn the windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

For Canned Goods.

Here is something that is clever and is easily fixed. In centre pile up tomatoes in a triangle shape. On one side pile cherries, on other side peaches, like cut, or other canned goods.

To make man, take a can of tomatoes and cut cover nearly out. Empty can and turn cover up and mark the face with black ink or paint. Make the arms and

window with loose soap. The block house is easily made with large bars of soap or empty cartons. For windows and doors leave open spaces. Along side from front back to block house pile empty cartons so as to cover back of window. Pile Soap in canned lye, etc., in front, also blue and ammonia, etc., in front. This can also be made with package cakes.



legs out of box board. Make arm so tin can be tacked on end to hold can up.

Now comes fixing the body so arms and legs can be attached. Now saw short pieces of wood and stuff can full, then drive a wedge in centre and nail on arms and legs. Now extend a stick from legs to floor and nail fast.

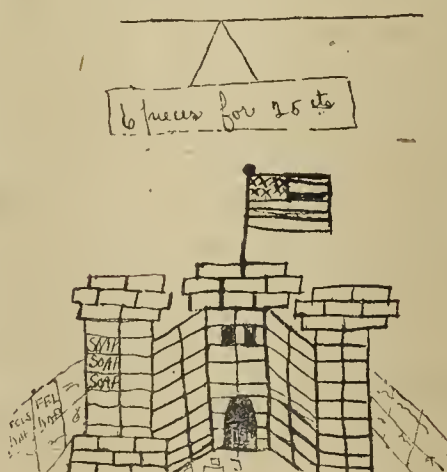
The sign at top is made of cardboard and is fastened close to figure.

LIONEL H. DEXTER.
Laceyville, Pa.

Two Soap Windows.

No. 1.

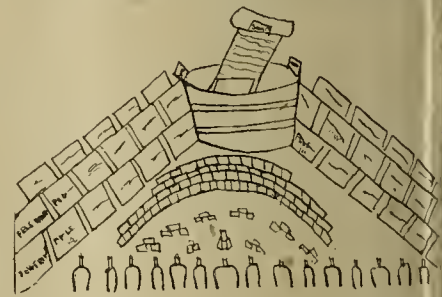
Cover floor with soap or else make little designs on floor of



No. 2.

This is a good one for running out any special or all kinds of soap.

Place a tub on floor or on stool according to height of window with a washboard in it. Along the sides place empty cartons piled as high as tub of Fels' N.



tha cartons, etc. Place soap piles of three all over window displaying all kinds of soap. Along in front put a row of bottled blue and ammonia. Try to and with special prices, which you can afford on deal soaps, you can draw many out of these soap clubs.

P. RARING
St. Clair, Pa.

Exton oyster crackers have a wonderful sale, and it pays the grocer to get an oyster cracker that will sell nice and not get stale on his hands.

BEAUTIFUL
ELECTRIC FLASH LIGHT
OUT DOOR SIGN
FREE!

There is one thing every Dealer needs—That's a bright, attractive Sign that marks his place of business for blocks up and down the street.



We are giving away—absolutely free—this bright, new and attractive Flash Light Sign which lights every seven seconds and makes your place the brightest and most attractive spot in town.

We have arranged with one of the largest and most capable electric houses to produce for us these Signs. You may be sure of their attractiveness and certain working qualities.

TO DEALERS SELLING
"Sorority Chocolates"
"Taylor-Made"

—we supply you with Window Displays of a splendid set of Artist's Duplicates of SORORITY GIRLS—Ten in all—which makes a beautiful showing—together with samples for Free Distribution.

Write at Once for Particulars of this Free Offer

We want live agents and will make it worth your while to push "Taylor-Made" Candy. Just fill in the coupon and mail to us.

TAYLOR BROTHERS COMPANY,

Battle Creek, Michigan.

94 Taylor Building
Kindly send me full particulars of your special offer of Free Electric Flash Light Sign.
Name.....
Address.....
TAYLOR BROTHERS COMPANY,
Battle Creek, Mich.

DO YOU KNOW

"Sorority Chocolates?"

"Taylor-Made"

Do you SELL them? They are the big Candy hit of the year.

We are using such leading publications as Saturday Evening Post, Collier's Weekly, Woman's Home Companion, Youth's Companion, Munsey's Magazine, Etc. to advertise "**SORORITY CHOCOLATES**"—reaching a total of over 75,000,000 people.

That means that there's going to be a wide and insistent demand for this brand of new Candy.

Everyone loves the 'College Girl'—and the name "**SORORITY CHOCOLATES**" has "caught on" immensely from the start.

Not only the college girl—but the high school girls—and their mothers, and cousins, and aunts are becoming steady purchasers of this splendid Confection.

There is a quality to all "Taylor-Made" products—and this new Candy is our private stock—our very best.

The advertising we are doing is going to have a big effect on the trade in your own town. Somebody is going to corner the demand for this new Confection—

It Might Just as Well be YOU to Sell Sorority Chocolates

You want to be known as the leader in your locality. The surest way to do this is to be recognized as the first to introduce the best and best advertised products.



Taylor Brothers Company, BATTLE CREEK, MICH.

E GROCERY MARKETS

Tea.

There is no change in the tea market, and there has been very little business during the week, on account of the break always made in the holiday. The demand is fair, but only for immediate requirements. The statistical position is fair, however, as to warrant belief in a steady to strong market. The Japan market has closed in the East and shows a shortage of 2,500,000 pounds, which is between 5 and 10 per cent. There will also be a shortage in green teas, and in these lines particularly lower prices would seem impossible. Everything desirable is steady.

Coffee.

The market for Rio and Santos coffee options has been pushed up from its recent low level about 10 points. This is in face of the continued large receipts at Rio and Santos, which have created a check almost as great as before. The syndicate bought any coffee available. The advance was doubtless caused by bull manipulation and the natural taking of profits by those short of the market. The readjustment of the valorization coffee loans has not yet been accomplished, although there seems no ground for doubt that the Federal Government of Brazil will have to stand behind the interests of the States. Naturally the settlement will not reduce the enormous stock of coffee still piled over the market's head. Business is still from hand-to-hand and is reasonably sure to continue to be, whether general prices are good or bad. At least until the market is relieved of the enormous valorization stocks. Old coffees are steady and unchanged. Java and Mocha are in moderate demand at ruling prices.

Sugar.

The sugar market declined 10 points on Friday. Raws have been slightly higher in Europe during the week, but the market on this side has not materially responded. All refiners will sell on a basis of 4.80 cents for granulated. The consumptive demand for refined sugar is small.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in fair demand at unchanged prices. Sugar syrup is active and is ab-

sorbed as fast as made. Prices show no change. New crop molasses is gradually declining in price as the receipts increase. The demand is fair. Old molasses is about done.

Fish.

Norway mackerel, especially the small sizes, show a decline of about \$1 per barrel for the week. The reason seems to be that the bulk of the new Norways are small, about the size of the Irish, in fact. This brings them into direct competition with Irish, which are nearly if not quite as good, and are \$2 or \$3 per barrel cheaper. The general demand for mackerel is fair. Cod, hake and haddock are in fair demand at unchanged prices. Salmon is moderately active at unchanged prices. Sardines of all grades, domestic, French, Norwegian, etc., are unchanged and quiet. Everything points to a maintenance of the present prices on domestic sardines, as the Maine Mercantile Co., which controls the situation, is storing all of its surplus.

Canned Goods.

Tomatoes are steady on a basis of 70 cents f. o. b. No sales of full standards can be made at that, although some off standards can be bought at 67½ cents. The outlook for tomatoes is not altogether weak, for if any sort of demand develops prices are almost sure to do some better. Corn is unchanged and in light demand. Low grade peas are wanted and are firm. Prices may advance. Other grades are unchanged and dull. New York State gallon apples range from \$2.15 to \$2.25, and are steady to firm. The demand is fair. Peaches are unchanged, speaking of Eastern brands, and quiet. Michigan peaches, which have been largely sold in the East this year, have advanced 5 cents. California canned goods show only an occasional order, prices for everything being unchanged. Small Baltimore canned goods are selling in a small way at unchanged prices.

Beans and Peas.

Domestic pea beans are quoted at \$2.30 to \$2.35 per bushel, pea beans around \$2.15. The situation is firm and the demand good. Domestic marrows range from \$2.40 to \$2.45 and are scarce and firm. The imported average \$2.20. California limas are un-

changed from the last report and in fair demand. Split, green and Scotch dried peas are unchanged and as to green and Scotch very firm. The demand is active.

Butter.

The butter market is firm at an advance of 1 cent per pound on solids and 2 cents per pound on prints. The receipts are cleaning up on arrival at the advance, and the quality of the butter arriving is showing up to the standard for the season. The quantity, however, is shorter than a year ago. The trade look for a continued healthy market, and if there is any change in the near future it will be for a further advance. The consumptive demand has been very good.

Eggs.

There has been a general advance of 2 cents in all grades of eggs, due entirely to the very good demand. What fresh eggs are arriving are of fine quality. Stocks of storage are decreasing very fast, and the market is in a strong and healthy condition at present prices. If there is any change it will be for a further advance.

Cheese.

The cheese market is very dull, as is usual for the season. There is no change in the market prices and stocks are about the same as a year ago. The market will probably remain unchanged until the demand increases, which it will probably do within two or three weeks.

Provisions.

Everything in the smoked meat line is very dull. Prices are unchanged and the demand very slow. This condition, however, is entirely usual for the season. Both pure and compound lard remain firm and unchanged, being in normal consumptive demand. Barrel pork remains steady and unchanged. Canned meats and dried beef are dull and unchanged. The present season is one of the dullest for the year in provisions.

Produce.

White potatoes, 80 to 85 cents per bushel, demand fair; sweet potatoes, firsts, 50 to 60 cents per basket; seconds, 25 to 35 cents per basket, demand good; carrots, 30 to 40 cents per basket, demand good; cabbage, Jersey, 20 to 25 cents per basket, \$3 to \$4.50 per hundred; York State, \$20 to \$22

per ton, demand fair; white turnips, 10 to 15 cents per basket; yellow, 20 cents per basket, demand fair; beets, fancy, \$1 to \$2 per hundred bunches, demand fair; onions, 35 to 40 cents per basket, demand fair; yellow pickling, 45 to 50 cents per basket; white pickling, 90 cents to \$1 per basket, demand good; horseradish, \$3.50 to \$4 per barrel, demand poor; water cress, fancy, \$1.50 to \$2 per hundred, demand fair; New York salad, \$1.75 to \$2 per box; Southern, 75 cents to \$1 per basket, demand poor; celery, Pennsylvania, 8 to 10 cents per bunch; York State, 25 to 35 cents per bunch, demand good; cauliflower, \$1.50 to \$1.75 per barrel, demand fair; parsnips, \$1.50 per barrel, demand poor; pumpkins (Boston squash), 20 to 25 cents per basket, \$1 per barrel, demand fair; spinach, Pennsylvania, \$1 to \$1.25 per barrel; Southern, 50 to 75 cents per barrel, demand fair; oyster plants, 3 to 4 cents per bunch, demand fair; peppers, good Jersey, 15 to 20 cents per basket, demand poor.

Green Fruit.

Apples, 20-ounce, \$3 to \$3.25 per barrel; Kings, fancy, \$3.25 to \$4.50 per barrel; Baldwins, \$2.50 to \$3 per barrel; Hulbertsons, \$2.50 to \$3 per barrel; Greenings, \$2 to \$2.50 per barrel; Pippins, \$2.50 to \$3 per barrel; bulk apples, 60 to 65 cents per barrel; the apple demand is fair and improving; bananas, large, \$1.10 to \$1.40 per bunch; 8-hands, 75 to 90 cents per bunch; 7-hands, 60 to 75 cents per bunch; 6-hands, 40 to 50 cents per bunch, demand fair; lemons, California, \$3.50 to \$5 per box, demand fair; Florida grapefruit, \$2.75 to \$3.50 per box, demand fair; Florida oranges, \$2.25 to \$3 per box; California, \$4 to \$6 per box, demand fair; limes, 80 cents per hundred; pineapples, \$3 to \$3.50 per crate, demand fair; pears, Keifers, prime, 25 to 35 cents per basket; culls, 15 to 20 cents per basket, demand fair.

Nuts.

Peanuts, green, choice, 3½ cents per pound; fancy, 5 cents per pound; jumbo, 6 cents per pound; roasted, choice, 85 cents per bushel; fancy, \$1.20 per bushel; jumbo, \$1.50 per bushel, demand fair; almonds, paper shell, 14 cents per pound; soft shell, 13 cents per pound; Brazils, 8½ cents per pound; filberts, 9 cents per pound; pecans, 11½

cents per pound; walnuts, 11 $\frac{3}{4}$ cents per pound; mixed nuts, 10 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

California Canned Goods.

Early indications for the season 1908, judging by the blossoms, gave promise of a huge crop, but growers were negligent of thinning, on account of previous year's output being so small, consequently as the season advanced it was found that the thinning process would have to be carried on vigorously to save any proportion of the crop for merchantable size, and those who neglected early indications found when harvesting arrived that the trees were overcrowded, and the fruit, in many cases, too small for marketing purposes. The wise growers, although using every precaution, were only rewarded with comparatively small sized fruit. In many orchards it was found impossible to harvest at all, owing to small fruit, low prices and want of labor.

Apricots, cherries, peaches, pears, grapes, etc., sold this season in consequence at prices very much below those of previous years, and growers, despite the fact of good crops, were handicapped by its greatness, which naturally resulted in no big profits to them.

The financial scare of last fall having still left money very tight, this also resulted in keeping prices low.

In a season such as just closed the local canners were of great assistance to growers, and in view of the fact that all stocks throughout the country and abroad being small, the canners' material assistance to growers can well be imagined. Were it not for the canner stepping in and working vigorously day and night to help out the grower, he, the grower, would have been in a very sorry plight.

Now, as the policy since last fall of jobbers and dealers has been a hand-to-mouth one, many of the small canners were, owing to tightness of money and lack of orders, unfortunately compelled to shut down altogether, so that the pack has been confined to the larger organizations.

Up to the time of writing orders are coming in conservatively. Dealers and brokers holding off in the hope that with such a heavy crop prices will topple. However, for the reasons above stated, prices are now on the rise, many grades having been entirely cleaned up, and those who did not get in early are likely to get left.

At times some of the largest canners feared a dearth of cans, but this would-be disastrous result was fortunately avoided.

Besides the heavy domestic de-

mand for apricots, England early clamored for consignments of the same fruit, this particular crop having been very short for years past. Our company established a record in shipping California fruits to England. Apricots plucked from the trees were processed and shipped overland via New York, and were on the tables of consumers in London and Liverpool thirty days from the date of leaving orchard. This was a credit to "Yankee enterprise," as our friend "John Bull" puts it.

At the time of writing all remaining stocks are rapidly moving, and a most optimistic outlook prevails.

Apart from the canners' standpoint with regard to Californian fruit, it may be of interest to your readers to learn that up to the time of writing the 1908 green fruit shipping season is also breaking all records and is a source of both pleasure and surprise to growers, shippers and railway carriers.

The Eastern consuming power of the California deciduous fruit product was never so great as at present.

Chicago and New York are distributing centres for millions of pounds of fruit, and it is learned that it can be seen in all its varieties in over five hundred of the Eastern cities and towns.

It is expected before the season expires 12,000 carloads of these fruits alone, or about 5,000 more than any previous season has had to its credit in the past will have left here.

This does not include, say, 3,000 carloads of apples moving out of the State, valued gross at \$3,000,000. This means, apart altogether from the value of canned fruits, about \$15,000,000 of orchard products will have left this State.

CALIFORNIA CANNERS CO.
San Francisco, Cal.

Baltimore Canned Goods.

No. 1.

Mid-winter dullness was the feature this week in the market here, and the outlook is for another week of inactivity. The canners are ready to do business every day, but the jobbers appear to be governed largely by sentiment and were awaiting the results of the national election, as if the success or the defeat of either of the great political parties is going to "make or break" the business of this great country of ours during the next four years. Canned goods will not go out of fashion, and the taste for tomatoes will be as keen as ever. In a few months the jobbers will be wondering why they didn't put away a few thousand cases of them for their spring trade when they had the opportunity to pick them up at bargain prices.

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily original—in fact, those which have been used successfully perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." Drawings are also sent they should be made throughout in black (not pencil).

There were no changes this week in the prices of any articles in the list, and no new developments in any direction, excepting in the new pack of cove oysters, the low prices of which are attracting much attention. A sudden change in the weather, which is liable to occur at any time, would cause a quick withdrawal of to-day's quotations on them.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Sugar.

Lower European prices have had a depressing influence upon our market, just as advancing prices in Europe last week stimulated our quotations. Europe put up values because of unfavorable weather; not a very solid foundation for an advance. The weather in the beet fields has become more favorable, good rains have fallen and the temperatures have been milder, and the change has had its effect in declining markets. Advancing prices at this season of the year are hard to sustain and they must be based upon something substantial if the trade is to derive any benefit from them. Here in the United States the Autumn season brings a lessened consumption and business at the refinery ports is also diminished because of the then commencing activities incident to the marketing of the domestic beet and Louisiana cane crops. We have a market for the few lots of Cuba and other West India supplies that remain unsold, but usually the refiners are well provided with Javas to arrive, and stocks, with the additions that can be made, suffice to cover the period up to the time of the new Cuba crop. Autumn is usually a season of steady prices that last well along toward the close of the campaign, but at the end the market gets ready for the new crop supplies and the trend of prices is toward a level that measures the new conditions. Europe put her prices up right at the start of

a 6,500,000 ton beet crop. There is a lot of sugar to handle when big receipts come from the fields prices can't be maintained unless there be an actual shortage of sufficient consequence to pay speculators in carrying temporary over-supplies. We believe that Europe's crops have been damaged by the drought, but the damage will have amounted to more than at present it is to have a lasting effect upon values. The extra cane production next year promises an increase in the world's sugar supply and it will be the total of supply, both beet and cane, in relation to the whole consumption that will determine prices.

Demerara sugars are arriving at Montreal via the St. Lawrence River. One steamer with a 1,000 bag cargo ran aground a week on her way up the river through the smoke and Navigation in the St. Lawrence will soon be closed. Cargoes at Montreal will then be shipped to New York and go from New York to Montreal by rail. Halifax refiners have an open harbor all through the year.

M. G. WANZOR & Co.
New York, N. Y.

Spices.

The market has a rather active appearance. The demand for October has been exceedingly large, absorbing nearly all spot stocks. There has been considerable buying for winter and spring shipments at present low prices prevailing.

Pepper.—Market is very steady at practically unchanged prices which by the way are low. Do not look for any remarkable changes in the very near future.

Cayennes.—All grades scarce at present and stocks steadily increasing. Demand continuing good.

Pimento (Allspice) steady at prices are slightly firmer.

Cloves.—All new goods tallied up on arrival, and there has been

large selling of January and arrivals. It is predicted on sides that the crop will be smaller than last year. Price in very good demand at low prices. Prime bright is scarce.

utneys.—Large sizes are especially firm and in active demand. Other sizes are quiet and steady.

assias.—Saigon is in good demand and the stock is scarce. Java very steady and in bet demand. China bark is quiet. Cables just in report at low prices.

ingers in very good demand; es steady, but practically unchanged during the week.

eds very steady, but practically no change in value. Caraway and Poppy both in good demand. Coriander is also moving in satisfactory way.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

lmeria grapes range from \$4.60 per cask and are in light demand. Domestic grapes are interesting with the demand. Nearby varieties job at 14 to 15 cents per basket.

eckel pears are closing their season. The average is \$2 per basket and the demand is fair.

Florida cucumbers average \$5.00 per bushel. Hothouse are coming forward and sell for

\$1.40 per dozen. The demand is slow.

California tomatoes, pale, but of good quality, range from \$1 to \$1.10 per 4-basket carrier. The demand is fair.

Norfolk string beans average \$1.40 per one-third basket carrier. The demand is good.

New Florida okra ranges from \$3.50 to \$4 per crate and is selling well.

New Jersey radishes range from \$1 to \$1.25 per 100 for whites and \$1.25 to \$1.50 for reds. The demand is fair.

Old Bills of Lading Can be Used Till January 1st, 1909.

But Must be Stamped, so as to Bring Shipments Within New Uniform Bill Published Last Week.

The terms under which the old form of uniform bill of lading may be used until December 31, 1908, instead of becoming obsolete after November 1st, as was originally intended, are stated in a communication which has been sent to the "Grocery World and General Merchant" by the Uniform Bill of Lading Committee of the four main railroad associations. The gist of the statement is as follows:—

It has come to the attention of carriers that a very large number of shippers who supply themselves with bills of lading, shipping receipts and dray tickets which vary in certain non-essential features from the carrier's standard forms and were arranged to facilitate their long-established business requirements, now have a large supply of these forms on hand, and that in numerous instances physical difficulties have been encountered in the preparation, printing and procuring of new forms arranged to conform to the new requirements of the Uniform Bill of Lading prescribed to become effective November 1, 1908.

Appreciating these conditions and with a view to affording a reasonable time for shippers to adjust their business methods to meet the new requirements, the carriers in official classification territory will, until December 31, 1908, inclusive, receive property and will receipt therefor on such forms of bills of lading or shipping receipts which shippers may now have on hand, provided that all such forms shall be stamped, in legible type, with the following signed notation:—

This shipment is tendered and received subject to the terms and conditions of the company's Uniform Bill of Lading, effective November 1, 1908. This receipt is NOT NEGOTIABLE and if the shipment is consigned "to order" must be exchanged for the company's Uniform Order Bill of Lading.

Agent's Signature.

Shipper's Signature.

By the foregoing action it is not intended in any instance to waive on and after November 1, 1908, the application of the terms of the con-

tract and conditions of the new Uniform Bills of Lading, as authorized and published in Supplement No. 6 to Official Classification No. 32, to become effective on that date, nor will it be permissible for carriers to issue bills of lading on other than the new forms.

The extension of time is granted solely to permit the use of shippers' present forms, with the provision that shipments receipted for on such old forms are subject to the terms and conditions of the new Uniform Bill of Lading, and with the further understanding that if shippers desire bills of lading, the receipts given on shippers' forms, with the stamped notation thereon, may be exchanged for the company's new Uniform Bill of Lading.

On and after January 1, 1909, all shippers' forms must conform to carriers' new Uniform Bills of Lading.

AMONG THE TRADE.

The Pennsylvania Dairy and Food Department has had a new food bill prepared and may submit it to the trade within the next few weeks.

John R. McFetridge & Sons
Printers

927 Arch Street
Philadelphia

Two-Minute Sermons for the Retail Grocer

LIX.—Business Friends.

A real friend is more precious than diamonds, also more rare. No person probably realizes the fact to a greater extent than a young man who quits a good position with a good employer and opens up a business of his own, expecting his friends to stick to his support just as soon as his new place is ready for business. He will especially be disappointed if he makes this move before he has acquired ample capital with which to engage in business, and needs the money of his friends to keep things moving, for in such a case it is not many steps toward failure.

The only safe way to figure on our friends in business is to figure them just the same as people you have never met. In other

words, go into business on the same basis you would if you were an entire stranger and did not know a man in town.

Have ample capital, get a good location, have competent help and advertise right and you will get plenty of business, because you will then be a good business man and deserving of it, but do not for a single moment figure that your personal friends will come anywhere near giving you business enough to make you prosper. They may do that well by you, all right, after they see you are prospering anyway, but not if you are absolutely in need of the business, for there are more imitation diamonds than real diamonds worn, and more prosperity friends than those who will stick when things look blue.

F. A. P.



The Grocer Who Sells
Towle's Log Cabin
Cane and Maple Syrup

sells more this year than ever before. Why? Because we are spending big money in full-page magazine advertising. The new business created by this advertising will "stick" because **Towle's Log Cabin Cane and Maple Syrup** is absolutely pure and uniform in flavor. It is already

The Most Popular Brand

and hundreds of orders prove that we are making it more popular than ever. It complies with all pure food laws.

Get in line and catch the sales we are sending you. You can depend on the quality to bring back the customers for more. We know if you try **Towle's Log Cabin Cane and Maple Syrup** it will make good with you and you will handle **Towle's only**.

Trade supplied by

GITHENS, REXSAMER & CO.
PHILADELPHIA



Duluth, Minn.

The secretary of the Duluth (Minn.) Retail Grocers' and Hardware Dealers' Credit Association, in order to limit credit, has adopted the following statement, which it has had printed on cards and circulated among consumers:—

"For the purpose of obtaining credit for goods to be sold me by you on my account with you, the following is given you as a true statement of my assets and liabilities and general financial condition. I agree to and will notify you immediately in writing of any materially unfavorable change in my financial condition, and in the absence of such notice, or of a new and full written statement, this may be considered as a continuing statement and substantially correct." A footnote states: "You understand that the above report is confidential and must be lived up to. Any misrepresentations in the above will be cause for our ceasing to extend you further credit and will be reported to our secretary at once."

On the reverse side of the card is this statement. "Owing to the heavy and numerous losses we must have a definite statement of your assets and liabilities, that we may ascertain your worthiness of credit. If you are owing past due accounts to other grocers or members we will not under any circumstances give you credit."

Yours respectfully,
GROCERS' AND HARDWARE DEALERS'
CREDIT ASSOCIATION.

When the card is filled out by the applicant as desired by the grocer to whom application for credit is made, the grocer calls up the secretary on the telephone and reports the information obtained. The secretary then gets a report on the applicant and reports back to the grocer before the account is opened. If the report is not what it should be the applicant will be obliged to pay cash for his goods. The secretary in making his rounds takes a copy of such cards as the dealers have and records on the back of each whether the account was opened or refused and the reasons. A copy of every card is filed in the office, thus affording a number of statements from one applicant, which can be compared. Secretary Walker reports that this system is working well.

Pennsylvania Retail Merchants' Association.

The Retailers' Mutual Fire Insurance Co. of Pennsylvania is now well started on its sixth

year. Since it was established it has saved the members of the Retail Merchants' Association of Pennsylvania \$54,551.21 in premiums, or 45 per cent. of standard board rates. At the end of September its resources were in better condition than ever before, with cash in treasury of \$2,414.81; due from agents, \$833.01; invested in interest bearing certificates, \$5,000; premium note reserve, \$244,702.06. Its total resources at that time were \$252,949.88. Members are carrying \$2,802,441.40 in the company. Those who have not taken advantage of the co-operative insurance plan established by the State Association will find it to their advantage to do so as their policies expire. In five years it has paid fire losses aggregating \$37,285.09.

Another Questionable Collection Agency.

National Secretary Green Gives Information About National Collectors' Association of Newark, Ohio. Trans-Mississippi Congress Condemns Parcels Post.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio,

November 6, 1908.

We are just in receipt of several letters asking for information in regard to a National Collectors' Association of Newark, Ohio. After taking some days to look up this firm, we find that they are not rated in any of the commercial agencies, and as far as we have been able to learn, have no standing as an association or corporation in any possible way. At the present time the person who is making the canvass has been doing so in Pennsylvania.

In addition to the above an agent has been successfully working some of our business men by canvassing for a weekly journal called "The Successful Business Man," supposed to be located at 302 Broadway, New York City. With the yearly subscription they are to give an American cash register packed in a wooden box, expressage prepaid with each subscription. I have seen the register. It is in a wooden box about three inches across and one inch deep. A small toy register is inclosed, which will, by moving around hands, register the amount as advertised.

The subscription price of the journal is \$4.

The topic that created the greatest amount of discussion at the convention of the Trans-Mississippi Commercial Congress, which recently held its sessions in San Francisco, was parcels post. A resolution was introduced recommending Postmaster-General Meyer's proposition for parcels post.

When this resolution was being considered by the committee, several organizations were given the opportunity of presenting their side of the question either for or against the proposition.

Director Frank B. Connolly, of the National Association of Retail Grocers of the United States, was authorized to represent the association before the committee, and to appear before the delegates in attendance in opposition to the parcels post bill.

Mr. Connolly was assisted by George B. Doyle, Joseph A. Stultz, J. M. Sullivan, of the San Francisco association, and W. T. Ransell, representing the California Retail Grocers' and Merchants' Association.

After the committee had considered the resolution and given everybody an opportunity of speaking, a vote was taken and resulted in 140 against and 60 for.

JOHN A. GREEN.
National Secretary.

CORRESPONDENCE.

Butter Men, Attention!

Boston, Mass., November 2, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—I have a pretty big pop corn business in this city, for which I am consuming a large amount of butter. I have been thinking for some time it might be possible to find a firm which has just gone into the business of butter production (or any other firm, for that matter), and which would in consequence be willing to sell me butter at a low price for the sake of advertising their butter. Of course, the butter has to be A No. 1. The pop corn business, conducted in a way to inspire confidence, is one of the best means for advertising butter, not only because the butter is actually on trial there and that an actual test could be made of it for little or nothing right on the spot, but also because of the personal recommendations of its merits that the seller can press home to the numberless people with

whom he has an opportunity speak daily. I know that it means has been successfully tried more than once before and I am willing to take it up, through your kind courtesy, with any enterprising, reliable firm that may be willing to consider the matter. I will put in my place an efficient advertisement of the firm, or do anything that might be deemed profitable and reasonable.

Thanking you in advance for your kind consideration, I remain,

Yours truly,

B. M. GOOMRIGIAN

Second-hand Peanut Roaster.

Littlestown Pa., Oct. 23, 1908
Editor "Grocery World and General Merchant."

Dear Sir:—Could you tell me where I could buy a second-hand peanut roaster? Please let me know at once.

Yours truly,

G. M. KING

H. F. Heacock, 51 N. Second street, Philadelphia, are dealers in the above.

Measuring Molasses.

Camden, N. J., October 28, 1908
Editor "Grocery World and General Merchant."

Dear Sir:—Can you inform me how to measure the shrinkage contents of a barrel of molasses vinegar, to save drawing the contents and measuring it? Or what method is used by gaugers to estimate the outs. I have a gauge stick, or rule, and understand how to measure the capacity of a barrel, but as a barrel is never full would like to know how to estimate the shrinkage.

The gauge stick or rule has two scales one for measuring the capacity and one for measuring shrinkage. I would like to know how to apply the latter.

The place where I bought it could only instruct me as to the former. I remain

Yours truly,

U. R. ACKLEY,

Cor. New and Trenton avenues

The contents of a barrel of molasses or vinegar are measured by what is called an outage rod. It is practically a square staff, usually bearing on one side figures for measuring the contents of a forty-eight gallon barrel, or another figure for measuring the contents of a fifty-two gallon barrel, and so on. The rod is introduced into the top of the barrel and carried down until it just touches the surface of the liquid. The figure on the rod which corresponds with the height of the liquid represents the volume of contents.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50¢ per issue.

WANTED.

NTED.—Party with \$3,000 to take stock manufacturing concern and manage wholesale grocery department. Good open for competent man. Address, Box 219, Dixon, Ga. 20

NTED.—Traveler wanted to carry side well-known Swiss milk chocolate. General commission. Apply, Grip, P. O. 834, Montreal, Canada. 19

NTED.—Grocery and specialty sales, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 19

NTED.—A young man as partner with experience in the grocery business, to sell and deliver. Little money required. Advertiser will furnish half. This is an chance for a man willing to work, as there is no rent to pay. Will be sure of success. If interested, address J. K. F., "Grocery World and General Merchant," Philadelphia, Pa. 19

NTED.—Large Swiss chocolate manufacturer wishes to correspond with wholesalers in position to introduce his goods. Apply, Confectionery, P. O. Box 834, Montreal, Canada. 19

FOR SALE.

R SALE.—General store and produce business in Lancaster Co., Pa. An exceptionally clean proposition. Size of store, 160. Doing \$30,000 yearly, all cash business. Carries about \$9,000 stock. Will take fixtures for \$400; stock at inventory. 10 a year rent. Reason for selling is on account of death in the family. F. E. Brown & Son, Bart, Pa. 21

R SALE.—Stock and fixtures of a general hardware, grocery, liquor and meat store—four departments. Everything new, old stock destroyed in fire loss, December, 1907. Good opportunity for young man. Not much cash required from right parties. Address, or call personally, D. W. Hinch, Wilmington, Del. 20

R SALE.—Stock and fixtures of a first-class grocery in Honesdale, Pa. Purchaser to buy property of owner, now in possession, at a sacrifice. This stand will bear the closest inspection. Situated on the main street, an old established business, and an excellent opportunity for the right party. Reason for selling, owner retiring. John Skelly, 530 Main St., Honesdale, Pa. 20

R SALE.—Will sell for owner the finest real property in Chester Co. Three stories, 160, 40 x 80, electricity, steam heat. Population, 1,400. On P. B. & W. R. R. Live in can do \$40,000 to \$50,000. Owner retired. Easy terms. Splendid proposition. Write for particulars. John H. Bachbar, Lancaster, Pa. 19

R SALE.—In Reading, Pa., grocery store in best residential part of city, doing fine cash business. This store has the most desirable location connected of any grocery store in Reading. Must be seen to be appreciated. Stock at inventory. Store and dwelling, 1000. Address E, "Grocery World and General Merchant," Philadelphia. 19

R SALE.—Cold storage eggs in carload lots, also potatoes, apples, Lebanon logna, hay, corn on the ear, etc. D. K. Phillips, Shoemakersville, Pa. 19

R SALE.—A Kitson Light for inside use; 1,500 candle power; complete in every detail. Never been in use. Will sell cheap. Geo. P. Ogden, 203 Sinnickson St., New York, N. J. 19

R SALE.—The large display printed posters that have made Philadelphia cut ice grocers and butchers successful and ensure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 Broad Street, Philadelphia. 19



MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. 19

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$700. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$125 weekly, half cash. Stock, \$900. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,400 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$400 weekly, two-thirds cash. Stock \$600. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 409.—In South Philadelphia. Groceries, meats and provisions. Store, 16 x 30 feet, with back room 16 x 12. Does \$400 weekly, all cash. Stock, only \$500. Push cart delivery. Clean, net profits, 15 per cent. Fixed charges low. Dwelling connected. Owner very ill and is ordered to retire by physicians. Full investigation. Established 14 years. Fixtures about \$600. Stock at inventory.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,500-\$2,000. Could be reduced to \$1,200. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years

and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$500. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$200, stock at inventory. Take about \$700. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20, with back room 16 x 14. Store established only about a year ago and does \$80 per week, all cash. Stock \$300. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$400.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 428.—In West Philadelphia. Grocery store, 17 x 40 feet. Does \$15,000 to \$17,000, two-thirds cash; balance all good trade. Stock \$800 to \$900. No team. Good dwelling. Actual net profits 17 per cent., as expenses are low. Real estate for sale or rent, as desired. Owner's wife don't like the business, which is the only reason for retiring. Will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

No. 436.—On Germantown Ave., Philadelphia. Grocery and provisions. Store 25 x 60 feet. Does \$10,000 yearly, half cash. Stock carried, \$10,000; but can be reduced one-half. Caters to fine, high class trade, used to paying high prices. Net profits, 20 per cent. Uses three horses and five wagons. Business solid, prosperous and very profitable, but owner wishes to retire. Real estate for sale or rent. Price, inventory.

No. 439.—In West Philadelphia. Groceries, meats and provisions. Store 20 x 30 feet. Does \$550 to \$600 per week, three-quarters cash, balance weekly credit. Stock, \$400. Net profits, 10 per cent. Good dwelling connected. Owner has other business and will sell fixtures at \$1,200, including \$375 cash register and team. Stock at inventory.

No. 443.—In West Philadelphia. Meats and provisions. Size, 15 x 30 feet. Does

\$11,000 yearly, three-quarters cash. As stock is turned rapidly, stock of only \$200 is carried. No team. Business very profitable, earns 18 per cent. net. Fixed charges very small. Owner changing business and will sell at inventory. Take around \$600.

No. 445.—On busy part of Ridge Avenue, Philadelphia. Meat and green goods. Store, 20 x 40 feet. Does \$175 weekly, all cash. No delivery. Business thoroughly profitable, netting 20 per cent. over all expenses, which are low. Owner has other interests which claim his time. Price, \$200 for fixtures; stock at inventory.

No. 446.—In North Philadelphia. Meats and produce. Store, 20 x 60 feet. Does \$350 weekly, all cash. Stock averages only \$175. No team. Business makes 20 per cent. on business done above all expenses. Rent, \$30. Two men and boy. Owner hasn't time to attend. Price, \$400 for fixtures, stock at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PROSPEROUS CANDY MANUFACTORY AND RETAIL BUSINESS FOR SALE.

We offer a clean, prosperous candy manufacturing, wholesale and retail, business in city of 100,000, within forty-five minutes from Philadelphia. Retail store, 25 x 40 feet; manufacturing building, 58 x 72 feet. Has averaged \$35,000 yearly for the last three years. Retail trade, cash; wholesale, good credit trade. Stock carried in all branches, \$2,000 to \$2,500. The manufacturing business is mostly of penny goods which are sold and delivered by four teams, which cover a radius of fifteen miles. Manufacturing business is 1000 boxes behind in orders and is in a thoroughly active and prosperous condition. Netted \$3,000-\$3,500 last year. On account of family reasons and sickness owners must go back to family homestead and farm. To make quick sale, only \$3,500 is asked for all fixtures, including teams, store and manufacturing fixtures, and complete manufacturing outfit. Stock at inventory, but can be largely reduced. It is very likely that somewhat under \$5,000 could buy this business. Very fullest investigation.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FOR RENT.

FOR RENT.—Four-story building, 11 S. Water Street, Philadelphia. Artificial refrigeration in basement. Apply to John J. MacDonald, 13 S. Water Street, Phila. 19

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. November 9, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.40 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 8 hands, packed 3 in crate.....	.85 per bunch
Selected, 7 hands, packed 1 in crate.....	.80 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.15 per bunch
Selected, 8 hands.....	.75 per bunch
Selected, 7 hands .....	.60 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA AND MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50
Extra Fancy Messina, 360 size, per box.....	3.50 to 4.00
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	
Extra Fancy, 300 size, per box.....	5.00
Extra Fancy, 360 size, per box.....	4.85 to 5.00
Choice, 300 size, per box.....	4.25
Choice, 360 size, per box.....	4.00

FANCY FLORIDA ORANGES

Fancy Brights, 96 to box.....	\$2.25
Fancy Brights, 126 to box.....	2.75
Fancy Brights, 150-176 to box.....	2.75
Fancy Brights, 200-216 to box.....	2.75
Fancy Brights, 250-288 to box.....	2.50

Golden Russetts, 96 to box.....	\$2.25
Golden Russetts, 126 to box.....	2.75
Golden Russetts, 150-176 to box.....	2.75
Golden Russetts, 200-216 to box	2.75
Golden Russetts, 250-288 to box.....	2.25

FANCY ALMERIA GRAPES.

Extra Fancy, barrels, weight 65-66.....	\$5.50 to \$6.00
Extra Fancy, half barrels, weight 38.....	3.00
Fancy, barrels, weight 64-66.....	5.00
Extra Choice, barrels, weight 63.....	4.50
Choice, barrels, weight 63.....	4.00

FANCY FLORIDA GRAPEFRUIT

Fancy Bright, 36 size.....	\$3.00
Fancy Bright, 46 size.....	3.50
Fancy Bright, 54 size.....	3.75
Fancy Bright, 64 size.....	3.75
Fancy Bright, 80 size.....	3.50
Fancy Bright, 90 size.....	2.75
Golden Russetts, 36 size.....	2.25
Golden Russetts, 46 size.....	2.75
Golden Russetts, 54 size.....	3.00
Golden Russetts, 64 size.....	3.00
Golden Russetts, 80 size.....	2.75
Golden Russetts, 90 size.....	2.50

NEW JERSEY SWEET POTATOES.

Fancy Primes, per barrel.....	\$3.75 to \$4.00
Choice Primes, per barrel.....	3.50
Large Medium, per barrel.....	2.50 to 2.75
Choice Medium, per barrel.....	2.25

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCKTON, OHIO

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.

ked in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
' Java.....	.26
' Java .....	.24
' Java .....	.24
Java and Mocha Blend.....	.24
Java and Mocha Blend.....	.22
' Mocha.....	.24
' Mocha.....	.22
' Mocha.....	.20
Guaya (Washed Caracas).....	.18
' Maracaibo.....	.18
' Maracaibo.....	.17
' Santos.....	.16
' Santos.....	.15
' Santos.....	.14
' berry Santos.....	.14
' Rio.....	.12
1 Rio.....	.11
2 Rio.....	.09
ton Special Mocha and Java, 1 lb. cans	.27
ton Perfection, 1 lb. cans.....	.20
tleShip, 1 lb. packages, any quantity...	.15
' Cabin, 1 lb. packages, 100 to case.....	.14
' Buckle's, 100 lbs. to case	
ing Bee, 100 lbs. to case.....	15.00
ing Day, 100 lbs. to case.....	per case

LAUNDRY SOAP

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz.....	2.10
Clover Leaf, ¼ lb., flat, 4 doz.....	
Sockeye, 1 lb., flat, 4 doz.....	2.10
Seward, 1 lb., tall, 4 doz.....	1.45
Jockey, 1 lb., tall, 4 doz.....	1.50
Buster Pink, 1 lb., tall, 4 doz.....	1.03
Arctic Belle, 1 lb., tall, 4 doz.....	.95
Argo, 1 lb., tall, 4 doz.....	1.50
Sockeye, ¼ lb., flat, 4 doz.....	
Iceberg, 1 lb. tall, 4 doz.....	1.45
Hawkeye, ¼ lb., flat, 4 doz.....	1.00
Lobsters—	
Gold Label, picnic size, 4 doz.....	
Beaver, 1 lb., flat, 4 doz.....	
Star, ¼ lb., 8 doz. in case.....	1.50
Star, ½ lb., flat, 4 doz.....	2.45
Gold Label, ¼ lb., flat, 8 doz.....	
Beaver, ¼ lb., flat, 8 doz.....	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.....	1.10
Herring Roe—	
Old Virginia 2s, 2 doz.....	1.50
Mackerel—	
Mackerel in sance, oval.....	
Oysters—	
Standard, 5 oz., 2 doz.....	.90
Sardines in Oil—	per case.
¼ oil, 100.....	
Gold Label, ¼ oil, 100 cans.....	6.50
Standard, ¼ oil, 100.....	3.50
¼ lb., oil, with key, 100.....	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans.....	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans.....	6.50
Standard, 100 cans.....	3.65
Leon D'or Brand, 100 cans.....	4.50
¾ Mustard Sardines—	
Gold Label, 50 cans.....	4.50
¾ Mustard, 50 cans.....	2.95
Harbor Brand, 48 cans.....	3.75
Imported Sardines—	
¼ Oil, Martell Brand, 100 cans.....	16.00
¼ Oil, Marie Elizabeth, boneless, 100 cans.....	
¼ Oil Imported—	
Martell, 100 cans.....	
North Cape, Smoked, 100 cans.....	8.50
Grisetta, with key, 100 cans.....	9.50
King Oscar, 100 cans.....	

Apples, 3s, 2 doz.....	80.
Blackberries, 2s, 2 doz.....	75
Blueberries, 2s, 2 doz.....	95
Cherries, 2s, 2 doz.....	81
Gooseberries, 2s, 2 doz.....	1.00
Pie Peaches, 3s, 2 doz.....	91
Pears, 3s, 2 doz.....	95
Sliced Pineapples, 2s, 2 doz.....	1.25
Singapore Pineapples, 1½s, chunks, 4 doz.....	1.25
Singapore Pineapples, 10c. chunks, 4 doz. in case.....	95
Grated Pie Pineapples, James, 3s, 2 doz. ...	90
Raspberries, 2s, 2 doz.....	
Strawberries, 2s, 2 doz.....	95
Standard Peaches, Sunset 8s, 2 doz.....	1.90
California Apricots, 2 doz.....	1.90
California Cherries, 2 doz.....	2.60
California Peaches, 2½s, 2 doz.....	2.35
Wheeler Peaches, 3s, 2 doz.....	1.25
Sliced California Peaches, 1s, 4 doz.....	1.85

Fine Table, Large Sack.....	.90
Kiln Dried.....	1.00
Fine Table, bushel sacks.....	.35
Fine Table, $\frac{1}{2}$ bushel sacks.....	.22
Ground Alum, 140.....	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl.....	2.60
Fine Dairy, 3s, 100 to bbl.....	2.58
Fine Dairy, 4s, 70 to bbl.....	2.35
Fine Dairy, 5s, 60 to bbl.....	2.40
Fine Dairy, 8s, 35 to bbl.....	2.18
Fine Dairy, 10s, 28 to bbl.....	2.15
Worcester, $2\frac{1}{2}$ s, 115 to bbl.....	4.00
Worcester, 5s, 60 to bbl.....	4.00
Worcester, 10s, 30 to bbl.....	3.75

	Per gal
St. Clair, N. O.....	.39
Kingsland, N. O.....	.30
Julian F. Bradshaw's Molasses, No. 44.....	.33
Cheapside Molasses.....	.28
Black Strap Molasses.....	.18
Gilt Edge Syrup.....	.32
Gold Medal.....	.32
King Syrup.....	.32
Orange Brand Syrup.....	.33
Orange Brand, 2½s cans, 2 doz.....	2.40
No. 6 Amber Syrup.....	.30
California Amber Drips, 2s cans, 2 doz....	1.90
California Amber Drips, 2½s cans.....	2.20
California Amber Drips, 3s cans, 2 doz.....	2.50
California Amber Drips, ¼ gal. cans, 1 doz.	2.20
Calvert Brand Pure Porto Rico.....	.22

Baby, 1 doz. glass jars.....	1.90
Challenge, 4 doz.....	3.85
Eagle, 4 doz.....	6.25
Magnolia, 4 doz.....	4.00
Red Cross, 4 doz.....	4.15
Star, 4 doz.....	4.20
Dime Brand, 4 doz.....	3.60
Lion, 4 doz.....	4.25
Premium, 4 doz.....	3.75
Hires' Silver, 4 doz.....	4.00
Square, 4 doz.....	

Gold, double size can, 4 doz.....	3.75
St. Charles, 4 doz.....	3.90
Our Pet, large size, 4 doz.....	3.10
Our Pet, baby size, 6 doz.....	2.65
Peerless, small size, 4 doz.....	1.80
Peerless large size, 4 doz.....	3.20
Columbia, 4 doz.....	3.10
Silver Owl, 6 doz.....	
Van Camps, 4 doz. in cans..... per can	3.85

Blue Hen, 200s, 1 gross.....	1.60
Coast, 5 gross.....	.85
Globe, 100s, 5 gross.....	.95
Doric, 1 gross.....	.95
Home Safety, 65s, 5 gross.....	.45
Vulcan Safety, 50 gross.....	.50
Bird's Eye, 500s, 100 packs.....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box.....	1.10
Search Light, 100s, 5 gross.....	1.00
Search Light, 600s, 1 gross.....	4.50
Fast Mail, 100s, 1 gross.....	1.00
Bull's Eye, 5 gross.....	1.00
Little Star, 40s, 5 gross.....	.40
Pet, 100s, 5 gross.....	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate	per case 1.75
Black Diamond, 500s, 100 in case.....per case	3.50

Best Head, bbls. or 100 lb. sacks.....	.06¾
No. 2 Head, bbls. or 100 lb. sacks.....	.05½
No. 3 broken, bbls. or 100 lb. sacks.....	.03¾
Japan, 100 lb. sacks04¾
Patna, 100 lb. sacks06¼

	Bars.	Box.
Acorn.....	120	2.45
*Pearl White Floating.....	60	2.40
Ark.....	100	2.00
Babbitt's.....	100	3.75
5 box lots freight paid, with 1½ box		
"1776" or 100 cakes Best Soap free...		4.25
10 box lots freight paid, with 3 boxes		
"1776" or 200 bars Best Soap free....		4.20
Buffalo Oleine.....	60	2.40
Washday.....	120	2.00
*Bee.....	100	3.90
*Big Schooner.....	100	3.75
*Fels-Naptha.....	100	4.00
Hofner's Tiger Borax.....	100	3.75
*Fairy Oval.....	100	4.00
*S. A. Gambrill, Oleine.....	60	2.40
*Globe Oleine.....	60	2.40
*Ivory, 6 oz.....	100	4.00
*Ivory, 10 oz.....	100	7.00
*Kirkman's.....	100	3.85
*Kirk's Oleine.....	60	2.25
*Lenox.....	100	3.00
*Lifebuoy.....	50	2.00
*Fairbank's Tar.....	100	3.75
*Magic Cleaner.....	100	
*Octagon.....	100	3.90
*Philadelphia Oleine.....	60	2.40
*P. & G. Oleine.....	72	3.00
Premium.....	100	3.75
*Santa Claus.....	100	3.15
*Star.....	100	3.00
*Sunlight.....	100	4.00
*Sunshine.....	120	2.45
Star Oleine.....	60	1.75
*Sunny Monday.....	100	4.00
*White Cloud.....	100	3.90
*Wonder Worker.....	100	4.00
Wonder Worker Chips.....	4 doz.	2.08
Lion.....	100	
*Snowberry.....	100	3.90
Best Blue.....	80	3.40
*Hoefner's Ammonia.....	100	3.95
*P. & G. Naptha.....	100	3.85
Duck.....	100	3.85
20 Mule Borax.....	100	
Rib.....	100	1.95
U. S. Mail.....	100	3.00
Hustler.....	120	2.30
Brag.....	66	2.55
Export Borax.....	100	3.40
5 box lots delivered		

	Bags.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	8.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.40
Brown Windsor, Violet, Golf, Turk- ish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb.	per lb.	.08
White Castile, 36 lb.	per lb.	.10
Conti, imported Castile, 36 lb.	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	.40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75
Pearl	60	2.40

	Bars.	Box.
Fairbank's.....	50	1.88
Sapolio.....	3 doz.	2.25
Wrigley's.....	100	3.50
Wrigley's.....	50	1.80
Scourene.....	100	3.50
Lipp's Scourer.....	60	2.25
Sil San.....	50	2.03
Army and Navy Compound.....	4 doz.	1.80
Finola Star Polish.....	100	8.88
Silver Sand.....	per bbl.	2.50
American Sconer.....	100	3.75
Bon Ami, 10c. size.....	3 doz.	2.50
Brooks' Crystal.....	100	3.90
Hoefner's Crystal, with spoons.....	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz.....		3.25

Anis, packed about 170 lbs. to bag.....	per lb.	.14
Bishop's Best Bird Seed, any quantity.....	per doz.	1.20
Bishop's Superior Seed, any quantity.....	per doz.	.90
Bishop's Bird Gravel, any quantity.....	per doz.	.45
Little Fish Bone.....	per lb.	.35
Caraway, about 115 lbs. to bag.....	"	.11
Celery, about 215 lbs. to bag.....	"	.11
Canary, about 240 lbs. to bag.....	"	.04½
Coriander, about 100 lbs. to bag.....	"	.05
Excelsior Bird Seed, 24 pkgs. to case.....	per pkg.	.08
Fennel, about 220 lbs. to sack.....	per lb.	.14
Flax Seed, 100 lbs. to sack.....	"	.05
Flax Seed Meal, 100 lbs. to sack.....	"	.02½
Green Kern, 100 lbs. to sack.....	"	.09
Hemp, 225 lbs. to sack.....	"	.04
Hirsh, about 100 lbs. to sack.....	"	.06½
Millet, about 100 lbs. to sack.....	"	.06½
Moan, about 110 lbs. to sack.....	"	.09
Mustard Seed, 225 lbs. to sack.....	"	.09
Poppy Seed, about 110 lbs. to sack.....	"	.09
Rape Seed, about 250 lbs. to sack.....	"	.05
Sunflower Seed, about 115 lbs. to sack.....	"	.05½

By the full bag will make any of the above seeds
 ½ c. per lb. less.

les—	Per lb.
Evaporated, 50 lb.	.08
Evaporated, 1 lb. packages, 4 doz.	.08½
dried, 50 lbs.	.06
aches—	
Standard, 50 lbs.	.07
Choice, 50 lbs.	.08
Extra Fancy, 25 lbs.	.10
ricots—Evaporated	
Standard, 25 lbs.	.09½
Choice, 25 lbs.	10½
rauts—	
Package, 35	.08½
Bulk, 25 lbs.	
w Figs—	
Box, 10 lbs.	.10
Fats, 1 lb.	per doz.
ron—	
American Brand, 10 lb.	.16
American Brand, 25 lb.	
tes—	
Package, 30 1 lb.	
Stuffed, 1 lb.	per doz.
w Prunes—	
30- 40, 25 lbs.	.09½
40- 50, 25 lbs.	.08½
50- 60, 25 lbs.	.07¾
60- 70, 25 lbs.	.07¾
70- 80, 25 lbs.	.06¾
80- 90, 25 lbs.	.06½
90-100, 25 lbs.	.05¾
00-120, 50 lbs.	
isins—	
Crown, 50 lbs.	.06½
Crown, 50 lbs.	.05¾
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs.	per box
Seedless Sultana, 50 lbs.	1.50
Seeded, 36 1 lb. packages.	.08
Sultana, 36 1 lb. packages.	.08
Sultana, bulk 25 lbs.	.12

York Hand-picked, about 2½ bushel o bag.....	2.50
dy Washington Beans, about 200 lbs. to een Peas.....	2.35
een Peas, dried, about 165 lbs. to sack... ack-Eyed Peas.....	2.30
	Per lb.
ifornia Lima Beans, about 80 lbs. to ack.....	.05½
ported Lima Beans, about 90 lbs. to ack.....	
lit Peas, 210 lbs.....per bbl	7.45
Less quantity.....	.03¾
ntils, about 100 lbs. to sack.....	.05
ntle Marrowfat Peas.....per bu.	2.04
va Beans.....	.04½

We do not handle imported sugar.	
Dominicos, 5 lb. packages.....	7 45
Cut loaf.....	5 90
Powdered.....	5 25
XXXX, powdered.....	5 45
Cubes.....	5 35
Fine Granulated, American.....	4 95
Fine Granulated, 100 lb. sacks.....	4 95
Confectioners' A.....	4 90
No. 1, A.....	4 85
Light Yellow.....	4 40
Fine Granulated, 2 lb. bags.....	5 25
Fine Granulated, 5 lb. bags.....	5 15

NEW YORK PRICE-LIST

NOTE.—Prices are those prevailing on date of issue. Corrected Weekly. Invariably F. O. B., New York.

-1-

MOLASSES.

Porto Rico Molasses—	Per gal.
Fancy, bbls.....	.42 @.45
Choice, bbls.....	.38 @.40
Good, bbls.....	.26 @.30
Fancy, qt. jars.....	per doz. 1.20
New Orleans Molasses—	
Fancy Open Kettle—New Crop.....	.42 @.44
Fancy.....	.38
Choice.....	.36
Prime.....	.29
No. 10, 1/2 doz. in case, in tins.....	Per doz. 4.75
No. 5, 1 doz. in case, in tins.....	" 2.75
No. 3, 2 doz in case, in tins.....	" 1.50
No. 2, 3 doz. in case, in tins.....	" 1.00

PURE SYRUPS.

Gilt Edge Drips, in bbls.....	.33
Robin Hood, in bbls.....	.28
Various Grades, in bbls.....	.18 @.19
Lyle's Golden Drips, 2 lb. tins, 2 doz. in case.....	Per case 1.90

SALT FISH.

Mackerel.

Gross Weights	350	160	77	20
Count (about) to bbl.	200lb.	100lb.	50lb.	8lb.
Bloater, Norway.....	None			
No. 1, Norway.....	None			
No. 2, ".....	None			
No. 3, ".....	325-350	25 00	13.05	6.65
No. 4, ".....	400-450	22 00	11.55	5.90
Fancy Shore				
Bloaters.....	95-105	30.00	15.55	7.90
No. 1, "hores.....	160-175	26.00	13.55	6.90
No. 1, New Cape				
Shores.....	110-115	15.00	8.05	4.15
No. 1, New Cape				
Shores.....	160-170	16.00	8.55	4.40
No. 1, New H'fax.....	160-170	15.00	8.05	4.15
No. 2, New Iri h.....	325-350	17.00	9.05	4.65
No. 2, New Irish.....	350-400	16.00	8.55	4.40
No. 2, New Irish.....	400-450	15.50	8.30	4.28

Boneless Codfish.

	In box.	Per lb.
White Seal, Middles, Finest Georges.....	40 lb.	.12 1/2
Prize Strips, Middles, Finest Georges.....	40 lb.	.09 3/4
Prize Strips, Middles, Finest Georges.....	20 lb.	.10
Satin Middles, Fancy.....	40 lb.	.09 1/2
Brilliant Strips.....	40 lb.	.08 1/2
Brilliant Strips.....	20 lb.	.08 3/4

Herring.

New Medium, Scaled.....	Per box .15 1/2
skinless and Boneless, 10-lb. boxes.....	Per lb. .14
Star Boneless, large tins, 1 doz. in box.....	Per doz. 1.50
Star Boneless, Dime tins, 2 doz. in box.....	Per doz. .90

TEAS.

Oolong (Formosa & Foochow)—	Per lb.
Fair to fancy.....	.18 @.75
Japan—	
Fair to choicest.....	.20 @.45
Basket Fired Japan—	
Fair to choicest.....	.22 @.45
Japan Dust—	
Fair to good.....	.12 @.15
Young Hyson—	
Fair to fine.....	.17 @.50
Hyson—	
Fair to choicest.....	.16 @.35
Gunpowder—	
Fair to choicest.....	.19 @.10
Imperial—	
Fair to choicest.....	.32 @.60
English Breakfast—	
Fair to choicest.....	.17 @.55
Ceylon and India—	
Fair to fine.....	.20 @.55

ROASTED COFFEES.

Sumatra—	Per lb.
Mandehling, fancy.....	.34
Old Government, best.....	.27
" choice.....	.25
" prime.....	.23
" good.....	.23
Mocha—	
Genuine Arabian.....	.26
Windsor Blend.....	.23

-2-

Maracaibo—

Cucuta, best.....	.17
" choice.....	.16
" prime.....	.15
" good.....	.14
Laguayra—	
Caracas, finest.....	.18
" choice.....	.16
Peaberry—	
Santos, fancy.....	.16
" choice.....	.15
" fine.....	.14
Rio, fancy.....	.15 1/2
" choice.....	.14 1/2
" fine.....	.13 1/2
Santos—	
Best.....	.15
Choice.....	.14
Prime.....	.13 1/2
Good.....	.12 1/2
Fair.....	.11 1/2
Rio—	
No. 1, golden.....	.15
No. 2.....	.14
No. 3.....	.13
No. 4.....	.12 1/2
No. 5.....	.12
No. 6.....	.11 1/2
No. 7.....	.11

SPICES.

Whole, bags or bbls—	Per lb.
Allspice.....	.08
Cassia buds.....	.28
Cinnamon, select grade.....	.12
" Batavia.....	.25
" Saigon.....	.50
Cloves, Zanzibar.....	.14
" Amboyna.....	.24
" Penang.....	.30
Ginger, African.....	.10
" Jamaica, bleached.....	.22
Nutmegs, 75@ 80s.....	.25
" 110s.....	.20
Black Pepper, Singapore.....	.09
" shot.....	.10
White Pepper, Singapore.....	.14
Red Peppers.....	.12
Pure Ground, Bbls. and Boxes 4-oz. tin	
Highest Grade— 1/2-bbls. 15-lb. doz. ease	Per lb. Per lb. Per doz.
Allspice.....	.10 .12 .71
Cinnamon.....	.16 .19 .92
Cinnamon, Saigon.....	.60 .62 2.42
Cloves.....	.18 .20 1.00
Ginger, Borneo.....	.14 .16 .82
Ginger, Jamaica.....	.24 .27 1.23
Mace.....	.62 .65 2.48
Mustard.....	.16 .19 .94
Nutmegs.....	.23 .25 1.15
Black Pepper.....	.10 .12 .70
White Pepper.....	.16 .19 .94
Cayenne, Red Pepper.....	.18 .20 1.00
Paprika, Hungarian.....	
Red Pepper.....	.30 .34 1.44
Assorted Spices.....	

CANNED GOODS.

Vegetables.

Asparagus—	Per doz.
Mammoth, white, 2 1/2s, California.....	4.50
Medium, green, 2 1/2s, California.....	3.25
Tips, green, 1s.....	1.85
" white, California, 1s.....	3.75
Beans, Baked—	Plain. Sauce.
Sunbeam, 4 doz. No. 1.....	.70 .80
" 4 " " 2.....	1.10 1.15
" 4 " " 3.....	1.40 1.45
Van Camp, 4 " " 1.....	1.00 1.50
" 4 " " 2.....	1.85 1.85
" 4 " " 3.....	.90 .90
Snider's, 4 " " 1.....	1.40 1.80
" 4 " " 2.....	.65 .70
B. & M., 4 " " 3.....	1.50 1.70
Beans, Lima—	
Royal Scarlet, tiny, 2 doz., No. 1.....	1.10
Sunbeam, small, N. J., No. 2.....	1.50
Valley Field, medium, N. J., No. 2.....	1.00
Our Chef, medium, N. Y., No. 10.....	6.75
Beans, Stringless—	
Royal Scarlet, fancy, No. 2.....	2.10
Robin Hood Refugees, No. 2.....	1.35
Lehigh Valley, N. Y., No. 2.....	1.00
Sunbeam, fancy, No. 2.....	2.00
Acmes, small, Refugees, No. 2.....	1.25
Red Jacket, whole, No. 10.....	4.25
Boyers, string, No. 2.....	.70
Peas—	
Smallest sifted, 2s.....	2.10
Extra sifted, 2s.....	1.60 @1.75
Sifted, 2s.....	1.15 @1.35
Telephone, 2s.....	1.25
Sweet wrinkled, 2s.....	1.40 @1.60
Standard Early June, 2s.....	1.00 @1.10
Soaked, 2s.....	.75 @.80

-3-

Succotash—

Extra fancy Maine, 2s.....	1.40
Fancy Maine, 2s.....	1.10 @1.25
Extra standard, 2s.....	.95 @1.00
Pumpkin—	
Fancy, 3s.....	1.10 @1.20
" gals.....	2.40
Squash—	
Fancy, 3s.....	1.20
Tomatoes—	
5 1/2 in. cans, fancy New Jersey.....	1.60
5 1/2 in. cans, extra standard New Jersey.....	1.40
5 in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95 @1.00
2-lb. cans.....	.75 @.80
Standard New Jersey, gals.....	2.75
Extra standard Maryland, gals.....	2.50
Glass jars, qts.....	2.75
Beets—	
Fancy Strawberry, 3s.....	1.40 @1.60
Cut, 3s.....	1.10 @1.15
Sweet Potatoes, 3s.....	1.15
Sauer Kraut, 3s.....	.95 @1.10
Spinach—	
Standard Maryland, 3s.....	1.15 @1.40
Fancy New Jersey, 3s.....	1.40 @1.65
Gals.....	4.75 @5.00

FRUITS.

California.

Apricots—	Per doz.
Extra, 2 1/2s.....	2.25
" standard, 2 1/2s.....	1.75
Standard, 2 1/2s.....	5.25 @6.25
Gals.....	
Cherries—	
Extra, white, 2 1/2s.....	2.75
" standard, white, 2 1/2s.....	2.40
Standard, white, 2 1/2s.....	2.35
Extra standard, gals.....	7.50 @9.25
Bartlett Pears—	
Extra fancy, 2 1/2s.....	3.25
" 2 1/2s.....	2.40
" standard, 2 1/2s.....	2.40
Standard, 2 1/2s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
" standard, 2 1/2s.....	2.00
Standard, 2 1/2s.....	1.75
Gals.....	5.50 @7.00
Peaches—	
L. C., extra fancy, 2 1/2s.....	3.25
" 2 1/2s.....	2.75
Crawford, extra fancy, 2 1/2s.....	2.75
" standard, 2 1/2s.....	1.85

Eastern.

Pears—	
Fancy New York, 2s.....	1.75
" State, 2 1/2s.....	2.90
Standard, 2s.....	1.50
Pineapples—	
Sliced or grated, 2s.....	2.25 @2.40
" 1s.....	1.10 @1.20
Pie, grated, gals.....	3.00
Singapore, 1 1/2s.....	1.15 @1.25
Plums, egg, 3s.....	
" gage, 3s.....	
Apples—	
Gals.....	2.25
Strawberries—	
Fancy, 2s.....	3.00
Extra, 2s.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard, 2s.....	
Lobster—	
Flat, 1s.....	5.00
" 1/2s.....	2.50 @2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink, 1s.....	1.10
Medium Red.....	1.25 @1.30
Choice Red, 1s.....	1.40 @1.50
Columbia River Chinook Salmon—	
Flat, 1/2s.....	1.25 @1.30
Tall, 1s.....	2.00
Flat, 1s.....	2.20
Oval, 1s, steaks.....	3.00
Sardines—	
Domestic, 1/4s, oil, 100 tins.....	3.35 @6.00
" 3/4s, mustard, 50 tins.....	2.65 @4.25

FISH.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs.....	.14
Smyrna Sultana, choice, 4 crown, 30 lbs.....	

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs.....	.14
Smyrna Sultana, choice, 4 crown, 30 lbs.....	

-4-

Cleaned Sultanias—

Smyrna, fancy, 1-lb. cartons.....	
" choice, 1-lb. cartons.....	
California, 1 lb. cartons.....	
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	
California, 4 crown, 50 lbs.....	
" 3 crown, 50 lbs.....	
" 2 crown, 50 lbs.....	
Figs—	
Baskets, 1 and 2 lbs.....	.15 @
Layers, 2 1/2 in., 10 lbs.....	
2 1/2 in., 12 lbs.....	
2 1/2 in., 12 lbs.....	
2 in., 12 lbs.....	
Currents—	
Fancy, 1-lb. cartons.....	
Cleaned, choice, 1-lb. cartons.....	
Bulk, choice, 50 lbs.....	
Natural, choice.....	
Citron—	
According to quality.....	.14 1/2 @
Lemon Peel—	
According to quality.....	.11 1/2 @
Orange Peel—	
According to quality.....	.11 1/2 @
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	
Persian Dates—	
60 lbs.....	
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30.....	
30@40, choice.....	
40@50, ".....	
50@60, ".....	
60@70, ".....	
70@80, ".....	
Choice, 50-lb. box—	
60@70, 80@90.....	
70@80, 90@100.....	
Fancy, 25-lb. boxes—	
40@50.....	
50@60.....	
60@70.....	
70@80.....	
Oregon, 25-lb. boxes—	
30@40.....	
40@50.....	
Apples—	
Fancy, 50 lbs.....	
" 1-lb. cartons.....	
Prime, 50 lbs.....	
Choice, 1-lb. cartons.....	
Peaches—	
Fancy, peeled, 25 lbs.....	
" unpeeled, 25 lbs.....	
Extra choice, Muir.....	
Apricots—	
Royal, extra fancy, 25 lbs.....	
" fancy, 25 lbs.....	
" choice, 25 lbs.....	
Moorpark, fancy, 25 lbs.....	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @
Valencia, 28 lbs.....	
Flot, shelled.....	
In shells—	
California, paper shell, 80 lbs.....	
French Princess.....	
Tarragona, 120 lbs.....	
Hard Shell, 100 lbs.....	
Brazils—	
New, large, 180 lbs.....	
Filberts—	
Turkish.....	
Sicily, 130 lbs.....	
Jumbo, Naples, 110 lbs.....	
Long, Naples, 110 lbs.....	
Pecans—	
Polished, 80 lbs.....	.11 @
Louisiana, paper shell.....	
Walnuts—	
Chili, 1907 crop.....	
Grenoble, 220 lbs.....	
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, 25 lb. boxes.....	
Extra choice, 25-lb. boxes.....	.13 @
Choice, 125-lb. bags.....	.11 @

IMPORTED GROCERIES.

Imported Sardines, 100 in case—	Per case
Reduced, 1/4s, boneless.....	
" 1/4s, with bones.....	7.00 @22.00
French, 1/4s, boneless.....	
" 1/4s, with bones.....	17.00 @22.00
High, 1/4s, boneless.....	24.50 @27.00
1/2s, boneless.....	15.00 @40.00
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00 @20.00
Mushrooms—	
1/2s, according to quality.....	16.00 @35.00
3/4s, according to quality.....	15.00 @20.00
String Beans—	
According to quality.....	12.00 @17.00
Lima Beans—	
According to quality.....	18.00 @20.00
Brussels Sprouts.....	12.00 @16.00
French Macaroni, cartons, 25 lbs.....	.08 @

CORRECTED WEEKLY.

ADVANCES.

DECLINES.

ADDITIONS.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

Column.		Column.		Column.	
ter.....	6	Sugar.....	1	Marrow Beans.....	60 lbs.
gs.....	16	Provisions.....	24	Medium Beans.....	60 "
ese.....	16	Lard.....	24	Pea Beans.....	60 "
ltry.....	25			Red Kidney Beans.....	58 "
				Hominy.....	56 "
				Pease.....	60 "
				Barley.....	48 "
				Potatoes.....	56 "
				Flaxseed.....	58 "
				Onions.....	55 "
				Shellbarks.....	48 "

[illegible]

SUGAR.

SUGAR.

fectioners' Lozenge, XXXX	5.20
" Powdered	5.10
" Crown A	5.50
" Crystal A	5.15
" Coarse Granulated	5.40
le Tablets	6.45
stal Dominoes	7.47
Loaf	5.93
ent Cubes	5.25
dered	5.10
ra Fine Granulated	5.00
rse Granulated	5.00
nulated	5.00
:Granulated	5.00
" in 50-lb. bags packed 2 in 100-lb. bag	5.05
" in 25-lb. bags packed 4 in 100-lb. bag	5.05
" in 10-lb. bags packed 10 in 100-lb. bag	5.15
" in 5-lb. bags packed in bbls	5.20
" in 5-lb. bags packed in 100-lb. bags	5.20
" in 2-lb. bags packed in bbls	5.30
" in 2-lb. bags packed in 100-lb. bags	5.30
" in 2-lb. cartons in cases	5.20
" in 2-lb. paper packages in cases	5.20
fectioners' A	4.85
Keystone A	4.80
American A	4.75
Centennial A	4.75
California A	4.65
Franklin B	4.60
Keystone B	4.55
American B	4.50
Centennial B	4.45
California B	4.40
Franklin Extra C	4.35
Keystone Extra C	4.30
American Extra C	4.25
Centennial Extra C	4.20
California Extra C	
Franklin C	
Keystone C	

TEA.

		Per lb.
uns—Basket-fired	20	@ 35
uns—Pan-fired—Common to fair.....	20	@ 23
ne	20	@ 23
ricest.....	24	@ 28
.....	30	@ 28
mosa—Superior to Fine.....	18	@ 30
oice to Extra	22	@ 35
ricest.....	40	@ 50
snow—Common, cargo.....	14	@ 16
ood, medium.....	17	@ 22
uperior.....	23	@ 28
ne.....	30	@ 35
ne.....	30	@ 35
ricest.....	40	@ 40

—2—

GUNPOWDER—Choice to Extra.....	29	@	35
Choice.....	40	@	45
MOYUNE—Good.....	27	@	30
Fine.....	35	@	40
Choice.....	45	@	50
Choice.....	40	@	55
IMPERIAL—Superior to fine.....	15	@	20
Choice to Extra.....	22	@	25
Choice.....	30	@	35
YOUNG HYSON—Superior to fine.....	14	@	20
Choice to Extra.....	28	@	30
Choice.....	35	@	40
INDIA—Common to Fine.....	15	@	38
CEYLON—Common to Fine.....	18	@	40
ENGLISH BREAKFAST—Fair to Good.....	14	@	27
Choice to Extra.....	18	@	28
Choice.....	30	@	40

PACKAGE TEAS.

Lipton's Teas—		Per lb	
	In ½ & lb.	In ¼ lb	
Ceylon and India, No. 1.....	.45	.47	
Ceylon and India, No. 2.....	.40	.42	
Ceylon and India, No. 3. ....	.35	.37	
Black and Green, No. 1.....	.45		
Black and Green, No. 2.....	.40		
English Breakfast, No. 1.....	.45		
English Breakfast, No. 2.....	.40		
Formosa Oolong, No. 1.....	.45		
Formosa Oolong, No. 2.....	.40		

Counter box 30 ten cent tins, only packed
in No. 1 quality, \$2.00

Tetley's Tea—		Per lb.
$\frac{1}{4}$ lb. or $\frac{1}{2}$ lb. in lead or tin, 25 lbs. in case.		
No. 2, Green Label, India and Ceylon.....		.45
No. 1, Buff Label, India and Ceylon.....		.60
Ex. Gold, India and Ceylon.....		.75
Mixed (Green and Black), same prices as above.		

Formosa and Oolong, same prices as above.		½-lb. tins, per lb.
India and Ceylon, Sun-Flower.....		.50
Mixed (Green and Black), Sun-Flower.....		.50
Formosa and Oolong, Sun-Flower.....		.50
Sun-Flower, roc. sample size, 36 in carton, all three grades.....	per doz.	.90
Caricol Blend, Martindale & Co. :—		Per lb.
5-lb. Silver Sacks.....		.22
1-lb. Silver Sacks.....		22½
½-lb. Silver Sacks.....		.23
¼-lb. Silver Sacks.....		.23½
⅛-lb. Silver Sacks.....		.25
Spring Garden Tea—		
100 lb. barrels.....	per lb. net	.18
5 lb. silver bags.....	" "	.19
1 lb. silver bags.....	" "	.19½
½ lb. silver bags.....	" "	.20
¼ lb. silver bags.....	" "	.21
Packed in cases containing 200 pounds.		

-3-

McCormick & Co., Banquet brand, Ceylon, Blended, etc.—		Per lb.
1-lb. canisters, 8-lb. boxes.....		.45
$\frac{1}{2}$ -lb. " " 12-lb. " ".....		.45
$\frac{1}{4}$ -lb. " " 10 lb. " ".....		.45
Trial " " 10-lb. " ".....		.50
McCormick & Co., Bee brand—		Per lb.
1-lb. lithographed cans, 20-lb. boxes.....		.51
$\frac{1}{2}$ -lb. " " 10-lb. " ".....		.55
$\frac{1}{4}$ -lb. " " 10 and 20 lb. bxs..		.57
Travellers pocket canister, 4 doz....	per doz.	.80

AMMONIA.

	Per doz.
Purple Ribbon, 16 oz., 2 doz. boxes.....	.90
Purple Ribbon, quarts, 1 doz. boxes.....	1.50
Purple Ribbon, ½ gals. ½ doz. boxes.....	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75
Colburn's Autumn, botel size, 1 doz. boxes....	.90
Violet, plnts, 2 doz.....	.90

AXLE GREASE.

Frazer's, 15 lb. pails.....		.80
Frazer's, boxes, ¼ gross.....	per gross	9.25
Mica, ¼ gross.....	per gross	8.40
Peerless, ¼ gross.....	per gross	4.50
Paragon, ¼ gross.....	per gross	5.50

BAKING POWDER.

Sea Foam Baking Powder—	
$\frac{1}{4}$ lb., 4 doz. in case.....	95
$\frac{1}{2}$ lb., 2 doz. in case.....	1 70
1 lb., 1 doz. in case.....	3 40
Davis' O. K., $\frac{1}{4}$ -lb., 4 doz.....per doz.	.45
Davis' O. K., $\frac{1}{2}$ -lb., 3 doz.....per doz.	.90
Davis' O. K., 1-lb., 2 doz.....per doz.	1 65
Davis' O. K., 5-lb., $\frac{1}{2}$ doz.....per doz.	7 20
Cleveland's, 10-c. size, 4 doz.....per doz.	.84
Cleveland's $\frac{1}{4}$ -lb., 4 doz.....per doz.	1 23
Cleveland's, $\frac{1}{2}$ -lb., 2 doz.....per doz.	2 28
Leslie's, $\frac{1}{4}$ -lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, $\frac{1}{2}$ -lb. cans, 2 dz. cases.....	.90
Leslie's 1-lb. cans, 1 doz. cases.....	1 65
Leslie's, 5-lb. cans, 6 cans in case.....per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.....	.45
Parrot and Monkey, 4 doz.....	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.....	.82 $\frac{1}{2}$
6 oz. glass, 2 doz.....	1 07 $\frac{1}{2}$
6 oz. glass, 4 doz.....	1 04
6 oz. glass, 6 doz.....	1 03
6 oz., 1 gross, in bbl.....per gross,	22 25

—A—

Rumford Baking Powder:—

Alumina Baking Powder :—	
sc.-tins, 4 doz.....	per doz. .45
roc.-can, 2 doz. in box.....	per doz. .90
½-lb. cans, 2 doz in case.....	per doz. 1.25
1-lb. cans, 1 doz. in case.....	per doz. 2.50
Royal, roc. size, 4 doz.....	.86
“ ¼ lb., 4 doz.....	1.30
“ ½ “ 2 “.....	2.40
“ 1 “ 1 “.....	4.65

BLACKING—Shoe.

Shinola.....	per doz. .75
Shinola, ½ gross in box.....	per gross 8.50
Blackola, 1 doz, 10 cent size.....	.60
Blackola, 3 doz, 10 cent size	per gross 6.90
Blackola, 3 doz., 5 cent size.....	per gross 4.25
Mason's No. 1, ¼ gross.....	.22
“ “ 2, “.....	2.60
“ “ 3, “.....	2.85
“ “ 4, “.....	4.55
“ “ 5, “.....	7.50
T. M. French.....	per doz. 1.00

BLACKING—Shoe.

Shinola.....	per doz.	.75
Shinola, ½ gross in box.....	per gross	8.50
Blackola, 1 doz., 10 cent size.....		.60
Blackola, 3 doz., 10 cent size.....	per gross	6.90
Blackola, 3 doz., 5 cent size.....	per gross	4.25
Mason's No. 1, ¼ gross.....		2.22
“ “ 2, “.....		2.60
“ “ 3, “.....		2.85
“ “ 4, “.....		4.55
“ “ 5, “.....		7.50
T. M. French.....	per doz.	1.00

SHOE DRESSING.

Mason's.....	.78
Acme, 1 doz.....	1.15
Bixby's Royal Polish, 1 doz.....	.78
Bixby Jet Oil Polish.....	.80
Brown's Shoe Dressing, 1 doz.....	.80
Brown's, Army and Navy, 1 doz.....	.80
Boyer's French Dressing.....	.65
" Oil Polish.....	.75
Admiral Russet Combination.....	.70
Admiral Shoe Dressing.....	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black.....	2.00
Boston Waterproof, black.....	2.00
Boston Jr. Waterproof, black, 10-cent size...	.85
Elite Combination, Baby, black.....	.85
Elite Combination, large, black.....	2.00
Superb Patent Leather Paste, large.....	.75
Champion, black, friction polish.....	2.00
Champion Jr., black, friction polish.....	.85
French Gloss, black, self-polishing.....	.75
Royal Gloss, black, self-polishing.....	.75
Dandy Combination, russet.....	2.00
Star Combination, russet.....	.75
Dandy Russet Paste, large.....	.75
Bossola Waterproof Paste Polish, large.....	.75
Bossola Waterproof Paste Polish, small.....	.35
Quick White, cleans dirty canvas shoes.....	.65
Quick White, cleans dirty canvas shoes.....	2.00
Oil Paste black, never dries up, large tin.....	.75

-5-

GREEN COFFEE.

	Per lb.
Rio, Golden, fancy.....	.09 @.09 1/2
" prime.....	@.08
" choice.....	@.07 1/2
Santos, Peaberry, extra fancy.....	.10 @.10 1/2
" fancy.....	@.10 1/2
" choice.....	@.09 1/2
Maracaibo, strictly fancy, mild.....	.12 @.12 1/2
" choice.....	@.11 1/2
Washed Caracas, fancy.....	.14 @.14 1/2
Laguayra, fancy.....	@.11 1/4
Java, extra fancy Old Government.....	.20 1/2 @.21
" extra fancy.....	@.20
" fancy.....	@.19 1/2
Mocha, 1/2 and 1/4 bales, genuine, finest.....	@.19
" Seed, Santos, fancy.....	@.10 3/4
" choice.....	@.10 1/4

ROASTED COFFEE IN BULK.

Rio, Golden, extra ancy.....	@.12
" Prime.....	@.10
" Choice.....	@.09 1/2
" No. 2, bags about 50 lbs.....	@.08 1/2
Santos, Peaberry, extra fancy.....	@.16
" extra fancy.....	@.13
" fancy.....	@.12 1/2
" choice.....	@.12
Laguayra, fancy.....	@.14
Maracaibo, choice.....	@.14 1/2
" fancy.....	@.15
" extra fancy.....	@.15 1/2
Java, extra fancy Old Government.....	@.25 1/2
" fancy.....	@.24 1/2
Mocha, finest.....	@.23 1/2
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
" 2.....	.20
" 3.....	.17
" 4.....	.14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.		
New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa.....	15 3/4	15 3/8
Arbuckle's Seven Day.....	10 1/4	10 3/8
Lion.....	13 3/8	13 1/4
B. Fischer & Co.—		
Hotel Astor Coffee, 1-lb. tins.....	.26	
Thos. Martindale & Co.—		
Saludo, lbs.....	.20	
" 50-lb. tins.....	.19	
" barrels.....	.18	
Viv, lbs.....	.16	
" 50-lb. tins.....	.15	
" barrels.....	.14	
Ground or pulverized without extra charge.		
Lipton's—		
Special.....	.26	
Perfection.....	.20	
Packed in 30 and 60-lb. cases.		
German-American Coffee Co.—		
Triunfo, 24 2 lb. cans.....	.29	
" 48 1-lb. cans.....	.29 1/2	
Trinidad, 60 or 100 1-lb. cartons.....	.26	
"G-A" Blend, 20 3-lb. cans.....	.24	
La Cruzada, 60 or 100 1-lb. cartons.....	.21 1/2	
Iowa, 60 or 100 1 and 2-lb. cartons.....	.18 1/2	
Tumbala, 60 or 100 1-lb. cartons.....	.16 1/2	
Quezal (after-dinner), 12, 24 or 48 1/2-lb. cans per 1/2 lb.....	.35	

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr"—	
50 tins in box.....	per box 3.90
12 tins in box.....	per carton .95
2-lb. tins.....	per doz. 5.75
George Floto's Sons—	
Coffee Essence, 1/2-gross improved cans.....	2.25
" 1/2-gross cans, tin ends.....	2.70
" 1/2-gross cans, all tin.....	2.85
Vienna Coffee Essence, Manilla, 1/2 gross.....	2.25
Package Chicory, 65-lb. cases.....	per lb. .04 1/2
Hummel's Essence, tin can, 1/2 gross, per gross tin ends.....	2.85
" improved.....	2.70
" improved.....	2.15
Chicory, Selig's 65's—	
English, ground, bags about 160 lbs.....	.05 1/4
" Franck's, stick, 65 lbs.....	.06 1/8
" Muller's, Columbus brand, 5 sticks to lb., 65 lbs.....	.04 3/8

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

-6-

Duck, kegs, 12 1/2 lbs.....	4.75
" kegs, 6 1/2 lbs.....	2.65
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
" kegs, 12 1/2 lbs.....	2.65
" kegs, 6 1/2 lbs.....	1.50
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85

BLUING—Dry.

	Per gross
Barlow's, small, 2 doz.....	2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Ball Blue, No. 1, 3 doz.....	2.60
" No. 2, 3 doz.....	4.80
Reckitt's, 5c. and 10c. asst., 8 lbs.....	Per lb. .30

BLUING—Liquid.

	Per gross
Boyer's Bengal, No. 8, 1/4 gross.....	3.85
Army and Navy, No. 8, 3 doz.....	5.10
Crystal, No. 2, 3 doz.....	3.00
Jack Rose, No. 14, 3 doz.....	5.00
Troy, No. 32, bbls., 6 doz. barrel.....	5.50
French Laundry, large, 1/2 gross in barrel.....	2.45

BUTTER.

	Per lb.
Tub Butter—	
Creamery, extra, 60-lb. tubs.....	.31
" first,.....	.30
" second,.....	.29
" third,.....	.28
" imitation, 30-60 lbs.....	.25
" 5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.32
Ladles, 30-60 lbs., bakers' use.....	.21
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.....	.35
B. B., E. D. brands, 20-50-lb. boxes.....	.34
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.33
Sheaf ("400") Elgin, 20-50-lb. boxes.....	.32
Sheaf.....	.28-31
Milken Farm, lbs. and 1/2 lbs.....	.36
Gurnee, lbs. and 1/2 lbs.....	.34
Belle Spring.....	.30

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs.....	.10 1/2
" 16's, 30 lbs.....	.11 1/2
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.08 3/4
Searchlight, hotel, 16's, 30 lbs.....	.09 1/4
Pearless, hotel, 16's, 30 lbs.....	.10 1/4
Bright Light, 16's, 30 lbs.....	per box 2.00
Werk's, 8's, 30 lbs.....	.11
" 16's, 30 lbs.....	.12

JARS AND JAR RUBBERS.

	Gross
Glass Jars.....	
Pints.....	4.15
Quarts.....	4.45
Half-gallons.....	
Jelly Tumblers—	
Barrels, 22 doz.....	per doz. .17
(No charge for barrels.)	
Jar Tops—	
1/2 gross, no rubbers.....	per gross 1.60
Jar Rubbers—	
Lip, wide.....	per gross .85
Acme, wide, 1 doz. cartons, 5 gross box.....	per gross .45
" medium, 1 doz. cartons.....	per gross .40
Reliable, white rubber, wide.....	.26
" medium.....	.26
Black, medium.....	per lb. .25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....	per doz. .25
" Sage.....	.25
" Thyme.....	.25
" Savory.....	.25
Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, 1/2 doz. Thyme, 1/2 doz. Savory.....	per case 1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savory—	
1/8-lb. cartons, 1 doz.....	per doz. .40
1/4-lb. ".....	.75
1/2-lb. ".....	1.25
1/4-lb. screw cap bottles, 2 doz.....	.90
1/4-lb. square cans, 2 doz.....	.85

-7-

CANNED GOODS.

	Per doz.
Tomatoes—	
Mrs. Hancock's, frying.....	1.20
DuBois', frying.....	1.10
Jersey King, No. 3, standard Jersey.....	.92 1/2
" 5-case lots.....	.90
Silver Lake, fancy Jersey.....	1.00
" Jersey, No. 3.....	1.00
Peerless, extra fancy, No. 3.....	.97 1/2
Plantation, No. 10, standard, 1/2 doz.....	2.30
Silver Lake, No. 10, 1 doz.....	2.60
Golden Rule, off standard.....	.77 1/2
Alta, No. 2, good.....	.60
Favorite, No. 10, 1 doz.....	2.40
Brandywine Hill, extra fancy.....	1.05
Bull Dog, extra standard 2s.....	.60
Mrs. Lippincott's, Frying.....	1.25
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake, fancy Jersey.....	1.00
Early Autumn, No. 2.....	.92 1/2
Oxford, Maine packed.....	.87
String Beans—	
Extra fancy.....	1.50
Boyer's, 2s.....	.57 1/2
Acorn, 3s.....	.85
" No. 2.....	.57 1/2
Safe, No. 2.....	.50
White Wax Beans—	
Boyer's, No. 2.....	.60
Acorn, No. 2.....	.57 1/2
Brandywine Hills, No. 2.....	1.10
Winsom, N. Y., No. 10, 1 doz.....	3.60
Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
" No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.87 1/2
" No. 2, sauce.....	.90
Oxford, No. 3.....	1.05
Naragansett, No. 3, tomato sauce.....	1.37 1/2
Van Camp's, No. 1, sauce, 4 doz.....	.87 1/2
" No. 2, sauce, 2 doz.....	1.32 1/2
Moore & Brady, No. 3, plain.....	.85
" No. 3, sauce.....	.90
" No. 1, picnic size, plain.....	.42 1/2
" No. 1, picnic size, sauce.....	.47 1/2
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97 1/2
" No. 3, tomato sauce.....	1.05
" Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 2, sauce.....	.95
" No. 2, plain.....	.90
Snider's, tomato sauce, No. 3, 2 doz.....	1.70
" No. 2, 3 doz.....	1.32 1/2
" No. 1, 4 doz.....	.85
Sunnyside, sauce, No. 3, 2 doz.....	.87 1/2
" plain, No. 3, 3 doz.....	.87 1/2
" sauce, No. 1, 4 doz.....	.47 1/2
Red Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77 1/2
Red Jacket.....	.85
Martin Wagner's, No. 2, 2 doz.....	.72 1/2
Corn—	
Paris, fancy Maine.....	1.00
American Beauty, extra fancy, Shoe Peg.....	.85
Cream of Susquehanna.....	.95
Baker's, G. W., whole grain.....	.75
Shoe Peg, Susquehanna, No. 2.....	.85
" Osborn's.....	.77 1/2
Mark, crushed.....	.70
Rex, No. 2, fancy, whole grain.....	.67 1/2
Vanity, No. 2, whole grain.....	.65
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
" fine, 100 cans.....	11.75
" medium, 100 cans.....	10.25
Boyer's, Midgets.....	1.55
" Extra Sifted.....	1.25
" Sifted.....	1.10
" Early June.....	.95
Jumbo June.....	.90
B. B. F., Early June.....	1.00
Hermit brand, No. 2, soaked.....	.52 1/2
Lotus, Sweet Wrinkle.....	1.22 1/2
Brandywine Hills, extra fancy.....	1.05
Kent County, Sifted.....	.87 1/2
Our Favorite, No. 2.....	.87 1/2
Plantation Standard, Early June, No. 2.....	.82 1/2
Pride of Delaware Standard, No. 2.....	.77 1/2
Wyoming, extra fine, June, No. 2.....	1.25
Beets—	
Red Belle, N. Y., No. 3.....	1.05
Silver Lake, fancy, No. 3.....	.95
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.12 1/2
Poland, No. 2, fancy Maine.....	1.05
Brandywine Hills, extra fancy.....	1.05
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	.95
Farren's, No. 3.....	1.05
" No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Pumpkin—	
Silver Lake, No. 3.....	.72 1/2
Catawba brand, extra fancy, N. Y. State, No. 3.....	.87 1/2
Andrews & Co., No. 2.....	.42 1/2
Silver Lake, No. 10, 1 doz.....	2.35
Asparagus—	
Del Monte Mammoths.....	3.75
Oak, large.....	3.20
Superior, large, No. 2 1/2.....	3.25
Staple, medium, No. 2 1/2.....	3.00
Swan, medium, No. 2 1/2.....	2.90
Del Monte Tips, No. 1 1/2.....	2.60
Extra Tips, No. 1 1/2.....	2.55
El Rio, medium, No. 2 1/2, 2 doz.....	2.80

-8-

California Canned Fruit.

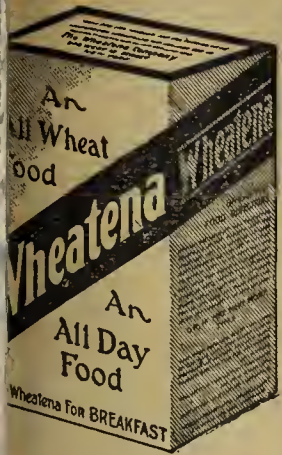
	Per
Apricots—	
Extra quality.....	3.
Extra standard.....	2.
Standard.....	1.
Pears—	
Bartlett, extra quality, 2 1/2s.....	2.
" extra standard, 2 1/2s.....	2.
" standard, 2 1/2s.....	1.
Cherries—	
Extra quality, 2 1/2s.....	2.
Extra standard, 2 1/2s.....	2.
Standard, 2 1/2s.....	2.
Peaches—	
Goddess, No. 2 1/2, ex. standard, lemon cling Tioga, No. 2 1/2, extra standard, lemon cling Agate, No. 2 1/2, standard, lemon cling Lake View, No. 2 1/2, yellow, free Oak, sliced, lemon cling, No. 1, 4 doz.....	1.
Columbus, No. 2 1/2, pie, peeled, yellow, free No. 2 1/2, pie, peeled, lemon, cling.....	1.
Plums	
Egg, extra standard.....	1.
Green Gage, extra standard.....	1.
Egg, standard.....	1.
Gage, standard.....	1.

Domestic Canned Fruit.

Apples	
Wayne Co., No. 10, 1 doz.....	2.
Booth's, oval, No. 3.....	1.
Blackberries—	
Farren's, extra preserved, No. 2.....	1.
Silver Lake, syrup, No. 2.....	1.
Nigger Head, No. 2.....	1.
Spring Garden, No. 2.....	1.
Blueberries—	
Loggies, No. 2.....	1.
" No. 10.....	6.
Cherries—	
Boyer's, No. 2, white, extra.....	1.
Flour City, white, No. 2.....	1.
Peaches—	
Maryland Leader, yellow, No. 3.....	1.
" white.....	1.
P. & B., yellow, No. 3.....	1.
Pears—	
Silver Lake, No. 3.....	1.
Fowling Creek, good, No. 3.....	1.
Ayres Good, No. 3.....	1.
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.
Pride of Rochester, fancy, preserved, No. 2.....	1.
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	2.
Silver Lake, No. 10, 1 doz.....	2.
Strawberries—	
Anchor, No. 2.....	1.
Jumbo, No. 1, 4 doz.....	1.
Silver Lake, No. 2.....	1.
Defence, No. 2.....	1.
Pineapple—	
Acorn, E. & C., No. 2.....	1.
General, E. & C., sliced, No. 2.....	1.
Indian River, E. & C., No. 2.....	1.
Terrapin, E. & C., sliced, No. 2.....	1.
Orange Grove, E. & C., No. 2.....	1.
Singapore Chunks, No. 1 1/2, 4 doz.....	1.
Wallace, E. & C., sliced, No. 2.....	1.
Singapore, cubes, No. 1 1/2, 4 doz.....	1.
Wagner's, No. 1, cocktail, 2 doz.....	1.
P. & B., grated, No. 3.....	1.
James, No. 3, pie, grated.....	1.
Singapore, cubes, No. 1, 4 doz.....	1.
The Paul Taylor Brown Co's	
Singapore Pineapple, extra preserved—	
Chop Tan Hin, 3/8 lb., cubes.....	1.
" 3/8 lb., sliced.....	1.
" 1 1/2 lb., cubes.....	1.
" 1 1/2 lb., chunks.....	1.
" 1 3/4 lb., spiral sliced.....	1.
" 1 3/4 lb., smooth sliced.....	1.

Canned Crabs, Clams, Lobster, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per
Crabs—	
Deviled, No. 1, 4 doz.....	2
" No. 2, 2 doz.....	3
Clams—	
Gold Label, No. 1, 4 doz.....	1
Star, No. 1, 4 doz.....	1
Lobster—	
B. & M., No. 1, flat, 4 doz.....	4
" No. 1/2, flat, 4 doz.....	2
" No. 1, tall, 2 doz.....	4
" No. 3/4, flat, 4 doz.....	3
Star brand, No. 1/2, flat, 4 doz.....	1
" No. 1, tall, 4 doz.....	3
" No. 1/2, flat, 4 doz.....	2
Shrimps—	
Peerless brand (Barataria), new, pickled, No. 1, 2 doz.....	1
Cotton Bale, pickled, No. 1, 2 doz.....	1
Mackerel—	
Pickert's, soused, No. 1, 4 doz.....	1
" No. 2, 2 doz.....	2
" No. 3, 2 doz.....	3
Underwood, soused, No. 1, 50 cans.....	5
" No. 1, 4 doz.....	1
Oysters—	
Boyer's, No. 1, 2 doz.....	.
" No. 2, 2 doz.....	1
M. & B., No. 1, 2 doz.....	.
Stewart's, No. 2, 2 doz.....	1
" No. 1, 2 doz.....	.
Victory, No. 1, 2 doz.....	.
Kipped Herring—	
Maconache's, 2 doz., plain.....	1



WHEN THE NOVELTY WENT

No other breakfast food has anything like the *permanent* success that **WHEATENA** has had. Other foods have sold much more largely—for the time being—but when the novelty wore off the big sales always declined, while **WHEATENA**, being a food and not a novelty, has gone straight on. Its sales to-day are the largest in its history.

The tender kernel of hard winter wheat, roasted by our own process and sterilized. It will sell to the same people year after year.

The Wheatena Company
Rahway, N. J.



The Lindsley Delivery Car

eats only while it's working; its illnesses can always be cured in a few minutes; it can work all day and all night and during that time can do the work of three teams.

The ordinary delivery team is so far behind in the comparison that it's hardly a comparison at all. The Lindsley Car will carry 1500 pounds over thirty miles of rough road on one gallon of gasoline. In all sorts of ways we will prove this if you'll give us a chance.

J. V. LINDSLEY & CO.

Suite 1112 Monadnock Building, Chicago



"EXTON" Crackers Sell!

That's the main point!

They **please**, that's why.

For 61 years they have been "*The Best Known and Known as the Best.*"

Even an Oyster Cracker can be made "the best" as we have proved, and it pays grocers to **sell** "the best" as you can prove.

A. Exton & Company
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"*The Best Known and Known as the Best*"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

-9-

Salmon—	
Gibraltar, Sockeye, No. 1, tall.....	1.95
“ “ “ No. 1/2, flat.....	1.25
Hapgood's, No. 1, tall.....	1.95
“ “ “ No. 1 flat.....	2.05
Porter's Best, extra fancy, Sockeye, No. 1, tall, 4 doz.....	1.70
Humes, Karluk, No. 1, tall, 4 doz.....	1.50
Horseshoe, No. 1.....	1.50
Sweet Clover, pink, No. 1, tall.....	.97 1/2
White Raven, 1/2s.....	.95
Chef, red, No. 1/2, flat, 4 doz.....	.92 1/2
Terrapin, pink, No. 1/2, 4 doz.....	.85

SARDINES—Imported.

Chancellor, 1/4s, key.....	12.50
La Champagne, 1/4s, key.....	17.00
“ “ “ boneless.....	20.00
Tricolore, 1/4s.....	9.00
Martels, 1/4s.....	9.50
“ “ “ 1/2s.....	13.25
Morel, 1/2s, boneless.....	15.00

Domestic.

Mustard—	
Irma, 1/4s, 100 cans.....	3.60
Raven, 1/4s, key, 100 cans.....	3.35
Gold Label, 1/4s, mayonnaise dressing, 100 cans.....	6.40
Gold Label, 1/4s, mayonnaise dressing, 50 cans.....	4.35
Swift & Co., Talisman brand, 48 15-cent cans.....	4.75
Oil—	
Gold Label, 1/4s, oil, 100 cans.....	6.40
Irma, 1/4s, 100 cans.....	3.60
Continental, 1/4s, key, 100 cans.....	3.62 1/2
Owl, 1/4s, key, 100 cans.....	3.62 1/2
Swift & Co., Talisman brand, 100 10-cent cans.....	7.00
Skipper Sardines—	
1/4s, olive oil, key, 100 tins.....	12.00
1/2s, “ “ “ 50 tins.....	12.00
1/4s, tomato sauce, key, 100 tins.....	13.00
1/2s, “ “ “ 50 tins.....	13.00

CANNED MEATS.

Corned Beef.

Armour's—	
Veribest, No. 1, key, 2 doz.....	1.40
“ “ “ No. 2, key, 1 doz.....	2.35
Fairbank's—	
No. 1, key, 2 doz.....	1.45
No. 2, key, 1 doz.....	2.25
No. 6, key, 1 doz.....	7.15
No. 14, key, 1/2 doz.....	8.50
Libby's—	
No. 1, key, 2 doz.....	1.45
No. 2, key, 1 doz.....	2.30

Chipped Beef.

Libby's—	
No. 1/2, 2 doz.....	1.30
No. 1, 2 doz.....	2.20
No. 1/2, glass, 2 doz.....	1.55
No. 1, glass, 2 doz.....	2.50
Beechnut—	
No. 1/2, sliced, glass jars.....	1.70
No. 1, sliced, glass jars.....	2.77 1/2

Sliced Smoked Beef.

Armour's Veribest—	
Shield, in glass, size 1/2.....	1.55
“ “ “ 1.....	2.65
Acme—	
Large tins, 2 doz.....	2.85
Medium tins, 4 doz.....	1.75
“ “ “ 2 doz.....	1.75
Large glass jars, 1 doz.....	2.95
Special jars, 1 doz.....	2.75
Junior jars, 2 doz.....	1.75

Sliced Bacon.

Armour's Veribest—	
Star, in glass, size 1/2.....	1.65
“ “ “ 1.....	2.65
“ “ “ in tin, “ 1/2.....	1.65
“ “ “ “ 1.....	2.65
Beechnut—	
No. 1/2, glass jars.....	1.55
No. 1, glass jars.....	2.50
Acme—	
Large glass, 1 doz.....	2.50
Junior glass, 2 doz.....	1.50

Roast Beef.

Armour's Veribest—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.25
Fairbank's—	
No. 1, 2 doz.....	1.45
No. 2, 1 doz.....	2.37 1/2
Libby's—	
No. 1, 2 doz.....	1.45
No. 2, 1 doz.....	2.30
Kingan's—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.42 1/2

Lunch Tongue.

Armour's Veribest, No. 1, 2 doz.....	2.50
Armour's Veribest, No. 1/2, 2 doz.....	1.50
Fairbank's, No. 1, 2 doz.....	2.15
Libby's, No. 1, 2 doz.....	2.75

-10-

Whole Ox Tongue.

Armour's Veribest—	
Size 1.....	4.85
“ 1 1/2.....	6.00
“ 2.....	7.00
“ 2 1/2.....	8.50
Fairbank's, No. 2, 1 doz.....	7.00
Libby's, No. 2 1/2, 1 doz.....	9.50

Potted or Deviled Meats.

Armour's Veribest—	
No. 1/4, 4 doz.....	.40
No. 1/2, 2 doz.....	.72 1/2
Libby's—	
No. 1/4, 4 doz.....	.44
No. 1/2, 4 doz.....	.80
R. & R.—	
No. 1/4, 4 doz.....	1.15
No. 1/2, 2 doz.....	1.95

Potted Chicken or Turkey.

Armour's Veribest—	
No. 1/4, 4 doz.....	1.60
No. 1/2, 2 doz.....	2.75
Libby's—	
No. 1/4, 4 doz.....	1.40
No. 1/2, 2 doz.....	2.75
R. & R., No. 1/4, 4 doz.....	1.75

Sausage.

Armour's Veribest—	
Vienna style, size 1/2.....	.80
“ “ “ 1.....	1.35
Luncheon, with Tomato Sauce, size 1/2.....	.80

Boned Meats.

Curtice Brothers, “Blue Label”—	
Chicken, No. 1/2.....	2.85
“ “ “ No. 1.....	5.00
Turkey, No. 1/2.....	2.85
“ “ “ No. 1.....	5.00
Whole Rolled Ox Tongue, No. 2.....	11.00
“ “ “ Ham, No. 1 1/2.....	7.50
“ “ “ No. 2 1/2.....	10.00

Deviled Meats.

Curtice Brothers, “Blue Label”—	
No. 5 oz. No. 10 oz.	
Ham.....	1.25 2.15
Tongue.....	1.25 2.15
Chicken.....	1.85 2.90
Turkey.....	1.85 2.90

Potted Meats.

Curtice Brothers, “Blue Label”—	
No. 1/4 Tin. No. 1/2 Tin.	
Ham.....	1.20 2.00
Tongue.....	1.20 2.00
Chicken.....	1.80 2.75
Turkey.....	1.80 2.75

Soups.

Schimmel's, assorted, 1 lb., 4 doz.....	.85
Campbell's—	
Assorted, No. 1, 4 doz.....	.85
Special assortment, 4 doz.....	.87 1/2
Curtice Brothers, “Blue Label”—	
Quarts. Pints. 1/2 Pints.	
Consomme.....	3.15 1.75 1.25
Bouillon.....	3.15 1.75 1.25
Beef.....	3.15 1.75 1.25
Julienne.....	3.15 1.75 1.25
Printanier.....	3.15 1.75 1.25
Vegetable.....	3.15 1.75 1.25
Tomato.....	3.15 1.75 1.25
Ox Tail.....	3.15 1.75 1.25
Mock Turtle.....	3.15 1.75 1.25
Tapioca Crecy.....	3.15 1.75 1.25
Pea.....	3.15 1.75 1.25
Mutton Broth.....	3.15 1.75 1.25
Clam Chowder.....	3.15 1.75 1.25
Clam Broth.....	3.15 1.75 1.25
Chicken Gumbo.....	3.15 1.75 1.25
Mulligatawny.....	3.15 1.75 1.25
Chicken.....	3.15 1.75 1.25
Chicken Broth.....	3.15 1.75 1.25
Green Turtle.....	6.50 3.50 2.00
Terrapin.....	7.25 3.75 2.25

CANDIES AND CONFECTIONERY.

Croft & Allen Co.—	
Extra Mixtures.....	30-lb. pails .08
Cream Jelly Mixtures.....	“ .09 1/2
Elcroflet Mixtures.....	“ .09 1/2
Nobby Mixtures.....	“ .10
Cadella Mixtures.....	“ .12 1/2
Fine French Mixtures.....	“ .13 1/2
French Creams.....	“ .09
American Mixtures.....	“ .08 1/2
Variety Cut Drops.....	“ .08 1/2
Darling Mints.....	“ .08 1/2
Golden Drip Bar.....	15-lb. boxes .10
Sour Balls.....	“ .08 1/2
Pancella Cream Chocolate.....	30-lb. pails .10 1/2
I X L Assorted Chocolate.....	“ .11 1/2
King B Assorted Chocolate.....	“ .12 3/4
No. 1 Fine Assorted Chocolate.....	“ .16 1/2
Nonpareil Drops.....	“ .11 1/2
Chocolate-covered Caramels.....	“ .12

-11-

Dairy Chocolate Chips.....	25-lb. pails .16 1/2
Chocolate Mints.....	30-lb. pails .11 1/2
Honey, B Comb.....	21-lb. pails .17 1/2
Cream Coconut Balls.....	28-lb. pails .10 1/2
Cream Peppermint.....	30-lb. pails .09 1/2
Cream Wintergreen.....	“ .09 1/2
Wellington Caramels.....	25-lb. pails .08
Frozen Milk Caramels.....	30-lb. pails .10 1/2
Soft Jelly Gum Drops.....	“ .07 1/2
Superfine Gum Drops.....	“ .10 1/2
Jelly Beans.....	“ .08
Wintergreen Lozenges.....	“ .09 1/2
Mint Lozenges.....	“ .09 1/2
Assorted Lozenges.....	“ .09 1/2
Conversation Lozenges.....	28 lb. pails .09 1/2
C. & A. Crown Stick.....	30-lb. pails .08 1/2
Pancella Chocolate, 1-lb. boxes, 30-lb. cases.....	.12 1/2
Rock Candy, assorted.....	10-lb. boxes .09 1/2
Penny goods.....	10 boxes in case 4.50

CATSUP.

Beefsteak Catsup, medium.....	Per doz. 2.00
P. P. Co., spiced, No. 32, 5 doz.....	1.15
Waldorf, medium, 12 oz., screw top, 2 doz.....	.92 1/2
Campbell's—	
No. 8, 2 doz.....	.87 1/2
No. 8, Tobasco.....	.87 1/2
Snider's—	
No. 16, 2 doz.....	1.95
No. 8, 1 doz.....	1.20

KETCHUP.

Curtice's “Blue Label” Tomato Ketchup—	Per Case
Small, 25 bottles in case.....	3.00
Medium, 25 bottles in case.....	4.75
Large, 12 bottles in case.....	3.75

CHOCOLATE AND COCOA.

Walter Baker & Co's—	
Premium, 1/2s, 12 to 25 lbs.....	Per lb. .30
Premium, 1/4s, 12 lbs.....	.30
Caracas, sweet, 6 lbs.....	.30
German, sweet, 12 lbs.....	.23
Auto, sweet, 6 lbs.....	.32
Cocoa, 1/4-lb. cans, 12 lbs. in box.....	.34
Cocoa, 1/2-lb. tins, 6 lbs.....	.34
W. H. Baker's—	
Best Cocoa, 1/2-lb. size.....	per lb. .31
“ “ “ 1/2-lb. “.....	.32
Premium Chocolate, 1/2s, 12 lbs.....	.28 1/2
“ “ “ 1/4s, 12 lbs.....	.29 1/2
Best Sweet Chocolate, 1-5s, 6 lbs.....	.19 1/2
“ “ “ 1-5s, 12 lbs.....	.19 1/2
Hershey's—	
Milk, 48 5 cent.....	per box 1.45
Epp's—	
Cocoa, 1/2-lb. tins, 7 lbs.....	.42
Van Houten's—	
Cocoa, 6-lb. boxes, 1-lb. tins.....	per tin .72
“ “ “ 6-lb. boxes, 1/2-lb. tins.....	.37 1/2
“ “ “ 6-lb. boxes, 1/4-lb. tins.....	.19
Huyler's—	
Cocoa, 1/2s, 6-lb.....	.42
“ “ “ 1/4s, 6-lb.....	.44
Hooton Cocoa and Chocolate Co.—	



Cocoa, labeled, 1/2s.....	.36
Cocoa, labeled, 1/4s.....	.38
Premium Chocolate, 1/2s.....	.31
Premium Chocolate, 1/4s.....	.33
Bensdorp's Royal Dutch Cocoa, 12-lb. cases—	
1/4-lb. round cans.....	Per can. Per doz. .19 2.27
1/2-lb. “.....	.30 3.60
1-lb. “.....	.59 7.08
1 1/2-oz. “ 50 cans in case.....	.07
5-lb. “.....	2.75
Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—	
Milk, 6 to 10 lb.....	.45
Queen, 4 to 10 lb.....	.42
Sweet Vanilla, 4 to 10 lb.....	.28
“ “ “ 8 to 10 lb.....	.28
Bloeker's Cocoa Powder—	
1/4-lb. tins, 2 doz. in box.....	per doz. 1.88
1/2-lb. tins, 2 doz. in box.....	“ 3.50
1-lb. tins, 1 doz. in box.....	“ 6.50
5-lb. tins, 1 doz. in case.....	per lb. .52
10-lb. bags, 1 doz. in case.....	“ .50
Runkel's—	
Cocoa.....	per lb. .33
Premium Chocolate.....	“ .30
Vienna Sweet Chocolate, 1/4-lb. pkg.....	.22
Vanilla.....	1/2 lb., 48 to box... 1.60
Wilbur's Cocoa—	
Breakfast, 1/4 lb. tins 6-lb. boxes.....	per lb. .33
“ “ “ 1/2-lb. tins, 6-lb. boxes.....	.32
Wilbur's Chocolate—	
Sweet Clover, 1/2s, 6-lb.....	per box 1.60

-12-

Lowney's—	
Premium Chocolate, 6-lb boxes, 12 boxes in case, 1/2-lb. packages.....	
Premium Chocolate, 12-lb. boxes, 6 boxes in case, 1/2-lb. packages.....	
Premium Chocolate, 6-lb. boxes, 12 boxes in case, 1/4-lb. packages.....	
Premium Chocolate, 12-lb. boxes, 6 boxes in case, 1/4-lb. packages.....	
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, 1/2-lb. packages.....	
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, 1/4-lb. packages.....	
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, 1/4-lb. packages.....	
Vanilla Sweet Chocolate, 50 5-cent packages in box.....	per box
Cocoa, 6-lb. boxes, 12 boxes in case, 1-lb. tins.....	
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins.....	
Cocoa, 6-lb. boxes, 12 boxes in case, 1/2-lb. tins.....	
Cocoa, 6 lb. boxes, 12 boxes in case, 1/2-lb. tins.....	
Cocoa, 12-lb. boxes, 6 boxes in case, 1/2-lb. tins.....	
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins.....	
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins.....	
Diamond Chocolate, sweet, 1/4-lb. pkgs. 6-lb. boxes, 12 boxes in case.....	per lb. 12-lb. 6
“Always Ready” Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case.....	per lb. 6-lb. boxes, 12 boxes case, 1/4-lb. tins “ 1/2 lb. tins, 6 lb. boxes, 12 boxes case “
Milk Chocolate, 50 5-cent packages in box.....	per box

Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, 1/2-lb. jars, 6- and 12-lb. boxes.....	
Croft's Cocoa, 1/2s, 2 dozen in box.....	
“ “ “ 1/4s, 6 lbs. “.....	
“ “ “ 1/2s, 6 lbs. “.....	
“ “ “ 5-lb, 6 cans “.....	
“ “ “ Swiss Milk Chocolate, 48 5-c.cakes..	
“ “ “ Premium, 1/4s, 12-lb. cakes.....	
Knickerbocker Chocolate Co.—	
Hasty Lunch Chocolate—	
1/2 lb. decorated cans, 12-lb. boxes.....	per lb. 1/2-lb. 24-lb. boxes.. “
Special 10-c. packages, 30 to box.....	per box
Blue Ribbon Breakfast Cocoa—	
Decorated 1/2-lb. tins, 6-lb. boxes.....	
“ “ “ 1/2 lb. “ 12 lb. “.....	
Bedford Cocoa—	
Labeled 1/2-lb. cans, 6-lb. boxes.....	
“ “ “ 1/2-lb. “ 12-lb. “.....	
“ “ “ 1/4-lb. “ 6-lb. “.....	
“ “ “ 1/2-lb. “ 12 lb. “.....	
Vanilla Sweet Chocolate—	
Blue Ribbon, 1/2s, 6-lb. boxes.....	
“ “ “ 1/4s, 12-lb. “.....	
Buster Brown, 5-c., 48 cakes.....	per box 3-c., 72 “
Premium Chocolate—	
1/2-lb. cakes, 12-lb. boxes.....	
“ “ “ 1/2-lb. “ 24-lb. “.....	
Milk Chocolate—	
40 3-cent cakes in box, 24 to half case.....	
40 “ “ “ 48 to case.....	
24 5-cent cakes in box, 24 to half case.....	
24 “ “ “ 48 to case.....	

CONDENSED MILK.

BORDEN'S

CONDENSED MILK CO

All BORDEN'S Brands guaranteed



Eagle, 4 doz.....	
Eagle, 2 doz.....	
Challenge, 4 doz.....	
Defiance, 4 doz.....	
Magnolia, 4 doz.....	
Rose, 4 doz.....	
Dime, 4 doz.....	
Winner, 4 doz.....	
Baby, 1 doz., glass.....	
Red Cross.....	
Peninsular.....	
Leader.....	
Banner, 4 doz.....	
Star, 4 doz.....	
Emery, 4 doz.....	

EVAPORATED MILK.

Libby's, small family, 6 doz.....	
Libby's, family, 4 doz.....	
Peerless, hotel size, 2 doz.....	
Peerless, family size, 4 doz.....	
Peerless, 5 cent size, 4 doz.....	
St. Charles, family size, 4 doz.....	
St. Charles, hotel size, 2 doz.....	
Silver Cow, 5-cent size.....	6 doz.
Pet, 10-cent size, 4 doz.....	per case
Pet, 5-cent size, 6 doz.....	per case
Van Camp's, 6 doz., small.....	
Van Camp's, 4 doz., family.....	
Van Camp's, 4 doz., large.....	

A Business Getting Plan for all

RETAIL MERCHANTS

**Better Than Newspaper Advertising
Better Than the Trading Stamp Plan
Better Than Your Own Premium System**

AND

Costs You Less Money Than Any of These

If you would like to turn trade from your competitor's door to your store; if you would like to stimulate the purchase of more goods among present customers; if you would like to get a permanent hold on old and new patrons, and by these means boost your sales and increase the net profits of your business without adding to the expense—

You Can Profitably Use Our Plan

Progressive Retail Merchants in all lines and of good credit standing, are requested to write us for letter, catalog and other printed matter giving full particulars.

Manufacturers' Trade-Mark Ass'n, Dept. W, 253 Broadway, New York City

100 DAYTON MONEYWEIGHT SCALES

ordered and installed after a most careful investigation of the various kinds of scales now on the market. The chasers are the promoters of one of the most colossal enterprises of the age. These scales are to equip all booths of the

GRAND CENTRAL MARKET

re weighing is necessary, such as groceries, meats, teas and coffees, poultry and game, fish, butter, cheese, ly, etc.

This market is all on the ground floor and contains over 16,000 sq feet of floor space which is divided into 480 booths each 10x10 ft. Its appointments are as near perfect as modern ingenuity can devise.

The management decided to furnish all equipment used in the building so as to guarantee to the patrons the institution absolute accuracy and protection.

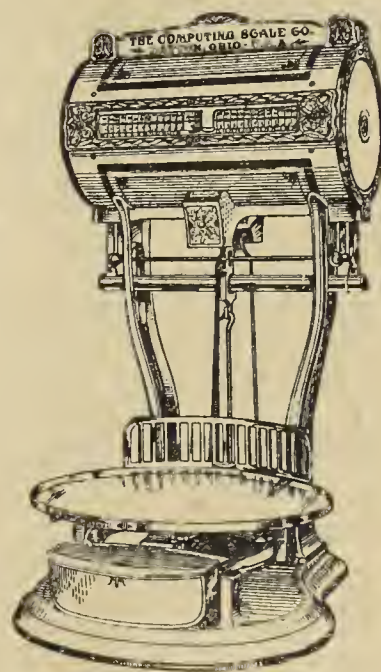
DAYTON MONEYWEIGHT SCALES

found to excel all others in their perfection of operation, and in accuracy of weights and values. That is the verdict of all merchants who will take the time to investigate our scales.

Our purpose is to show you where and how these scales prevent all errors and loss in computations weight.

A demonstration will convince you. Give us the opportunity.

Send for **catalogue** and mention Grocery World and General Merchant.



The new low platform
DAYTON Scale

Moneyweight Scale Co.

35 State Street, Chicago



DISTRICT OFFICES:

Philadelphia Office, 1651 N. 8th Street.
Pittsburg Office, 205 McCance Bldg.

New York Office, 11 E. 14th Street
Buffalo Office, 62 Pearl Street.

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this
y, I would be glad to have your No. 140
le explained to me.
his does not place me under obligation
urchase.
ME.....
REET and NO.....
WN.....
SINES.....STATE.....

—15—

Silver.....	4.15
Queen	4.00
Premium.....	3.85
Blue Ribbon ..	3.85
Gold, tall.....	3.75
Gold, family...	3.15

Franklin Baker Co's—



Brazil, 70	5-cent packages.....	2.50
"	35 10-cent	2.50
"	38 5-cent and 16 10-cent packages....	2.50
"	18 20 cent packages.....	2.50
		Per lb.
"	Shred, in pails, 20 lbs.....	.10
"	" in boxes, 25 lbs.....	.09 $\frac{3}{4}$
"	" in barrels, 135 lbs.....	.10
Table Talk, Thread, in pails, 20 lbs.....		.10
"	" in boxes, 25 lbs.....	.09 $\frac{3}{4}$
"	" in barrels, 135 lbs.....	.09
Premium, 30 $\frac{1}{4}$ -lb. packages, 15 lbs. to case		.23
"	30 $\frac{1}{2}$ -lb. " 15 "	.22
"	30 $\frac{1}{4}$ -lb. and 15 $\frac{1}{2}$ -lb. packages,	
15 lbs. to case.....		.22 $\frac{1}{2}$
Schapp's Shredded, $\frac{1}{4}$ -lb. pkgs., 15 lbs. to case		.23 $\frac{1}{2}$
"	$\frac{1}{2}$ -lbs.....	.22 $\frac{1}{2}$
Dunham's, 5-cent package.....		.29
"	$\frac{1}{2}$ s.....	.26
"	$\frac{1}{4}$ s.....	.28
"	$\frac{1}{2}$ s and $\frac{1}{4}$ s.....	.26 $\frac{1}{2}$

Franklin Baker Co's—

Porto Rico, Jumbo, 8os.....	4.00
San Blas, 10os.....	3.50

A. Exton & Co.—

Butter Crackers.....	.08	.08½
Oyster ".....	.08	.08½
Wine Scroll.....	.10	.10½
Cracker Dust.....	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son—	Bbls.	Bxs.
Assorted Jumbles.....	.07½	.08
Brown Edge Water.....		.10
Butter Thin.....		.12
Clover Mixed.....		.08
Cocoanut Ripple.....		.10
Cookie Mixed.....	.08½	.09
Butter Toast.....	.07½	.08
Fig Bars.....		.10
Frosted Spiced Wafer.....		.09
Fruit Cookies.....	.08½	.09
Fruit Gem.....		.08
Graham Wafer.....		.10
Grandma Cookies.....	.08½	.09
Honey Jumbles, XX.....	.09½	.10
Iced Charter Oak.....		.09
Iced Ginger Tablet.....		.08
Iced Honey Jumbles.....	.09½	.10
Iced Penn Treaty.....	.07	.07½
Iced Vedette Wafer.....	.07½	.08
Lemon Bar.....	.08½	.09
Man-in-the-Moon.....		.08
Milk Lunch.....	.07	.07½
Orange Cookies.....	.07½	.08
Quaker City Mixed.....	.07½	.08
Salted Strips.....	.08½	.09
Saltines.....		.12
Soda Biscuit XX.....	.06	.06½
Soda Biscuit XXX.....	.06½	.07
Spiced Wafers.....	.07½	.08
Sunshine Cookies.....	.07½	.08
Water Crackers Star.....	.06½	.07
Package goods—		Per doz.
Animals.....		.50
Butter Thin.....		1.00
Gingerettes.....		1.00
Gold Medal Soda (small).....		.50
" " " (large).....		.90
Graham Wafers.....		1.00
Ivinettes.....		.50
Milk Lunch.....		1.00
Our Ginger Snaps.....		.50
Pink Tea.....		1.00
Sugar Snaps.....		.50
Saltona Biscuit.....		1.00
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

Wein Senf, Prepared Mustard.

Stone Pots, small size, 2 doz in case, per doz.	1 15
“ “ with Horse radish, p.d.z.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
“ “ with Horse-radish, p.d.z.	1.75
Wein Senf, in bbls.....per gal.	
“ 1 gallon stone jars.....per jar	.75
“ 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
“ “ in 15 gallon kegs... “ “	
“ “ in 10 “ “ “ “	
“ “ in 5 “ “ “ “	.25-.40
“ “ in 2 gallon pails...per pail	.75
“ “ in 1 “ “ “ “	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
“ Sifting top, 2 doz. in case....per doz.	.46
“ with Horse-radish, 2 doz. in case, per doz.	.95

Emmenthaler Swiss Cheese, Selected tub.....	.25
" " " " " loaf26
Sap Sago, 3 to a lb.....cask, per lb., .18, less —	.22
Roquefort Cheese, 12 in case, per lb., .32½ "	.35
Parmesan, loaves about 30 lbs...loaf, 31. cut,	.32
Edam Cheese, 12 in case ...case, 10.50, single,	.80
" " " " " "per lb.	.26
" " " " " "per case	3.75
Camembert, in wood boxes.....per doz., 2.75—2.85	
Sap Sago, grated, ready for use, 10-oz. bottles,	
" " " " " "per doz.	1.45
Parmesan, grated, ready for use, large bottles,	
" " " " " "per doz.	
Parmesan, grated, ready for use, small bottles,	
" " " " " "per doz.	1.75
Olmutzer Hand Cheese, 100 in box.....	2.25
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf, .16 cut,	.19
" " Square loaves, No. 1, about	
25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, .14;	
½ box, 14; less.....	.16
Muenster Cheese.....per lb.	.17
Brick Cheese, No. 1....."	.16
English Dairy Cheese....."	.17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box....."	2.25
Royal Luncheon Cheese—	
Dinner size, 1 doz. in case.....per doz.	4.50
Lunch size, 2 " " "....."	2.40
Picnic size, 2 " " "....."	1.35
Trial size....."	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " " " " No. 1....."	2.40
" Roquefort " large " "....."	2.95
" " " small " "....."	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, 6 " " "....."	1.55
Wm. Tell brand, 12 in box....."	1.40
Neufchatel (Cow brand), 25 in box...."	.95
Star Cream, or Phila., 12 " "....."	1.90
Miniature Cream, or Phila., 12 in box.."	.95
Hand Cheese, 8 doz....."	1.35
" 4 " " "....."	.70
" 4 " Thuringer....."	.85
Farmer Hand Cheese, 4 doz. in box ..."	1.45
Schutzen Cheese, 12 in box....."	1.25
American Mountain Cheese (Alpen Kase), 50	
l-lb. packages.....per lb.	.18

Westphalia Ham (marked weight).....	per lb.	.45
Wiener Würstel, 8 in tin.....	per doz.	4.75
" " " " " " " "	"	2.75
Carlsbad Speck (Imported Bacon).....	"	.32
Imported Cervelat Sausage (Rolf's).....	per lb.	.45
Imported Frankfurters.....	per doz.	3.75
Goose Breast, imported, marked weight, per lb.		.65
Pate de fois Gras, small size.....	per doz.	3.00
American Holsteiner...by bbl. 12; less, per lb.		.14
" Landjager, short.....	"	.24
" " long.....	"	"
" Mortadella, Dry.....	"	.25
" Knackwurst, 25 in box, per box,		\$4.75
" Cervelat (E), 50 and 100-lb. boxes,		2.40
" .21½; less.....		
" Cervelat, Blue Ribbon, 50 and 100-		.23
" lb. boxes, .20; less.....		
" Cervelat, Crescent, 50 and 100-lb.		.21
" boxes, .17; less.....		
" Cervelat, Tip Top, 50 and 100-lb.		.18
" boxes, .14; less.....		
" Cervelat, E. Gothaer, 50 and 100-lb.		.16
" boxes, .23½; less.....		
" Salami (E), 50 and 100-lb. boxes,		.25
" .20; less.....		
" Salami, Blue Ribbon, 50 and 100-lb.		.22
" boxes, .18½; less.....		
" Salami, G. A. P., 50 and 100-lb.		.20
" boxes, .16½; less.....		
" Tongue Sausage.....	per lb.	.18
" Smoked Braunschweiger Liver Sau-		
" sage.....	per lb.	.15
" Lachs Ham.....	"	.28
" Petit Delicatess Frankfurters, plain,		
" " " " " " " "	per doz.	1.00
" Petit Delicatess Frankfurters, with		
" Sauer Kraut.....	per doz.	1.00
" Lebanon Beef Bologna.....	per lb.	.15
" Paprika Speck.....	"	.18
Mettwurst, half-round.....	"	.16
Liver Sausage (Special), truffle, goose, or sar-		
" dellon.....	per lb.	.15
Smoked Thüringer Blutwurst.....	"	.18
" Pfefferwurst.....	"	.18

	Per doz.
Lamb Tongues (Derby Brand), pint glass jars.	4.75
“ “ quart glass jars.	5.75
“ “ 10-oz. jars.....	2.50
Calves' Head, in round tins.....	per doz. 1.65
Pickled Meats, in glass.....	“ 1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	
Beef Salad, in glass	1.00
“ “ pints	
“ “ quarts	
Lamb Tongues, in glass	1.60

			Kegs or Pails.
Holland—			
Mixed, "Y. M.,"	½ bbl.....	5.50	.60-.75
Milkers, "Y. M.,"	½ bbl.....	6.50	.75-.85
Mixed, standard, bbl.....			
"	½ bbl.....	5.50-6.50	
Milkers, standard, bbl.....			
"	½ bbl.....		
Scotland—			
Mixed, large, fulls, bbl.....			
"	½ bbl.....		8.00
Milkers, " "	bbl.....		
"	½ bbl.....		8.00
Marinirt Herring, imported, about 40 in pail.....			1.25
Roll Herring, imported, about 25 in pail.....			1.00
Spiced Herring, imported, about 40 in pail.....			1.00
Norway Stockfish, dry.....	per lb.		.15
Matjes Herring.....	per pail		

	Per tin.
Round tins, with key, pint20
“ “ quart35
“ “ 2 quart55
“ “ 4 quart	1.10

Roll Mops, 4 quart tin.....	1.10
“ 2 quart tin60
“ quart tin.....	.50
Brat-Haring, 4 quart tin.....	1.10
“ 2 quart tin.....	.60
“ quart tin.....	.40
English Sprats, 36 bunches.....	per box
Kruger's Roll- and Brat-Haring, oval tins	
	per doz. 2.50

Imported fish, Wallkoff brand.....	per keg	.75
“ 5-lb. pails.....	per pail	.55
“ 10-lb. pails.....	“	1.05
Cut Spiced Sardines, 10-lb. pail.....	“	.75
“ 5-gal. keg.....	per keg	2.75
Russian Sardines, in glass jars.....	per doz.	2.25

Original package	per ½ bbl.	5.50
Repacked in 5-lb. pails.....	per pail	.60
“ 10-lb. pails.....	“	1.10
“ 5-gal. kegs	per keg	2.75
“ ½ lb. flat tins	per doz.	.95
“ ½-lb. tall tins	“	1.50
“ 1-lb. tall tins	“	2.00
Fancy kegs, keg.....		.80
“ ½ keg42
“ ¼ keg32
“ ⅛ keg20

Original packages, 1902	per anker	16.00
Repacked, kegs, about 8 lbs.....	per keg	3.25
" pint jars	per doz.	6.00
" large tumblers	"	2.25
" small tumblers.....	"	1.25

	Per doz.
1-lb. tins.....	19.50
$\frac{1}{2}$ -lb. tins.....	10.50
$\frac{1}{4}$ -lb. tins.....	5.50
$\frac{1}{8}$ -lb. tins.....	2.75

60-gal. casks, about 2000	per cask	
50-gal. bbls., about 1200	per bbl.	
15-gal. keg, about 500	per 100	
10-gal. keg, about 300	"	1.00
5-gal. keg, about 150	"	
10-lb. pail, about 50	per pail	

60-gal. casks.....	per cask	
48-gal. bbls.....	per bbl.	6.50
10-gal. kegs.....	per keg	2.40
5-gal. kegs.....	"	1.25
10-lb. pails.....	per pail	

Dampfnusse (Pfeffernusse).....	per lb.	.18
Spitzkugeln.....	"	.25

Small Basler Lebkuchen, 6 in pkg...	per bundle	.30
Basler Lebkuchen, No. 1, 6 "	" "	.50
" " No. 2, 6 "	" "	.75
" " No. 3, 6 "	" "	1.00
Amandines, 9-lb. tins.....	per tin	5.25
" " small tins.....	" "	.55

Mixed Pickles and Chow-chow, 5-gal. keg....	
“ “ 10-gal. keg....	

German Egg Potatoes, original bags, 110 lbs.,	per bag
Green Kern	per lb.
Potato Flour.....	"
German Dried Pears.....	"
Dried Mushrooms.....	..60
Juniper Berries	"
St. John's Bread.....	"
Bay Leaves	"

30 2-lb. tins.....	per case
15 4 lb. tins.....	"
6 10-lb. tins.....	"

Freight prepaid on two-case lots.

Nearby, candled and selected, 30-doz. crates..
Western.....

New York, full cream, new, fancy, 40-lb. bxs.
 " " " 1st's, 40-lb. boxes
 Picnic, full cream, new, fancy, 20-lb. boxes....

Almond Staple Paste, 5 lb. cans	per lb.
Anchovies, in oil, $\frac{3}{4}$ bottles.....	"
" " $\frac{1}{2}$ bottles.....	"
Anchovy Paste, fancy	per doz.
" plain.....	"
Bouillon, Burnham, pints, 2 doz.....	"
" $\frac{1}{2}$ pints, 2 doz.....	"
Capers, Nonpareil, $\frac{1}{2}$ gal. kegs.....	"
" quart, glass	per doz.
" bottled, $\frac{2}{3}$ size	"
" $\frac{1}{2}$ size	"
" " $\frac{1}{4}$ size	"
Canton Ginger, large pots, 6-jar cases.....	per case
" medium, 12-jar cases.....	"
" small, 24 jar cases.....	"
Cherries in Maraschino, glass, 1 doz. case.....	"
Clam Chowder, Burnham, 1 lb., 4 doz.....	doz.
" " 3 lb., 2 doz.....	"
Currie Powder, pints.....	per doz.
" 4 oz.....	"
" 2 oz.....	"
French Peas, extra fins	per case
" fins.....	"
" Moyen's.....	"
Hill's Irish Oatmeal, 14-lb. tins, 10 per case.....	"
Huntley & Palmer's Petit Beurre Biscuit.....	lb.
" Dinner Biscuit.....	"
" Breakfast Biscuit.....	"
Packed 7 lbs. and 5 lbs. in a can.	
Red Pepper, ring, pints.....	per doz.
" $\frac{1}{2}$ pints.....	"

Salt, stone jars, 4 doz.....	
Extract of Beef, Morris', 4 oz.....	per doz.
" " 2 oz.....	"
" Anker's, 120 vials.....	
" " 4 oz.....	per doz.
" " 8 oz.....	"
" " 16 oz.....	"

Theodore Marquet Mushrooms—	
First choice.....	
Choice, 100 tins	per case
Extra, 100 tins	"
Hotel, 100 tins.....	"

Truffles, 1 lb.....	per tin
“ 1/8.....	“
“ 1/4.....	“
“ 1/2.....	“

Shrimps, pickled, small size.....
 " Dunbar's, 2 doz.....per doz.
 Figs in Cordial, Dunbar's, 1 doz..... "

"	Bishop's, 1 doz	"
Crystallized Ginger, 1-lb. tins.....		"
"	1/2-lb. tins.....	"
Lime Juice, Rose's		"

Victor Rose Water.....	"
" Peach Water.....	"
Pitted Olives.....	"

Armour's Solid Extract of Beef—
 Size 2 jars, 1 dozen in case
 " 4 " 1 "
 " 8 " 2 "

" 16 " 1/2 "
 Armour's Fluid Beef Extract—
 Size 4 bottles 1 dozen in case

8	"	1	"
16	"	$\frac{1}{2}$	"

Armour's Beef Extract and Vegetable Tablets

1 dozen small boxes, 12 tablets each.....	
1 " medium " 36 "	
1 " large " 72 "	

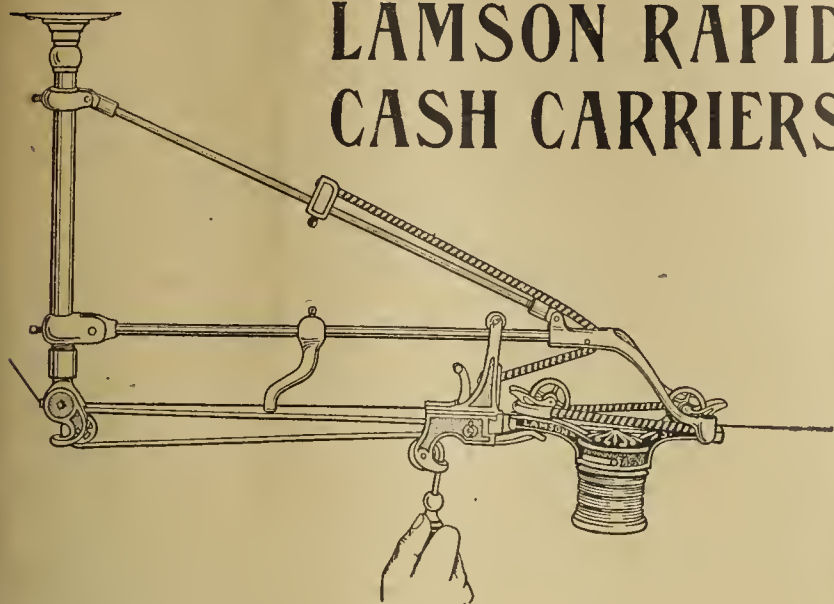
Armour's French Bouillon—
 Size 4 bottles, 1 dozen in case.....
 " 16 " 1 "

Armour's Asparox—
Size 4 bottles, 1 dozen in case.....
" 12 " 1 "
" 5 " per bottle

" 2 fancy jugsper jug
 Armour Tomato Bouillon—
 Size 4 bottles, 1 dozen in case.....

" 12	"	1	"
" 5	"		per bottle
" 2	fancy jugs		per jug

LAMSON RAPID CASH CARRIERS



These Carriers will

*Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.*

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Building

District Offices
in all
Principal Cities

Boston Office
161 Devonshire Street

WE NEED YOU

We know we can *make* the best Macaroni, Spaghetti, Noodles and Pastels in the world, but we know we need your help to *sell* them.

We know you can work with us or against us and swing your trade either way.

So we make it to your interest to recommend our goods—not only because they will build you a good trade but also because our terms to you are the best.

Besides the regular profit every case has additional value for you in Universal Coupons. You can exchange them for hundreds of useful articles.

The

Freihofer

**Vienna Baking
Company**

Philadelphia, Penna.

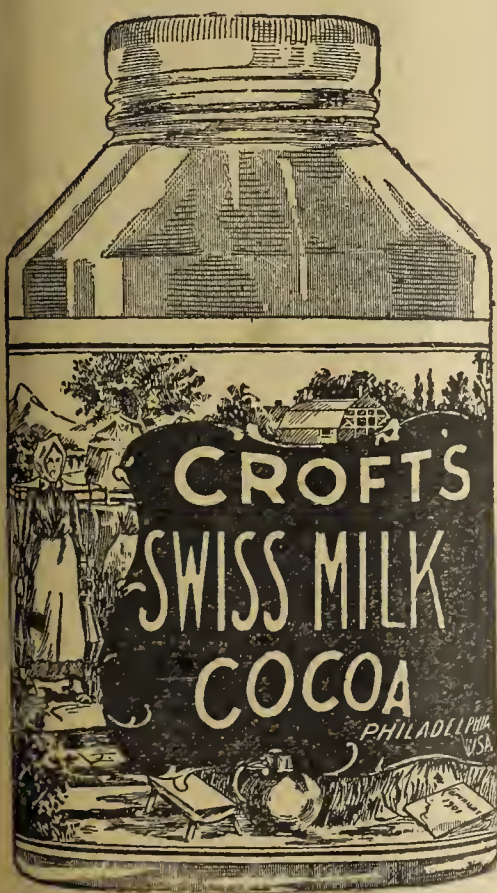
WHERE *the* GLASS JAR COMES IN

The glass jar in which Croft's Swiss Milk Cocoa—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, Croft's Swiss Milk Cocoa will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.



WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.60
Gold Medal	6.45
Millbourne	6.25
On Top	6.50
Ceresota	6.50
Pillsbury's Best	6.35
Taylor's Fancy	5.50
Semper Idem	4.90
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	5.12

Pancake Flour.

Aunt Jemima, 36 packages	2.85
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 36 packages	2.85

Buckwheat Flour.

Hecker's, 64 packages	4.50
" 32 packages	4.50
Fancy, 125-lb. sacks	3.25

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.45
Yellow, granulated, 100 lbs.	2.00
" yellow, 100 lbs.	1.90
Western, yellow, granulated, 100 lbs.	2.05
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 is.	per case 1.50
Schumacker's, 24 packages	" 1.15
Beans—	Per bushel.
California Lima, about 80 lbs.	per lb. .05½
Marrows, fancy, N. Y. State, grain bags	2.50
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.50
Pea, fancy, grain bags	2.40
" Michigan, grain bags	2.45
Red Kidneys	2.15
Peas—	
Green	2.05
Scotch	2.20
Split, yellow	2.20
" green	"
Lentils—	Per lb.
Common, 110-lb. bags	.04
Less quantity	.04½
Shaker Corn—	
Fancy, barrels	.05½
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacker's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100-lb. bags	2.15
" Grits, 100-lb. bags	2.10
Barley—	
OO	.05½
No. 3, 100 lb. bags	2.75
Noodles—	Per case.
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B	per bbl. 7.35
B, 100-lb. kegs	per keg 3.87½
Oaten Goods—	Per case.
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.30
H. O. Oats, 12 packages	1.53
Mother's, 18 packages	1.62½
" 10 packages, large	2.10
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg 3.55
Standard, 180 lb. bbls.	6.00
" 90-lb. bags	2.95
Sago—	
Fine, bags about 175 lbs.	.04
Less quantity	.04½
Admiral, pearl, 24s.	.06½
apioca—	
Instantaneous, 50 is.	.08½
Colburn's Hasty, 36 packages	.06½
Minute, ¼ gross	per box 2.75
Flake, about 125 lbs.	per lb. .04½
" less quantity	" .04½
Pearl, 150 lbs.	" .03½
" less quantity	" .03½

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs.	per case 3.05
" Barley Food, 24 2s.	" 3.85
" Health Food, 24 2s.	" 3.00
Purina Cream Graham	per bbl. 4.10
" Whole Wheat Flour, 20 5s.	per case 2.70
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	3.65
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	"
Post Toasties, 36 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	3.60
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.70
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.25

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57½
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87½
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87½
Jell-O Ice Cream Powder, 2 doz.	.97½
Jellycon, 1 doz.	.87½
" assorted flavors, 3½ doz.	.87½
Chalmer's, shredded	.95
" granulated	1.00
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Gelatine, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages	per case 2.70
Pudding, assorted, 2 doz.	1.65
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosa Alphabets, square 25 pkgs.	.05¾
" Elbows, square, 25 pkgs.	.05¾
" Macaroni, long, 25 pkgs.	.05¾
" Spaghetti, long, 25 pkgs.	.05¾
" Vermicelli, square, 25 pkgs.	.05¾
" Macaroni, bulk, 25 pkgs.	.05¾

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Sc ops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1½ to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

	per doz.
Indestructible, No. 4	9.00
" No. 5	12.00
" No. 6	15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" " No. 4	5.40
" " No. 5	7.20
X Quality, No. 3	2.60
" No. 4	3.00
" No. 5	3.40

Counters.

No.	Length.	No. of Drawers	Each.
6½	3 feet, 8 inches	9	15.00
8½	4 feet, 10 inches	12	20.00
10½	6 feet,	15	25.00
12½	7 feet, 3 inches	18	28.00
14½	8 feet, 6 inches	21	31.00
16½	9 feet, 8 inches	24	35.00
18½	10 feet, 10 inches	27	40.00
20½	12 feet,	30	45.00
Capacity of Drawers	40 to 60 lbs. each.		

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.65
Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10½
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	270-290				
Ex. Norway, No. 3	325-375	20.00	10.60	5.50	1.25
Ex. Norway, No. 4	410-460	16.00	8.60	4.50	1.05
Ex. Bloaters, XXX	90-95	40.00	20.60	10.45	2.25
Ex. Bloaters, XX	100-110	38.00	19.60	10.00	2.15
Ex. Shore, No. 1	130-15	35.00	18.10	9.25	
Med. Shore	160-180	16.00	8.60	4.50	
Large Shore	110-130	15.00	8.10	4.25	1.00
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.00	8.10	4.25	1.00
Small Irish, No. 3	550-650	14.00	7.60	3.90	.95
New Medium Shore	160-180	16.00	8.60	4.50	1.05
New Large Shore	110-130	15.00	8.10	4.25	1.00
Large, No. 2	210-220	16.00	8.60	4.50	1.05

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Sp't, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round, Large					
Shore Round, Med.					
Ocean Whitefish	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new	13.00	7.10	3.75	.88	.74
Shad, No. 2, Mess, new	11.00	6.10	3.25	.78	.68
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 3s, wood boxes	.15½
12 2s, "	.15½
24 1s, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10 lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 " "	1.65
Strips, 40 size, boxes	.10
" 20 " "	.10½
Middles, 40 size, boxes	.12
" 20 " "	.12½

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08½

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Small Tumblers, 2 doz. in case	.90
Large Jars, sealed, 2 doz. in case	1.50

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½
In original cases, 450 lbs., ¼ c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	.27
Cromarty Bloaters, 75s.	per box .50
" 100s.	"

Swift & Co.—	Per case.
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.06½
" " 5 and 10-lb. lots	.07
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	
Fair N. Y. State, 50-lb. boxes	.07

-20-

Apricots—	
Extra Choice Royals, 25 lbs., new	.06
Choice Royals, 25 lbs., new	.06
Oak Brand, fancy	.12
Cherries—	
California, unpitted, Black, 25 lbs.	.12
California a, pitted, Black, 25 lbs.	.10
Currents—	
Gold Medal, recleaned, 36 is.	.07
Gold Medal, loose, 25 lbs.	.07
Private Growth, extra, cleaned, 36 lbs.	.07
" cleaned, 30 lbs. bulk	.07

Peaches—	
Fancy Muirs, 50 lbs.	.10
Extra Choice Muirs, 50 lbs.	.09
Choice Muirs, 50 lbs.	.09
Extra Choice, Yellow, 25 lbs.	.08
Choice Yellow, 25 lbs.	.08

Pears—	
Fancy California, Bartlett, 25 lbs.	.10
Prunes—	
Boxes.	
20-30, 25 lbs.	
30-40, 25 "	.09
40-50, 25 "	.08
40-50, 50 "	.07½
50-60, 25 "	.07¼
50-60, 50 "	.07
60-70, 25 "	.06¾
60-70, 50 "	.06½
70-80, 25 "	
70-80, 50 "	
80-90, 50 "	.05½
90-100, 25 "	
90-100, 50 "	.04½
100-120, 50 "	

Raisins—	
Muscatsels, 4 crown, 50 lb.	
" 3 " 50 lb.	
" 2 " 50 lb.	
Cal. Thompson Seedless, 50 lbs.	.06
Cal. Cleaned Sultanas, 50 lbs.	.06
Cal. Sultanas, 50 lbs.	.05
Cal. Seedless Muscatsels, 50 lbs.	.05
Gilbert's, Layer, Valencia, 28 lbs.	.06
Raisins, Seeded—	
G. & S. fancy, 50 is.	.08
Gold Ribbon, fancy, 36 is.	.07
Ovi, fancy, 36 is.	.08
Harvest, choice, 36 is.	.07
Citron, fancy, boxes, 10 lbs.	.14
" fancy, 25 lbs.	.14
Lemon Peel, fancy, boxes, 10 lbs., net.	.11
Orange Peel, fancy, boxes, 10 lbs., net.	.11

CEREAL COFFEE.

Postum Cereal—	Per do.
15-cent size, 2 doz.	1.35
25- " 1 "	2.25
15- and 25-cent size, assorted	2.50
Ralston Health Cereal, 36 packages	3.50

HORSERAD

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory.

Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

Even Cooked the Old Way



Even cooked by the old way, which always overcooked the edges or undercooked the centre, **Onarga Country Gentleman** corn is a mighty fine piece of goods, and we will put it beside any corn on the market. It is the finest Country Gentleman seed, and there is nothing anywhere better than that.

When you cook this corn in the new automatic cooker, that cooks every grain alike, and all just right, you have a brand of corn to push, to demonstrate, to window display, to be proud of.

Look into it.

IROQUOIS CANNING CO.
ONARGA, ILLINOIS

These Goods Are Already Sold

Egg-O-See and E-C Corn have been more widely, more systematically and more continuously advertised to your customers than any flaked foods on the market. Everybody knows what they are. It requires no effort to sell them. Simply keep up your stock so you can fill your customers' orders, then they won't go somewhere else to get these popular products.

Egg-O-See Cereal Company

QUINCY

CHICAGO

BUFFALO

ZIPP'S Flavoring Extracts

Branded "U. S. P."

Vanilla		Ginger
Lemon	Wintergreen	Orange
Almond	Peppermint	Rose

are guaranteed under the National Pure Food Act to be ABSOLUTELY PURE EXTRACTS FROM CHOICE NATURAL FRUITS.

Recommend them to your best trade for your own protection. No other dealer can offer them any better extracts . . .

Flavoring Power Unequalled

THE ZIPP MANUFACTURING COMPANY
CLEVELAND, OHIO

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.10
Lewis'.....	3.25
Red Seal 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
100s, 1 gross.....	1.00
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
Parlor, 500s, 1 gross.....	4.25
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
100s, 5 gross.....	.90
500s.....	4.20
Vulcan Safety—	
65s, No. 2.....	.50
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazepa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s, extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¼
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.10
" 18, 37 and 68-lb. buckets.....	.10½
" 6 10-lb. buckets.....	6.85
" 6 5-lb. buckets.....	3.95
" 6 5-lb. glass jars.....	4.50
" XXX, 18, 37 and 68-lb. buckets, per lb.....	.14
" 6 5-lb. glass jars, per case.....	5.10

	Per case.
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....	11.00
Condensed, 6½ doz. in case.....	11.00
Keystone—	
Bbls., ½s and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.08
18 and 37 lb. kanakins.....	.08½
10-lb. kanakins, 6 to crate.....	10.95
5-lb. " 6 to crate.....	6.10
5-lb. glass jars, 6 to crate.....	6.45
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., ½ bbls. and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.07
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.05¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¼

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" ½ pints.....	2.20
" Extra, quarts.....	5.40
" ½ pints.....	4.60
" ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farciens.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per case.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	8.75
" Finest Sublime, quarts, 1 doz.....	6.50
" pints, 2 doz.....	7.50
" ½ pints, 2 doz.....	4.75
" 8-oz. flasks, 2½ doz.....	7.50
" 12-oz. flasks, 2½ doz.....	9.00
" Sublime, 8-oz. flasks, 2½ doz.....	6.50
" 12-oz. flasks, 2½ doz.....	8.00
Finest Sublime, 1 gal., 10 in case.....	2.40
" 5 gal., 1 or 2 in case.....	2.30
" 1 quart, 40 to case.....	2.65
Sublime, 1-quart tins, 40 to case.....	2.35
" ½-gal. tins, 20 to case.....	2.20
" 1-gal. tins, 10 to case.....	2.10
" 5-gal. tins, 1 or 2 to case.....	2.00
La Toscano, J. L. Neff & Co., Agents—	
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-gal. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints, 2 doz.....	4.75
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	2.10
10 ½-gal. tins.....	2.20
20 ¼-gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	.03
Roll—	
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¼
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther Yellow Union Self-open- ing Square.	Union Bear Auto- matic, Self-open- ing Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peer- less Satchel Bot.
1.....	.43	.41	.35	.31	.29	
2.....	.52	.50	.43	.37	.33	
3.....	.78	.71	.67	.55	.49	
4.....	.88	.85	.71	.61	.53	
5.....	1.09	1.04	.89	.75	.65	
6.....	1.39	1.26	1.19	1.05	.87	
7.....	1.47	1.38	1.21	1.07	.91	
8.....	1.95	1.72	1.64	1.41	1.23	
9.....	2.29	2.08	1.99	1.68	1.49	
10.....		2.39	2.16	1.83	1.65	
12.....		2.75	2.56			
14.....	3.97	3.56	3.20			
16.....	4.41	3.81	3.68			
20.....	4.79	4.32	4.17			
25.....		4.80	4.59			

Price per 1,000 and not less than 500 lbs.
Plain flour sacks, 12½-lb.....per M. 4.00
" 25-lb....." 5.75
" 50-lb....." 11.25

PICKLED MEATS AND FISH.

	Per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....	2.50
Tripe, 10-lb. pails.....	.90
" 5-gal. kegs.....	2.00
Pigs' Feet, 10-lb. pails.....	1.00
" 5-gal. kegs.....	2.25
Pickled Beef Salad, in glass.....	1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....	.75
" 5-lb. pails.....	.50
" 10-lb. pails.....	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.00
100 10-oz. ".....	3.90
24 20-oz. ".....	2.00
48 20-oz. ".....	3.90
I-X-L, 40 1s, White Rice.....	2.65

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

	Per bbl.
45 gal., 1200s.....	8.75
45 gal., 1000s.....	8.50
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....	3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	1.00
Williams Bros.—	
No. 8, Sour Gherkins, 2 doz.....	.87½
No. 8, Sweet Gherkins, 2 doz.....	.87½
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martyria, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—	2 doz.	1 doz.	1 doz.	½ doz.
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.				
½ pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45,				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

Duffy's—	Per
Pure Apple, extra old, bbls.....	
" 40 grain, bbls.....	
Pure Cider, 40 grain.....	
" 45 grain.....	
Corson's Gold Seal Cider, pure apple.....	
White Wine, 90 degrees.....	
Crown brand, pure cider, quarts.....	per doz.
White, distilled, 40 grain.....	
" 45 grain.....	
" extra strength.....	
Crosse & Blackwell's.....	per doz.

PROVISIONS.

Hams, skinback, 18-20 lbs.....	
" 14-16 lbs.....	
" 10-12 lbs.....	
Picnics, 6-8 lbs.....	
N. Y. Shoulders, 10-12 lbs.....	
Dried Beef, sets, city smoked.....	
" tenders and knucks.....	
" flats.....	
" air dried, sets.....	
" tenders and knucks.....	
Jersey Pork, butt.....	per bbl.
" family.....	20
Breakfast Bacon, rib in.....	
" boneless.....	
S. P. Bellies, 14-15 lbs.....	
Bologna, 25-lb. boxes.....	
Boiled Boneless Ham.....	
Beef Tongues, smoked, 5-6 lbs.....	per doz.
Cooked Compressed Ham, 25-lb. boxes.....	
Covered Hams, ¼-cent extra; Covered Shoulders.....	
Picnics and Bacon, ½-cent extra.....	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	
" 12 to 14 lbs.....	
" 14 to 16 lbs.....	
" skinbacks.....	
Shield Hams, 10 lb. average.....	
" 12 ".....	
" 14 ".....	
" 16 ".....	
" 18 ".....	
" skinbacks.....	
Picnic Hams, 5 to 6 lbs.....	
" 6 to 8 lbs.....	
Star Smoked Ox Tongues, long cut.....	
" short cut.....	
Beef Bologna.....	
Shield Paraffined Bologna.....	
Berliner Ham.....	
New Orleans Luncheon Meat.....	
Star Cooked Ox Tongue.....	
John Bower & Co.—	
Honey-cure brand Hams, skinback.....	
" large.....	
" medium.....	
" small.....	
" boneless.....	
Beef, air-dried, regular sets.....	
" insides and knuckles.....	
Ham Bologna.....	
Beef Bologna.....	
Boiled Hams.....	
Beef Tongues.....	per doz. 8.00
Swift & Co.—	
Premium brand Hams, 8 to 10 lbs.....	
" 12 lb.....	
" 14 to 16 lbs.....	
" 18 lb.....	
" skinned, 18-20 lbs.....	
" boiled, skinned, fat- less.....	
" Bacon.....	
" Dried Beef, insides.....	
" Beef Tongues, short cut.....	
Winchester brand Hams, skinned, all aver- ages.....	
" Picnics.....	
" all averages.....	

LARD AND COMPOUNDS.

	Pure, per lb.	Compound, per lb.
Tierces, about 340 lbs.....	.11¼	.08
Plain tubs, 50 and 60-lb. cans.....	.11¼	.08
10-lb. tin pails, 60 lbs.....	.12	.08
5-lb. " 60 lbs.....	.12½	.08
3-lb. " 60 lbs.....	.12¼	.08
Armour's—		

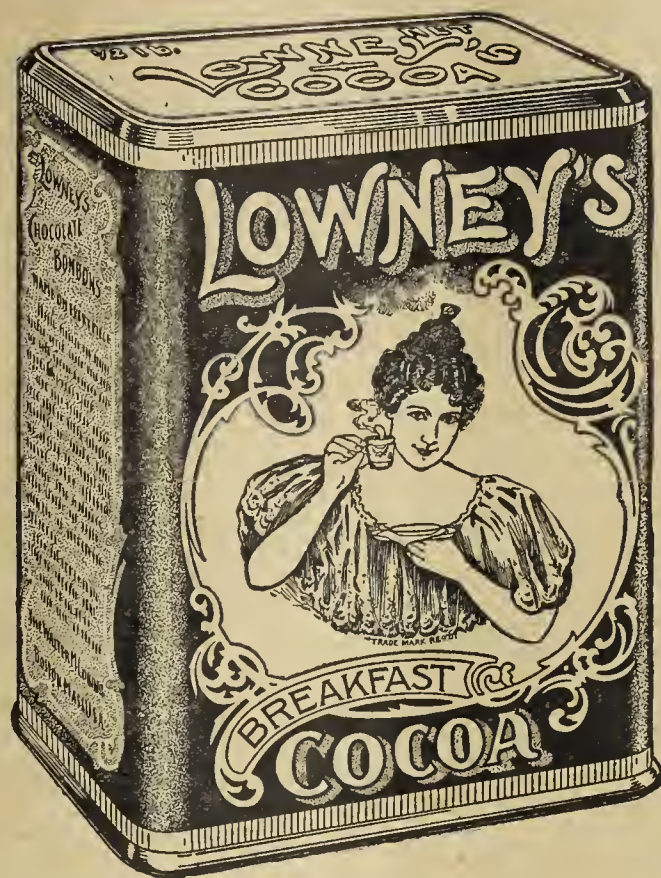
JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



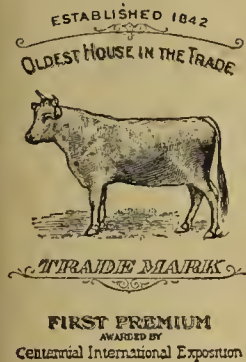
CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. **LARD** a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. LOWNEY'S COCOA is simply ground to the fineness of flour without treatment and has the natural delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening.

The same is true of LOWNEY'S PREMIUM CHOCOLATE for cooking.

The Walter M. Lowney Company
BOSTON, MASS.



Dear Sirs:

When the storm broke upon the heads of unscrupulous manufacturers we rested secure in the knowledge that our CELEBRATED MINCE MEAT was outside the storm centre. The wrath of the Pure Food officials had no terrors for us.

We want to make it very emphatic that we use no benzoate of soda or any other chemical preservative forbidden by law in the manufacture of our Mince Meat. You can keep on selling it without the slightest fear of complications.

ATMORE & SON.

We Want You to Sell This



There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them ONCE they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.
76 Wabash Avenue Chicago, Illinois

—25—

Western Dressed Beef—	
Choice, native cattle	.08 -.09½
Common to fair	.07 -.08
City Dressed Veal—	
Prime	-.12
Good to choice	-.10
Dressed Hogs—	
Pigs	.09
Hogs, heavy	.09
" 180 lbs.	.09
" 160 lbs.	.09
" 140 lbs.	.09
Dressed Sheep and Lambs—	
Lamb, western, good	-.11
" " culls	-.09
Sheep, choice	-.09
" medium	-.07½

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.70 -.80
Cow Tongues	.50 -.70
Calf Heads, scalded	.50 -.75
Sweetbreads, veal	.60 -.90
" beef	1.00
Calf Livers	.20 -.25
Beef Kidneys	1.00
Beef Livers	.06
Ox Tails	.50 -.65
Hearts, beef	.03 -.05
Rolls, beef	-.14
Tenderloin, beef, western	-.20
Fresh Pork, loins, city	.10 -.12
" " western	-.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

Turkeys—	Per lb.
Western, young hens, 8 to 10 lbs.	.15 -.17
" young toms, 15 to 17 lbs.	.16 -.18
Old hens and toms	.16 -.18
Common to good	.16 -.18
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.22 -.24
Philadelphia, fresh killed, 3½ to 4 lbs. to pair	.22 -.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.22 -.24
Western, 4 to 4½ lbs. to pair, fancy	.15 -.16
" 3 to 3½ lbs. to pair, fancy	.15 -.16
" fair to good	.15 -.16
Fowls—	
Western, fancy	.13 -.15
Heavy Roasters, 4 to 5 lbs.	.14 -.16
Fair to good	.12 -.14
Old cocks	.10 -.11
Western capons, fancy	
" small	
Squabs—	Per doz.
Prime, large, fancy	3.00-3.50
Mixed	2.50-3.00
Dark	1.25-1.50

LIVE POULTRY.

Spring Chickens, nearby, 1½ to 2 lbs.	.14 -.15
Large Springers	.13 -.15
Fowls	.13½-.15
Roosters	-.10
Ducks	.12 -.14

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or roc. size, 2 doz.	.90
" 1 doz.	.90
Large, or 25c. size, 1 doz.	1.80
1-lb. cans, 1 doz.	4.50
5-lb. cans, ½ doz.	10.00

SAUER KRAUT.

Extra quality, 50-gal. tierces	7.50
" 15-gal. kegs	3.00
Victory, extra fancy, No. 3, 2 doz.	.77½
Spring Garden, fancy, No. 3, 2 doz.	.75
Compass, No. 3, cans, 2 doz.	.70
Casks, 48 gals., long cut, new	7.75
Bbls., 30 gals., long cut, new	6.75

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, ½ lb.	.95
Round conical, with key, No. 1, 1 doz.	2.35
" " No. 2, 1 doz.	4.20
" " No. 3, ½ doz.	6.30
" " No. 4, ½ doz.	8.15
P. P. Sauce, No. 1, 2 doz.	1.50

—26—

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.	2.00
No. 1, cans, 1 doz.	2.25
No. 2, cans, 1 doz.	4.00
No. 3, cans, ½ doz.	3.25
No. 4, cans, ½ doz.	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars	.97½
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.83
National, No. 10, tumblers	.72½
" No. 6, tumblers	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13½
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06¼
" 4½-lb. toy pails, ½ doz.	4.10
Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
Southwark, No. 3, tins	1.00
" No. 5, toy pails	2.70
30-lb. pails	1.08
" 20 lb. crocks	.07¾
" Schimmel's, 30-lb. pails	.06
Prune, 30-lb. pails	.07¼
Peach, 30 lb. pails	.07
Jams—	
Schimmel's, pure, jars, 2 doz.	1.70
Southwark, assorted, jars, 2 doz.	.93
Orange Marmalade—	
Hartley's, imported	1.80
Schimmel's, pure	1.65
Warrock's Guava Jelly—	
1-lb. tumblers	4.00
½-lb. "	2.25
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, jars	4.60
Raspberries, jars	4.60
Apricots, peeled, jars	4.85
Pineapple, jars	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint	.85	1.95	
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.45	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	.45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots.	.45	.85	1.95
Godfrey's Cordial, rd bots.	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	
Laudanum, roc. size			per doz. .90
" 25c. size			1.90
5 per cent. discount in gross lots assorted.			
Alum			per lb. .03
Borax, powdered, bulk			per lb. .07
" lump, bulk			.06
" 20 Mule-Team, pure, 24 1 lb.			per case
" " 48 ½ lb.			"
" " 96 ¼ lb.			"
Butter Color, W. & R.			per doz. 1.87½
Bull's Cough Syrup			1.90
Bluestone, bulk			per lb. .06
Copperas			.01¼
Camphor, gum, 1-oz. blocks			.67
" flakes, 250-lb. bbls.			.02¾
" " less quantity			.03¼
" Tar Balls, 250-lb. bbls.			.02¾
" " less quantity			.03¼
Castoria, Fletcher's			per doz. 2.80
" Pitcher's			.85
Carbonate of Ammonia			per lb. .11
Epsom Salts			.01½
Glauber Salts			.01½
Glue, ordinary			.12
" white			.20
Gum Arabic			.50
Haarlem Oil			per doz. .30
Husband's Magnesia			2.85
Jamaica Ginger, Hires', flasks			.90
Licorice, P. & S., 5c. stick, imported			.36
" M. & R., 5-lb. boxes			per lb. .23
" " lozenges, 5-lb. boxes			.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes			.24
" root			.11
Putty, 25-lb. cans			per 100 lbs. 1.60
" 50-lb. cans			1.55
Petroleum Jelly, screw top, 5c. size			per doz. .35
" roc. size			.75
Paris Green, 100-125-lb. kegs			per lb. .24½
" ¼-lb. packages			.29
" ½-lb. packages			.28
" 1-lb. packages			.27
Rosin			.03½
Roach Powder, Omega, 4-oz. cans			.80
Roachsalt, roc. size			per gross 9.00
Saltpetre, crystal, about 350-lb. bbls.			per lb. .06¾
" granulated, about 100-lb. kegs			.06¾
Sulphur, flour, 175-lb. bbls.			per 100 lbs. 2.55
" 100-lb. bags			2.35
" less quantity			per lb. .03½
Venetian Red			.01
Whiting			.02

—27—

Goff's—	Per doz.
Cough Syrup, 25c. size	1.75
Herb Bitters, 25c. size	1.75
Oil Liniment, 25c. size	1.75
Sarsaparilla, 50c. size	3.50
Worm Syrup, 15c. size	1.20
Horse and Cattle Powder, 15c. size	1.20
Dyspepsia Tablets, roc. size	.75
Iron Glue, McCormick & Co.—	
No. 5	.40
No. 10	.75
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.75
Triangular Quinine	.80
Quinine Capsules	.80
W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
" Jr., (Mankind)	9.00
Taroleum, small cans	6.00
" large cans	1.00
Young's Kidney and Nerve Powders	2.00
" Fattening and Condition Drops	4.00
" Colic and Indigestion Cure	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield,	

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz. 4.15
Bath Brick, box 25 bricks	per box .60
Sealing Wax	" .03
Silver Sand	per bbl. 1.25
Tar, pints	per doz. .75
" quarts	" 1.00
" gallons	each .30
" ½ bbls.	" 3.50
" bbls.	" 6.00
McCormick & Co.—	
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case 3.75
U. S. Nerve and Bone Liniment, 25c. size	2.00
McCord's Magic Medicine, 25c. size	2.00
" 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" 50c. size	4.00
McCormick's Watermelon Syrup, 50c. size	4.00
Reliable Brand Headache Powders, roc. size	.75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, roc. size	.90
" 25c. size	2.00
" 35c. size	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet	roc. size .85
" 15c. size	1.75
" 25c. size	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla	.45
No. 2, Vanilla and Rose	.90
No. 2, Lemon and assorted	.85
No. 4, " "	2.00
No. 4, Vanilla	2.25
Assorted cases, Nos. 1 and 2	10.80
" Nos. 1, 2 and 4	11.80
Bulk.	pts. qts. ½ gals. gals.
XXX Vanilla	1.50 3.00 6.00 12.00
XX Vanilla	1.25 2.50 5.00 10.00
X Vanilla	1.00 2.00 4.00 8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00 1.60 3.00 6.00
Peach, Rose, Apricot, Violet	1.50 2.75 5.50 10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25 2.25 4.00 7.50
Tea	7.00
Kitchen Queen—	Per doz.
Extract Vanilla, No. 25	2.00
" No. 2X	.80
" No. X	.45
Extract Lemon, No. 25	1.75
" No. 2X	.80
" No. X	.45
Ingersoll's Flavoring Extracts—	
High Grade Vanilla	1.75
" Lemon	1.75
Select Vanilla	.85
" Lemon	.85
" assorted	.85
" small size	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz. 1.10
" Rennet Tablets, 3 doz.	.75
Shinn & Kirk's Liquid Rennet	1.50
Hanson's Junket Tablets, 3 doz.	.73
Union Tablets, 3 doz.	.45

CIDER.

Corson's—	Per gal.
Barrels	.14
½ barrels	.16
Kegs	.19
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50
" 2 doz. pts.	4.00
Anchor brand Golden Russet, 1 doz. qts.	3.75
" 2 doz. pts.	4.25
Mott's brand Golden Russet, 1 doz. qts.	3.75
" 2 doz. pts.	4.25

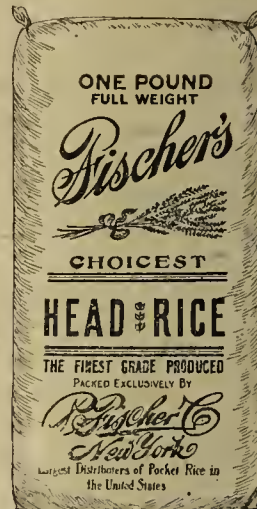
—28—

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25
Spearment, 20 packs, 100 pieces	.55

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	Per .07
Fancy Head, 100-lb. bags	.06
Extra choice, 100-lb. bags	.05
Choice, 100-lb. bags	.04
Prime, 100-lb. bags	.03
Japan, fancy, 100-lb. bags	.05
" choice, 100-lb. bags	.05
Java, fancy, polished, 100-lb. bags	.05
B. Fischer & Co.—	



Fischer's Choicest Head, 1-lb. bags	.07
Queen Quality, ex. fancy head, 1-lb. bags	.07
" " 3-lb. "	.06
" " 5-lb. "	.06
Coronet, choice head, 1 lb. bags	.06
" " 3-lb. bags	.05
Imperial, choice, Dom. Japan, 1-lb. bags	.06
" " 3-lb. "	.05
" " 5-lb. "	.05
Extra fancy head, XXXX, 100-lb. bags	.07
Fancy head, 100 lb. bags	.07
Choice head, 100 lb. bags	.06
Fancy Java head, 100-lb. bags	.05
Extra fancy, Patna, 100-lb. bags	.07
Siam, Patna style, 100-lb. bags	.06
Choice broken, 100-lb. bags	.03
Extra fancy Japans, 100-lb. bags	.05
New crop choice Japans, 100-lb. bags	.05

SALT.

Worcester—	
Bbls., contain 280 lbs.	2.50
" 60 5-lb. bags	4.00
" 22 14 lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Mermaid, quick-dissolving bathing salt, 30 10-lb. bags, in bbls.	per bbl. 3.00
Pretzel, 280-lb. bbls.	2.40
" 180-lb. sacks	1.55
Cheese, 280-lb. bbls.	2.40
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
Ivory, dime size, 36 wooden boxes to case	2.20
New Ivory, 24 large cartons to case	1.50
Agricultural, 200-lb. burlaps	.60
Silver Springs, quick-freezing ice cream salt, 30 in bbl.	per bbl. 2.60
Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.	

SALAD DRESSING.

Campbell's, small, patent cap, 2 doz.	Per doz. .87½
Durkee's, large, 1 doz.	4.00
" small, 2 doz.	2.40
Schimmel's, small, 2 doz.	.87½
My Wife's, large, 1 doz.	2.30
" small, 2 doz.	1.45
Snider's, pts., 1 doz.	2.30

SAL SODA.

Bbls., 375 lbs.	per 100 .65
Kegs, 170 lbs.	per 100 .82½
60-lb. boxes, bulk or granulated	62

When in the Market

For COFFEE either call on us or have one of our representatives call on you as we can make your money go farther than any one else can.

The house of "Wilde" has been in business nearly a hundred

years, and still stands in the foreground of Coffee firms.

Our long experience has taught us which Coffee is best suited to different localities, and this knowledge is worth many dollars to you in mak-

ing your selections. You get exactly what you buy, not only once, but all the time, and the values given are better than you can obtain elsewhere.

Let us prove our statements

SAMUEL WILDE'S SONS CO.

Importers Coffee, Tea and Spices
11 DUTCH STREET, NEW YORK

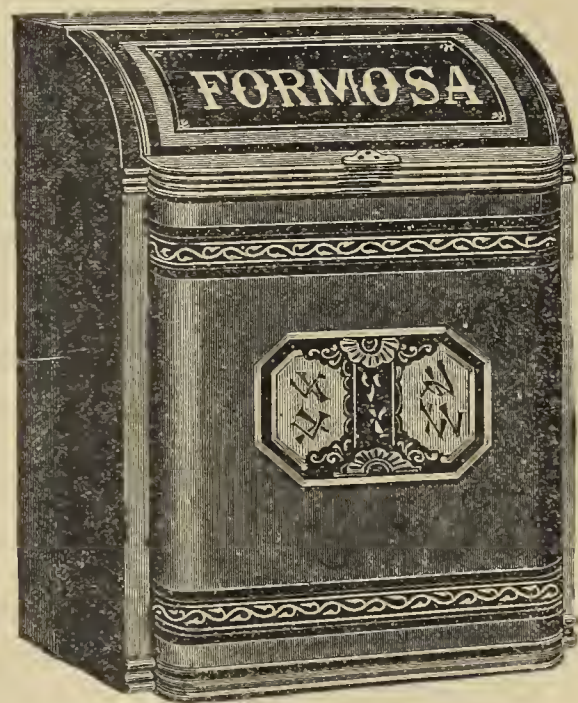
"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



TEA, COFFEE and SPICE CANISTERS, BINS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. Base Delivery Canisters with revolving doors are the best.

We import Chinese Scenery Paper for Tea-store Decoration



TROEMNER'S SCALES and the
"Star" Coffee Mills, Electric Coffee Mills

WRITE FOR CATALOGUE

MORGAN & CORNELL

211 DUANE ST.
NEW YORK

-29-

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

	Per lb.
Canary	.04
“ bush. 60-lb.	2.25
Caraway	.12
Celery	.09
Coriander, bleached	.05
Flax	.05
Hemp	.04½
“ bush. 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape	.05½
“ bush.	2.50
Poppy, per lb.	.10
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 112 lbs., kegs.	1.75
Bi-Carb., bulk, less quantity	.02½
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼s, 36 lbs.	.05½
“ “ “ ¼s, 36 lbs.	.04½
“ “ “ ¼s, 36 lbs.	.05½
Saleratus, Babbitt's bd., ¼s, 25-tb. bxs.	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
	Per case
Clicquot Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross.	2.50
Bon Ami, 10-cent size.	¼ gross 2.50
Electro Silicon, 1 doz.	.72
Putz Liquid, large, 3 doz.	per gross 16.50
“ “ “ 3 doz.	per doz. 1.45
“ “ “ small.	per gross 7.00
“ “ “ “	per doz. .60
Putz Paste, large.	per doz. .55

SOAP—Laundry.

	Less than 5 bxs.
Acme	100 3.25
Acorn	120 2.45
Ark	100 1.75
American	72 2.80
Bee	100 3.90
Best, Babbitt	100 3.45
Babbitt's New York City	60 3.52½
Big Master	70 2.80
Brown	60 2.40
Borax, Dreydoppel	40 2.60
“ Pearl, Young & Co.	40 2.80
“ Day & Frick, Novelty	40 2.80
“ Handsome	60 2.60
“ Eavenson, large	100 4.75
“ “ small	100 3.75
“ Kirkman's	100 3.75
“ Red Seal	100 3.80
“ Swift's	100 4.00
“ Climax	100 2.10
Circus	100 3.25
Cotton Oil, White	100 5.80
Coal Oil Johnny	100 3.57½
Cygnat	100 4.00
Dobbins' Electric	4.25
Dewey	100 2.15
Fairy	100 4.00
Fels-Naptha	100 4.00
Five case lots freight prepaid	100 3.95
Good Morning	100 3.85
Glycerine Tar	100 3.75
Gloss	100 3.25

-30-

Grand Pa's, large.	50 3.15
“ “	100 3.80
Ivory	100 7.00
“ small	100 4.00
Lenox	100 3.00
Life Buoy	50 1.95
“ “	100 3.90
Lautz's Naptha	100 3.80
Magic Cleaner	100 3.00
Marsselles, laundry size	100 5.80
“ 5-cent size	100 4.00
“ toilet size	100 4.00
Master	100 3.25
Mayer's	100 3.80
“ “	50 1.90
Miller's Naptha	100 3.75
Naptha, Swift's	100 3.75
“ P. & G.	100 3.85
Octagon	100 3.90
Old Mill	100 3.30
Ozone	100 3.75
Oleine, Conway's	60 2.50
“ Golden	60 2.55
“ Eavenson's	60 2.35
“ Kirk's	60 2.07½
“ Philadelphia, 60 blocks	2.60
“ “ 72 “	2.60
“ Pennsylvania	60 1.60
“ Procter & Gamble	60 3.00
“ Young's Best	60 2.80
Pride, Swift's	100 3.75
Polo	120 2.45
Quaker City, boxes	100 2.90
“ tubs	150 4.60
Sunlight, oval	100 3.85
“ twin bars	100 3.95
Santa Claus	100 3.10
Saratoga	120 2.45
Star	100 3.00
Sunny Monday	100 4.00
White Cloud	100 3.85
Wool Soap, large	100 6.75
“ small	100 4.00

Toilet Soaps.

Buttermilk Cosmo	gross 6.60
“ “	doz. .60
“ Swift's	gross 4.05
Castile, imported, Conti.	lb. 13½
“ Conti, original boxes	lb. 11½
Cutaneous, Dr. Raub's	doz. .70
Elderflower, large cake	gross 4.40
Fleur-de-lis	doz. 4.50
“ “	doz. .45
Hearts and Flowers	gross 10.25
Maxine Elliott	8.10
Oatmeal, 3 cakes in box	“ 3.25
Olive Oil Castile, white, green or mottled,	9 ¼-lb. bars to box lb. .09
Turkish Bath	doz. .40
Sweetheart, 50 cakes	box 1.75
Witch Hazel, 3 cakes, ½ gross	gross 3.25
“ Swift's	“ 4.05
“ Armour's	“ 3.50

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	
Sapolio, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ 72 “	2.70
“ 100 “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ “ 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
“ 100 5-cent packages	3.75
Kirkoline, white, 24 large packs	3.55
“ 100 12-oz. packages	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s.	4.00
“ “ 50 2s.	4.00
“ “ 100 1s.	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	per doz. .43
Swift's Washing Powder, 100 1s.	3.85
“ “ 24 4s.	3.85
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
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PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	per doz. .45
Dime size, 2 and 4 doz.	“ .85
¼-lb. net, tins, 2 and 4 doz.	“ 1.00
½-lb. net, tins, 2 doz.	“ 1.90
1-lb. net, tins, 1 doz.	“ 3.70
6 lb. cans, full weight	per lb. .23
10 lb. cans, full weight	“ .22
Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
½-lb. “	“ 2.70
¼-lb. “	“ 1.45
⅛-lb. “	“ .90
18-b. kegs.	43

-31-

	Bbls.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade		.28	.30
White, Low Grade		.17	.19
Red, High Grade		.21	.23
Red, Low Grade		.16	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.17	.18	.20
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade		.75	.77
Nutmegs—			
High Grade		.30	.32
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			Per doz.
Bee Brand—Pepper, Cinnamon, Mustard,			
Cloves, Ginger, Allspice	½-lb. cartons		.40
“ “	¼-lb. cartons		.75
Banquet Brand—Mustard, Cinnamon, Pep-			
per, Cloves, Ginger, Allspice	½-lb. cartons		.35
“ “	¼-lb. cartons		.70
Bee Brand, in canisters, above assortment,			
No. 45 size			.45
No. 90 size			.85

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ 20, “ “	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseradish and Mustard, No. 8, with spoon,	
2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.13
Mace	.48
Nutmegs, large	.16
“ medium	.12½
Cinnamon Bark, Canton	.12
“ Java Thin Quills, 5-lb. rolls	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ 36 10-cent “	“ 2.70
Duryea's, 40-lb., 1-lb. packages	.07½
“ 20-lb., “	.07½
Niagara, 40 lb., “	.05
Cream, 48-lb., “	3.45
Kingsford's, 40 lb., “	.07½
“ 20-lb., “	.07½
Rex, 40 lb., 1 lb. packages	.04

LAUNDRY STARCH.

Argo, Gloss, 24 5-cent packages	.92
Gilbert's Laundry, 40-lb. boxes	.04
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.06
“ Linen Gloss, 3-lb. cartons	.05
Kingsford's, Pure, 3 lb. cartons	.06¾
“ Pure Gloss, 40 1-lb. packages	.06¾
“ Silver Gloss, 12 6-lb. wd. bxs.	.07¾
Duryea's, Superior, 3-lb. cartons	.06¾
“ Satin Gloss, lb. packages	.07¾
“ Superior B, bulk	.04½
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.08½
Niagara, laundry, 50 lb. bulk	.04
“ 1-lb. packages, 48 lbs.	.05
“ 3-lb. cartons, 48 lbs.	.05
“ 6-lb. boxes	.06
Celluloid, 64 10-cent packages	4.30
“ “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods,	
36 packages	per package .08
Starch Polish, 20 cakes	per box .50
Rex Gloss, 50 lb. bulk	.03¾

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ large, “	7.00
“ “ Liquid, large, “	6.65
“ “ “ small, “	4.90

-32-

Electric Paste, ½-gross boxes	4.20
Magic Paste, ¼-gross boxes	4.75
Parlor Pride, large size	per doz. .87
“ “ small size	per gross 10.25
“ “	per doz. .70
Climax Enamel, ¼-gross	per gross 9.40
Black Jack, ¼-gross	per doz. 7.00
Rising Sun	“ 5.75
Sun Paste, 5-cent size	“ 4.50
“ 10-cent size	“ 7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼-gross	1.25
Per box of ½ gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼-gross	2.25
Per box of ½-gross	4.50
Per gross	9.00
F. F. Dalley Co.—	
2-in-1, smaller size	per doz. .75
2-in-1, large size	“ 1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkg. .04½
Excelsior, 24 packs	“ .05½
McAllister, 36 packs	“ .05½
Rosensteins, 1-lb. pkgs., 2 doz.	per lb. .05½
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz. .35
Red, quarts, 3 doz.	“ .70
Silver, pints, 3 doz.	“ .35
“ quarts, 3 doz.	“ .70
Bath Brick, 25 bricks	per box .60
Toothpicks, Eureka, 100 boxes	case 1.85
“ “ Perfection, 2 doz.	per doz. .42
Royal Glue, 1 doz.	“ .40
Paist's Glue, 1 doz.	“ .40
Carpet Tacks, Wooden Keg, ½-gross case,	
assorted, 6, 8, 10s.	per case .90
Carpet Tacks, Silver Steel, 4-oz.	per doz. .06
6-oz.	“ .06½
8-oz.	“ .07
10-oz.	“ .08½
12-oz.	“ .09
Matting Tacks—	
No. 10, steel	per doz. .10
No. 11, “	“ .10
No. 12, “	“ .13
G. B. Weiss & Son—	
Sole leather, No. 1	.25
“ No. 2	.23
“ No. 3	.21
Cut Sole Leather, cut into taps, 6 ins. high	1.50
“ “ “ 5½ “	1.48
“ “ “ 5 “	1.42
“ “ “ 4½ “	1.25
“ “ “ 4 “	1.18
“ “ “ 3½ “	1.05
“ “ “ 3 “	.90
Fli-Stickon, Fly Ribbon	per gross 4.80
Ely Paper, Tanglefoot	per case
“ “ Sticky, 10 cartons	2.20
Stickite Fly Paper, 100	per case 3.00
“ “ 10 cartons	2.35
Wax, White and Yellow	per lb. .30

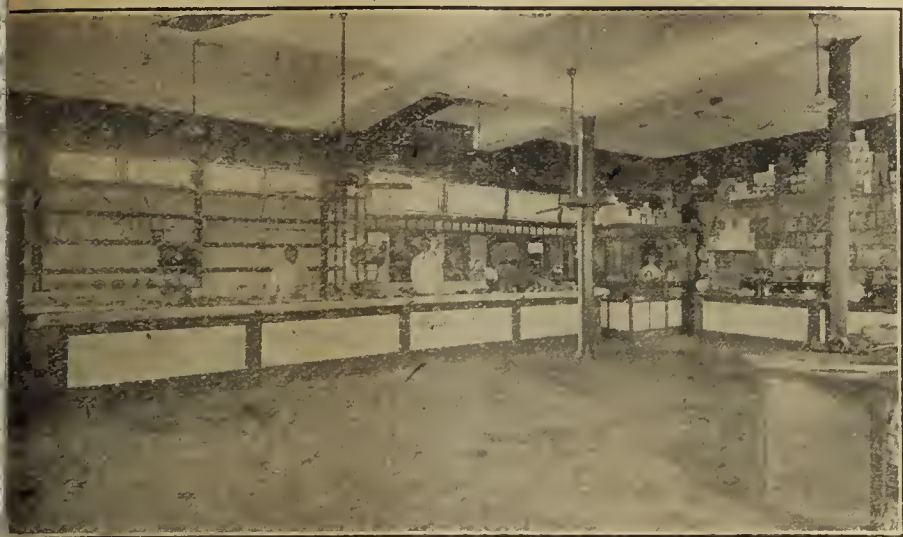
ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.	per lb. .08½
“ “ Clotheslines, 50-ft. hanks	doz. .75
Cleveland, extra fine cotton twine	per lb. .20
Orange Brand, fine cotton twine	“ .18
Texas Medium, cotton twine	“ .16
Cotton Candle Wick	“ .20
Colored Twine, 8 balls to box, lb. to bx.	“ .25
Fine Hemp Twine, 8 balls to lb. in 5-lb.	“ .20
bunches	“ .20
Coarse Hemp Twine, 8 balls to lb. in	“ .16
5-lb. bunches	per lb. .16
Best Jute Rope, 16 yds. to lb.	“ .07
Best Jute Plov Line, 8 yds. to lb.	“ .07
Jute Clotheslines, 90 ft. to hank	per doz. 1.60
“ “ 108 ft. to hank	“ 1.70

SYRUP AND MOLASSES.

N. O. Molasses.

We Can Save You Money



(Watch this space for changes in stores)

The fixtures of this ideal meat, grocery and provision store of Fred. P. Bell's, 52nd and Spruce Streets, Philadelphia, were put in by us.

We make a specialty of Store Fixtures and our record will show that we have fitted up more stores than any other concern.

Let us do your work, we guarantee to give the best in the market at reasonable figures.

We Challenge the World

RIDGWAY REFRIGERATOR CO.

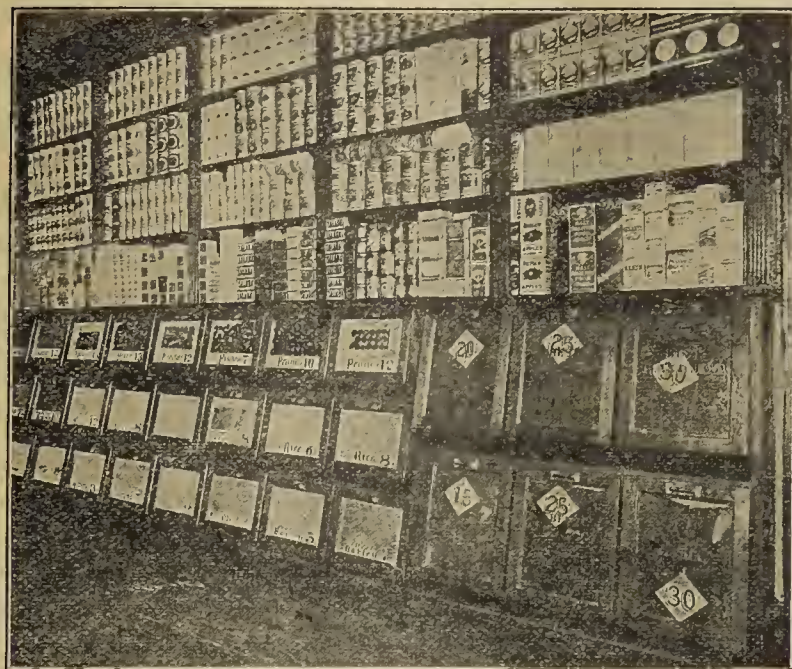
E. B. ATKINS, Mgr.

3519 North Lawrence Street

5th and Tioga Streets

PHILADELPHIA

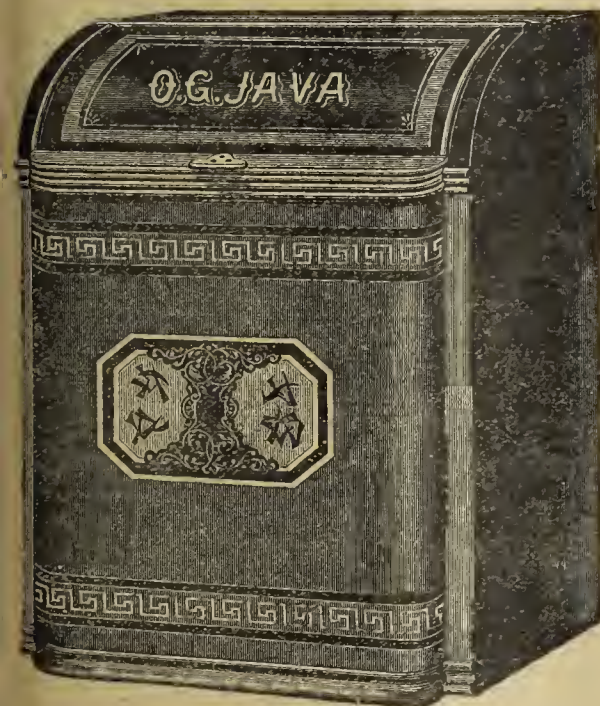
"Show All-Sell All"



This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

18 to 24 S. Seventh St., Philadelphia, Pa.



COFFEE AND TEA BINS THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

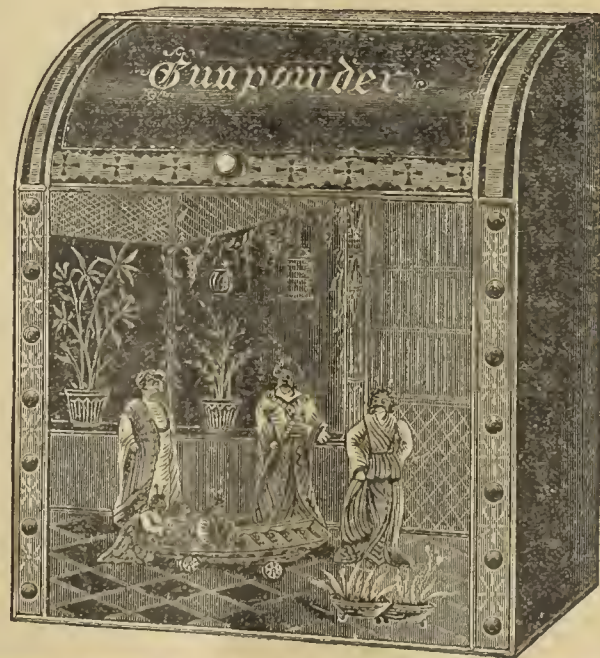
When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace

them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street
PHILADELPHIA, PA., U. S. A.



Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

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No. 20.

Contents.

	PAGE
Demonstration of "Grocery World and General Merchant's" Prices-Current.....	6
ined Sugar Soft and Unsettled	6
tern Chain Store Concern Offering Stock to Individual Retailers.....	6
ident Pennsylvania Senate Thinks Storekeepers Should Pay Mercantile Tax	7
New York Letter.....	8
Minute Sermons for the Retail Grocer	9
orial.....	10
ie Question of Manufacturers' Signs. ce-President Sherman and Food Law Amendments.	
ie Jobbers' Pure Food Organization. self-defence.....	10
h Trust Loses Important Patent Suit.....	10
hern Wholesale Grocers' Association Sued as a Trust.....	11
o Your Family Out of Your Store....	12
ers Organize for Protection Under New Pennsylvania Food Legislation.	13
uce Contest and Other Good Holiday Plans.....	14
Austin Permanent Secretary New Manufacturers' Association.	14
l Department.....	15
espondence.....	16
low Dressing for Grocers.....	17
Stroller's Column (Contributed)....	18
ain Stores in Philadelphia.	
Science of Advertising.....	27
, Buckwheat and Rice Prospects food.....	27
low Dressing Articles Wanted.....	28
Grocery Markets.....	28
ldual Market Reports.....	29
g Talks With Grocery Clerks.....	29
et Notes.....	30
urg Produce Men Guilty.....	30
in Pennsylvania are Provisions and Under Protection of Warranty Act...	30
Department.....	31
ore Prices-Current.....	33
York Price-List.....	34
ery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	16
Angell & Co., S. H.....	13
Anker's Bouillon Capsules.....	50
American Can Co.....	9
American Slicing Machine Co.....	9
Armour & Co.....	7
Atmore & Son.....	45
Babbitt, B. T.....	Cover 2
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	17
Barber & Perkins	8
Bell & Sons, Samuel.....	41
Bishop, R. W.	16
Blooker's Cocoa.....	50
Bower & Co., John.....	45
Brown & Co., P. F.....	4
Buckley, Elton J.....	6
Burk, Louis.....	3
Ceylon Tea.....	39
Collier's Weekly.....	Insert
Computing Scale Co., The.....	37
Croft & Allen Co	39
Daetwyler & Co R.....	32
Eby Co., The Frank C.....	47
Electro-Silicon Co., The.....	4
Enterprise Mfg. Co. of Pa., The....	Cover 1

	PAGE
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	43
Fischer & Co., B.	41
Fleischmann's Yeast.....	12
Fly Ribbon Mfg. Co., The.....	17
Forbes, J. P.	32
Franklin Sugar Refining Co.....	43
Freihofer Vienna Baking Company.....	41
Frye & Co., Jed.....	12
Fulton & Walker Co.....	47
Githens, Rexasmer & Co.....	3
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The	3
Grocers' Printing Co.....	17
Heacock, H. F.....	13
Heinz Company, H. J.....	43
Hires Condensed Milk Co.....	Cover 4
Hocking & Co., W. C.....	Cover 3
Huebner, James J.....	12
Indexed Coupon Books.....	32
Iroquois Canning Co.....	4
Kingsbury, H. P. D.....	13
Kirk, Foster & Co.....	14
Knicht Cooking Extract Co.....	Cover 2
Lamson Consolidated Store Service Co.,	18
Lautz Bros. & Co.	Cover 2
Lindsley J. V., & Company.....	47
Lititz Bretzel Co	12

	PAGE
McCahan Sugar Refining Co., The W. J.,	Cover 3
Millbourne Mills.....	12
Moore & Co., E. B.....	Cover 3
Nelke, L. D.....	16
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	12
Ohio Match Sales Company.....	47
Philadelphia Electric Co., The.....	45
Pressing & Orr Co., The.....	Cover 2
Quaker City Preserve Co.....	16
Ridgway Refrigerator Co.....	49
Ritter Conserve Co., Philip J.....	16
Royal Specialty Co.....	50
Sauer Co., C. F.....	Cover 4
Shinn & Kirk	50
Swift & Co.	45
Swift & Co., Gloucester, Mass.....	12
Troemner, Henry.....	49
United Store Service and Tube Co..	Cover 3
Van Camp Packing Co.....	39
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Wheatena Company, The.....	45
Wells & Richardson Co.....	11
Wilde's Sons Co, Samuel.....	50
Williams Bros. Co., The	47
Young & Co., Chas. W.....	13
Zipp Manufacturing Co.....	4

A Demonstration of the "Grocery World and General Merchant's" Prices-Current

A Pennsylvania Retailer Frames an Issue Between a Philadelphia Jobbing House and the "Grocery World and General Merchant" as to Quotations of Various Commodities. "Grocery World and General Merchant" Proves Correctness of Its Own Figures.

The following correspondence will prove of interest:—

Snydertown, Pa., Nov. 11, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—I inclose you letter from Howell & Bursk concerning prices charged me, which are considerably higher than the prices quoted in the "Grocery World and General Merchant." Bill is dated November 4, 1908. Now, I am dissatisfied with either the prices charged me or the "Grocery World and General Merchant." Do you quote prices charged wholesale dealers or prices charged by them to us retailers? If your prices quoted are the prices for us, then who sells at such prices? I have trouble all the time. I want to be right and have annoyance to get there.

Please answer, and oblige,
Yours truly,

H. A. PENSYL.

The letter which Mr. Pensyl inclosed is as follows, with his own comments in parenthesis after each paragraph:—

Philadelphia, Nov. 9, 1908.

Mr. H. A. Pensyl.
Snydertown, Pa.

Dear Sir:—Yours of the 7th to hand and contents noted. In reply would say that the price charged you for the cheese is the lowest price at which we could sell, either last week or this week, fancy full cream New York cheese, and these goods would cost us to buy in carloads in York State to-day 13¾ cents. (Charged me 14½ cents.)

In regard to the Baker's chocolate, will say that Walter Baker's chocolate ½s, cost us 30 cents a pound, and in order to get a price of 30 cents it is necessary to buy \$1,000 worth of their goods, so you can see that a price of 33 cents is not exorbitant. (Charged me 33 cents a pound.)

On Beech-Nut bacon the selling price is \$2.80, and there is no one who can sell for less who buys their goods direct from the Beech-Nut Packing Co. There is but one price on these goods, so the price of \$2.80 is correct. (Charged me \$2.80 a dozen.)

On Day & Frick's scouring soap the list price is \$1.44, and these goods cost us \$1.20. (Charged me \$1.44 a dozen.)

On glass washboards we will say there are a number of kinds which can be sold for more and less than \$3.40, but the washboards which we sent you cannot be sold for less than this price and make a fair profit above the cost of the goods.

On pea beans we will say we shipped you fancy hand-picked York State goods, which cannot be sold for less than \$2.55. These goods cost \$2.37½ to buy. (Charged me \$2.55.) You can see by the foregoing that

we have given you best quality goods and have only charged you a fair margin of profit.

We hope this is satisfactory.

Yours truly,

HOWELL & BURSK.

While Howell and Bursk's letter is perfectly straightforward and businesslike, making no specific attack upon the "Grocery World and General Merchant's" Prices Current, the fact remains that if their prices were correct, as they claim, the "Grocery World and General Merchant's" prices were not. In its own defense the "Grocery World and General Merchant" is therefore compelled to demonstrate the fact that its own prices were right, and that with one exception the goods quoted could be purchased at the date named at precisely the figures given by this journal.

On November 4, 1908, the date named, Howell & Bursk charged Mr. Pensyl 14½ cents for New York cream cheese. The "Grocery World and General Merchant" quoted 13½ cents. On that date John Jamison, Water and Market streets, one of the largest produce jobbers in Philadelphia, sold New York cream cheese for 13½ cents.

On November 4, 1908, Howell & Bursk charged Mr. Pensyl 33 cents per pound for Baker's chocolate. The "Grocery World and General Merchant" quoted 30 cents. On that date Barber & Perkins, 29 N. Water street, Philadelphia, were offering Baker's chocolate at 30 cents.

On November 4, 1908, Howell & Bursk charged Mr. Pensyl \$2.80 per dozen for Beechnut Bacon. The "Grocery World and General Merchant" quoted \$2.50, which was wrong, but the fault lay wholly with the Beechnut Packing Co. They had agreed to supervise the "Grocery World and General Merchant's" price-list of their products, but had not

done so. The goods could have been bought on that date, however, for \$2.72½ cents.

On November 4th Howell & Bursk charged Mr. Pensyl \$1.44 for Day & Frick's soap. The "Grocery World and General Merchant" quoted \$1.26. On the date named Halpen, Green & Co., 30 South Front street, were selling the soap named at \$1.26.

As to glass washboards, the "Grocery World and General Merchant" knows nothing of the brand Howell & Bursk supplied, therefore cannot discuss the righteousness of their prices.

On November 4th Howell & Bursk charged Mr. Pensyl \$2.55 for New York pea beans. The "Grocery World and General Merchant" quoted \$2.45. On the date named Barber & Perkins were selling New York pea beans at \$2.45.

Every one of the jobbing concerns named is freely as reputable and responsible as Howell & Bursk, as Howell & Bursk will doubtless themselves agree.

Refined Sugar Soft and Unsettled.

Most Refiners Cut Granulated Fifteen Points Deeper. Western Beet and Louisiana Crops Hanging Over Market's Head.

The market for refined sugar is still in a soft and uncertain condition, all the refiners but the Trust and the McCahan having cut granulated to 4.65 cents and other grades in proportion. The main reasons seem to be growing antagonism among the refiners, but particularly the fact that the Louisiana and the Western beet crops are hanging over the market's head.

The price of 4.65 cents for granulated is getting down lower than the market has reached for some time. On that basis there is a margin between raw and refined of 68 points, which still lets the refiners out whole and a little more. The Trust would like to see the Eastern refined market held up because it is interested both in Louisiana and Western beet sugar, which are sold on the Eastern basis, and also because it has high-priced stocks of raws on hand which it would like to work off while refined held up. Both the Louisiana and the Western beet crops are large, however,

and it seems likely that the market will remain soft from now.

There are many rumors of a hot fight coming between large refiners.

Western Chain Store Company Offering Stock to Individual Retailers.

New Departure by the Kroger Grocery and Baking Co. The Contract with Subscribers. Object to Harder Fighting.

The largest chain-store company of the West, the Kroger Grocery and Baking Co., which operates a large number of retail stores in Cincinnati, Dayton and Ohio cities, has inaugurated a novel plan of extending the scope of its company. It is offering some of the stock of the company for sale to individual retailers.

The proposition is placed before the retail trade through the following agreement:—

We, the undersigned, hereby subscribe for shares of capital stock of The Kroger Grocery and Baking Co. of Cincinnati, Ohio, and agree to pay therefor the sum of \$100 per share, on or before the day of, 190.....

This subscription to the capital stock of The Kroger Grocery and Baking Co. is hereby made by us and is accepted by the said The Kroger Grocery and Baking Co. upon the following terms and conditions to wit:—

We hereby agree to purchase the groceries and grocers' supplies handled by us from the said Kroger Grocery and Baking Co. and said The Kroger Grocery and Baking Co. hereby agreeing to sell the same at the cost of the same plus 3 per cent. to be added to cost as its profit. And the said Kroger Grocery and Baking Co. further agrees to receive and account from us all shipments of eggs and other produce and to credit our account with the value of shipments, said value to be fixed at the official market price without deducting any commission or charges except freight and expense thereon. The Kroger Grocery and Baking Co. further agrees to tend to us a line of credit to 90 per cent. of the par value of stock hereby subscribed for, it being understood and agreed that we deposit with the said The Kroger Grocery and Baking Co. the stock, or such portion of the stock or its value, as shall be necessary to maintain a line of credit with it being further understood that

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia

Telephones { Bell, Lombard 1727
KeyStone, Race 746

COLLECTIONS, CORPORATION PROCEEDINGS, CASES UNDER FOOD LAWS

TRADEMARK REGISTRATION

dividends declared on said stock shall be paid to us the same as to other stockholders, whether the stock is deposited with the said The Kroger Grocery and Baking Co. or not.

It is hereby further agreed that should we desire at any time to dispose of said stock of the said The Kroger Grocery and Baking Co. we shall first offer it to the said The Kroger Grocery and Baking Co., which shall have the privilege of purchasing it at its then market price. In Witness Whereof, we have hereunto set our hands this day of, 190.....

It is understood that Mr. Kroger's idea is to build up more trading strength, in order to operate certain manufacturers who have declined to longer sell him direct, together with some other in stores.

The Kroger Co. has recently absorbed several stores formerly conducted by competitors, and now maintains a wholesale grocery house. The stock offered is of course a minority interest.

Do you realize what 70 per cent. profit means? If you could make that on all the goods you sell you could retire with a competency. By using Goff's Cough Syrup, a standard remedy that has been on the market for many years, you can make at least 70 per cent. Better write to S. B. Goff & Sons Co., Camden, N. J., and they will tell you how.

President Pennsylvania Senate Thinks Storekeepers Should Pay Mercantile Tax

Asks What Tax Stock of Goods Would Pay if Mercantile Tax is Repealed. Thinks They Should Help Bear Tax Burden. Corry Merchant Says Tax is More Like an Income Tax.

Special Correspondence of "Grocery World and General Merchant."

Erie, Pa., November 12, 1908.

Secretary J. P. Drown, of the Corry Business Men's Exchange, having asked Senator A. E. Sisson, who will be president pro tem. of the Senate at the coming session, about his views on mercantile tax repeal, in a letter to Secretary Drown, dated October 30th, Senator Sisson says:—

I am interested in the legislation to which you refer and desire to know more about it—to know the reasons why this law should be repealed. At the last and former sessions of the Legislature we were flooded with bills proposing to increase taxation in different ways, upon the ground that our revenues were insufficient. This mercantile tax law is an old law and has been upon our books for many years. I am aware that our tax laws have changed much since that law was enacted, and that so far as corpo-

rations are affected by this mercantile tax, that they now pay a corporation State tax, which might be considered as a substitute for the mercantile tax they pay—and I also know that the trend of our law is to avoid double taxation. I know that this State tax upon corporations pays the most of the expenses of running the Commonwealth, including millions of dollars each year for the maintenance of our public schools, and millions of dollars each year for the maintenance of our public charities. Now, a man who owns a small home pays a tax thereon as well as the man of larger estate, and equality in taxation is the end sought by our Constitution and should be the aim of all our laws.

An inquiry that interests me is, if the mercantile tax law is repealed, what part of the general burden of taxation will a man or a partnership pay that has a large and valuable stock of goods which they are engaged in selling to the public? As I understand our laws, this stock of goods would pay no local tax, and if it does not pay a State tax it, or the privilege of selling it to the public, would bear no part of the

burden of taxation, which is necessarily incident to the existence of a civilized community under modern conditions. I desire to be fully informed in relation to the subject matter. I will be very glad to have your views upon this subject. I have not been giving the matter special attention, but expect to do so before voting or taking any action in relation thereto.

Secretary J. P. Drown replied to Senator Sisson, and a portion of his answer follows:—

The mercantile tax is a tax of 1 mill upon each dollar's worth of merchandise sold by the merchant at retail. It is not a tax on stock values. It is practically an income tax, based on the annual volume of business. Why should the retail merchant be required to pay an income tax? What income tax is paid by the merchants of New York and Ohio? What tax is paid by lawyers on their volume of business? What tax is paid by other professional interests, such as physicians and dentists, upon their business? What tax is paid by the farmer on his income? What tax do manufacturers who are not incorporated pay on their volume of business? Why should merchants be subject to a tax on the volume of their business when other leading commercial interests are not subjected to similar taxation? It is double taxation, in that the merchant pays an occupation tax and pays city, county and school taxes, including his real estate holdings. There is no more justice in a tax on the volume of business or income of a merchant than there is in taxing the business enterprise of any other trade or profession. What portion of the money contributed for appro-

What the Name "Armour" Means

The name "Armour"—on "Star" Hams or on anything else—means that the article is above the common. Have you ever thought of this? Back of every Armour product is a world-wide business that depends for success on quality.

People will eventually get what they like best. There is no doubt of that. We can't hold your trade unless we deserve it. And we must deserve it better than others, because of our larger production. We must control an enormous trade to dispose of it.

No skill is too costly, no care too extreme, if it improves our products even a trifle. For we can't sell the most of an article if anyone makes a better. That goes without saying. We cannot long be leaders unless we lead in quality.

Our products are clean and healthful, and correctly branded. The laws insure that. We have a small army of Government inspectors around us. From the animal to the consumer, every process is watched by them. We could not put out anything deceptive, un-

clean or unhealthful, even if so inclined.

But the name "Armour" means more.

It means that the highest skill that we know has been employed in the making. It means that years of experience has served to perfect it. It means that our vast reputation, and all that depends on it, is deliberately placed at stake on it. We are not so unwise to seek your trade in this expensive way, without knowing that our products will keep it.

ARMOUR AND COMPANY



priations is paid from the income of the public corporations of the State? Does the privilege of selling pools yield any tax revenue?

George Metzgar, Jr., secretary of the Cameron County Business Men's Exchange, will attempt a reorganization in the near future.

Our 151st affiliation is the Smethport Business Men's Association, secured through the efforts of the officers of the Bradford Business Men's Association. This association was organized October 14, 1908, with the following officers: President, W. A. Andorfer; first vice-president, W. H. Gallup; second vice-president, John F. Rooney; secretary, C. C. Choate; treasurer, Walter Daly; Executive Committee, W. A. Andorfer, W. H. Gallup, John F. Rooney, Walter Daly, C. C. Choate.

Erie has adopted the death benefit fund of the Philadelphia Association.

J. W. Gilds, vice-president of the Easton Association, visited Bethlehem on November 4th, when a grocers' association was established.

A. M. HOWES,
State Secretary.

The New York Letter

The Sugar Squabble. Tobacco Trust's Defence. Will the Oil Trust Increase Its Capital? High Prices for Thanksgiving Turkeys. New York Food Authorities Going After Misbranded Prunes. Move to Reduce Essence of Coffee Duty. Another Biscuit Company in Trouble.

Special Correspondence of "Grocery World and General Merchant."

New York, Nov. 13, 1908.

The sugar companies have been cutting prices in the last week and the reasons given are that the trade is dull and raw sugar at New Orleans is cheaper than it was. The Arbuckles and the Federal Sugar Refining Co. have led in the cutting. The price fell off to 4.75 cents, then to 4.70 cents and then to 4.65 cents.

Rumor has it that the companies which led in the cutting are inclined to wage a vigorous campaign against the American Sugar Refining Co., otherwise known as the Trust. It is said that an agreement made between the late President Havemeyer, of the Trust, and the Arbuckles expired a month ago and that a failure to renew it has led to the price cutting.

James B. Duke, president of the American Tobacco Co., sent out this week to stockholders a statement with reference to the decision of the United States Circuit Court, which held last Saturday that the corporation is illegal, being formed in restraint of trade and in violation of the Sherman law. Mr. Duke quotes from the opinion of the court in an effort to show that the violation of the law is only technical and that if this company is an illegal corporation, then most of the corporations in the country are also illegal. He declares that the tobacco company has never been oppressive of competitors and that its operations have been beneficial to the producers of tobacco and to the public.

Mr. Duke says that pending an appeal to the Supreme Court of the United States, from the injunction

granted against the company, business will be continued as usual. The injunction does not apply to United Cigar Stores Co., the R. Richardson, Jr., Co., or the Eng branches of the company.

Preliminary indications are that the supplies of turkeys and poultry for Thanksgiving will be on a pretty high level of prices. The wholesale houses are now quoting the best grades of turkeys as high as 21 and 22 cents a pound and are predicting that the retail prices of the best grades will be fully 28 cents. Philadelphia broilers of prime quality are quoted now at 18 to 20 cents at wholesale. However, there will be, in all probability, plenty of supplies below the fanciest grades and these will meet the desires of the largest part of the people.

A hint is also circulating, that early in the season, that grocers who sell Christmas trees will find the supplies curtailed as the result of the numerous forest fires.

Complaints have been made to H. Kracke, the Deputy State Commissioner of Agriculture, that California prunes are sold here in boxes

THAT DOLLAR!

We saved you last week will remind you to come back this week for another. :: :: :: :: ::

Fancy New No. 3 Norway Mackerel, 320 to 340 fish	per bbl., \$17.00
Fancy New No. 4 Norway Mackerel, 420 to 440 fish	per bbl., 14.25
Fancy New White Fat Irish Mackerel, 440 to 460 fish	per bbl., 12.75
Morning Glory Extra Fancy New California Apricots, large, very bright fruit, 25-lb. boxes	per lb., .11 1/2
5 or 10-box lots	per lb., .11 1/4
Wheel Brand Fancy New Moorpark Apricots, very bright fruit, 25-lb. boxes	per lb., .10 1/2
Phoenix Brand Extra Choice New California Apricots, 50-lb. boxes	per lb., .08 1/2
Archer Brand Choice New California Apricots, 25-lb. boxes	per lb., .08 3/4

These are all great bargains in California Apricots. All much below the present market and a very strong market ruling on these goods.

HAMS! HAMS!! Best Quality Sugar Cured Hams, 10 to 12-lb. average, barrels	per lb., .10 3/4
13 to 15-lb. average, barrels	per lb., .10 3/4
Less quantities, 1/2-cent per lb. advance.	

Nowhere else in the country can you buy finest quality Sugar Cured Hams at these low prices.

Absolutely Pure City Rendered Lard, nothing put in and nothing taken out, 50-lb. tins	per lb., .10 3/4
5 or 10-tin lots	per lb., .10 3/4

Jersey Short Cut Pork, all back pieces, 30-40s pieces	per bbl., 18.90
---	-----------------

Three Well-known Brands of Standard No. 3 Cold Packed Tomatoes:

Marble Brand	} per doz., .77 1/2
Delaware Boy Brand	
Bay Ridge Brand	

You can have all one kind or some of all kinds, as you like. They are a snap; any of them and all of them.

1-lb. Wire End Butter Dishes, 1/4 M	per M, .88
2-lb., 1/4 M	per M, 1.15
3-lb., 1/4 M	per M, 1.38
5-lb., 1/4 M	per M, 1.80

These Prices for This Week Only—November 16th to November 21st, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

Rolled Oats, 90-lb. bags	per bag, \$2.55
Western Granulated Corn Meal, 100-lb. bags	per bag, 1.85
Western Table Yellow Meal, 100-lb. bags	per bag, 1.80
Williams Bros.' Highland Brand Assorted Jams, in No. 1 glass jars, single cases, 2 doz.	per doz., .90
5 or 10-case lots	per doz., .87 1/2
Special Bargain in Gunpowder and Imperial Teas:	
Seconds Gunpowder, 1/4 chests about 30 lbs.	per lb., .12 1/2
Seconds Imperial, 1/4 chests about 35 lbs.	per lb., .14 1/2
If these are not the best bargains in green teas for either mixing or selling straight that you have ever bought, you may return same to us at our expense.	
Choice New Head Rice, good bean and good color, surprising value, 100-lb. bags, single bags	per lb., .04 3/4
5 or 10-bag lots	per lb., .04 3/4
Victor Brand California Seedless Raisins, 40 1-lb. packs	per lb., .06 1/2
Roger's Fancy New 4-Crown Ondara Layer Valencia Raisins, 28-lb. boxes, single boxes	per lb., .07 1/4
5 or 10-box lots	per lb., .07
Blue Ribbon Brand Fancy New California Seeded Raisins, 36 lb.	per lb., .08 1/4
New Fancy California Sultana Seedless Raisins, 50-lb. boxes	per lb., .05
5 or 10-box lots	per lb., .04 3/4
These are the greatest bargains in fine cooking raisins we have seen for years. Great quantities of them are selling.	
Fancy California New 3-Crown Muscatel Raisins, 50-lb. boxes	per lb., .06
New Prunes, Gem City Brand, Very Fancy Santa Clara Fruit:	
25-lb. boxes	50-lb. boxes
40-50s at \$0.07 1/2	50-60s at \$0.06 3/4
50-60s at .07 1/2	60-70s at .06 3/4
60-70s at .06 3/4	90-100s at .04 3/4
Please remember that these are strictly New Fancy Santa Clara Prunes.	
Holly Brand 30-40s Black Glossy Oregon Prunes, 50-lb. boxes	per lb., .07 1/4
New Scotch Peas, grain bags about 2 1/2 bushels	per bus., 2.20

are misbranded. It is said that pound boxes are sold on a count of 50 to 60 prunes to the pound, but they should be labeled from 50 to 60 prunes to the pound. An investigation made by the department has indicated that the boxes are not correctly labeled by the original shippers and that the labels have been altered after the boxes arrived in this city in order to get higher prices.

As the misbranding takes place at the delivery of the fruit here, Federal authorities are said to have no authority to interfere. Mr. C. Hazard Co. is getting advice from Albany as to whether or not he shall prosecute under the State

C. Hazard Co. are trying to place a duty on imported essence of coffee fixed at 2½ cents a pound. The company claims that the product comes under Paragraph 283 of the tariff law, relating to "articles such as coffee" or as "substitutes for coffee not especially provided for." The Treasury Department insists that the essence should be classified as an unenumerated manufactured article, dutiable at 20 per cent *ad valorem*. The question was decided one day this week before Judge Martin in the United States Circuit Court and he reserved deci-

creditors filed a petition in bankruptcy Wednesday against the Manhattan Biscuit Co., manufac-

turers of biscuits and crackers, at 392 Greenwich street. A bankruptcy petition was filed against the same company in August of last year and dismissed in the following month. In the present petition it is alleged that the company had admitted its inability to meet its obligations. The petitioners are the Aetna National Bank, which has a claim for \$20,110 for money loaned; Wm. Hills, Jr., \$21; Chas. F. Mattlage & Sons, \$71. The court has appointed Harry Melville receiver. Assets are valued at \$30,000, including machinery and fixtures. The company was incorporated in 1899 with a capitalization of \$250,000, and at that time absorbed two baking companies of Philadelphia. The officers included F. W. Brorker, president; John H. Hamann, treasurer.

Harry W. Dean, who has been in business as Wm. G. Dean & Son, a spice manufacturer, at 361 Washington street, filed a petition in bankruptcy Wednesday admitting liabilities of \$31,753, and giving \$35,000 as the nominal value of his assets. Walter B. Allen was appointed receiver. This business was established in 1877 by Wm. G. Dean, who died in 1897. His son, who had been in partnership with him, continued the business alone. Recently the business was incorporated under the old name, with a capital stock of \$125,000.

FRED. A. MCGILL.

Two-Minute Sermons for the Retail Grocer

LX.—Money Not All.

Money is a very important factor in business, but it is not the only factor by any means. Business men who have struggled along on a small capital for years generally have a full realization of the real value of a dollar, and may even place a greater value upon it than should be. They see so many places in their business where a little more money would increase their profits that they naturally begin to feel that it is cash alone which is responsible for the growth of business, but that is far from being the case. If cash meant success, there would not have so many of the worn proverbs, such as "A man and his money are soon parted," and "The man who fur-

nishes the cash against his partner's experience is likely to trade his cash for experience."

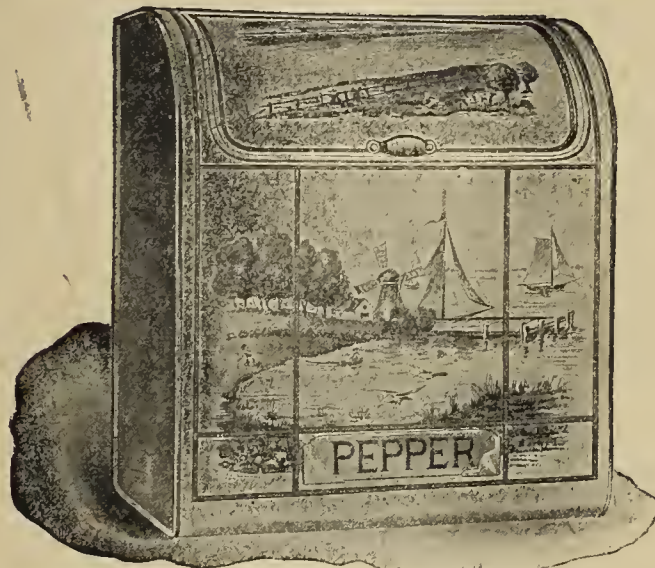
The fact of the matter is, the man in business who depends upon his cash making a success for him is no business man. He must learn to classify cash along with his stock and fixtures, and understand that it must be handled with the same degree of care to cause it to make money as the other assets of the business are handled, and that it is the business skill which counts for most in the long run.

A man with plenty of cash can cut a wide swath in the business world for a time, but it is only for a time, unless he also has good business ability.

F. A. P.

"OLD DUTCH" SPICE CADDY

FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY

NEW YORK CHICAGO SAN FRANCISCO

Special Sales

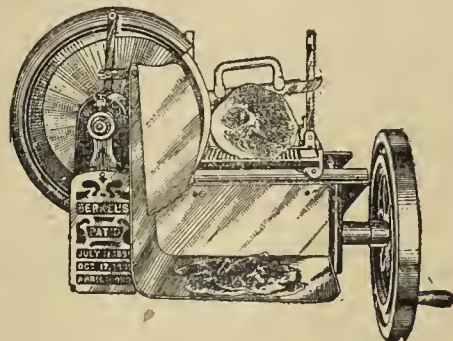
Nearly every grocer finds them necessary now and then, even valuable.

What is a special sale?

The general idea of one is that it is the sale of some articles at a cut price—that is, taking a loss on a few things to draw new trade on others.

The only other way is to offer something that your competitor cannot supply.

Impossible, you say?



The American Slicing Machine

will enable you to offer ham, bacon, dried beef and all sliced meats to the trade in your locality in even, uniform slices, impossible in hand-slicing.

It will enable you to offer 20% more slices to the pound than are possible by hand-slicing.

Besides, it will make you a better profit on each sale.

We show you how to make the machine draw trade.

Send for catalog, free.

American Slicing Machine Co.

54 Fifth Avenue, Chicago

Grocery World AND General Merchant

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President and General Manager.

ELTON J. BUCKLEY,
Vice-President and Editor.

DAVID EZEKIEL,
Advertising Manager.

WILLIAM H. NAYLOR,
Circulation Manager and Manager Prices-Current.

Monday, November 16, 1908.

The "Grocery World and Gen-
eral Merchant" has devoted some
attention in the

past to the un-
controlled will-
ingness of certain
retailers, notably grocers, to give
up their inside and outside wall
space, not to speak of their win-
dows, to the signs of manufac-
turers. The writer makes use of
the term "uncontrolled" because
the habit, if controlled, may be
profitable. Most manufacturers
take pains with their advertising
signs; many of them are things
of real beauty and decidedly or-
nament a store.

But they can be overdone, and
most grocers do overdo them.
Naturally the manufacturer will
take all the concessions he can
get, and if given a chance will
soon have the store plastered full.
For two reasons: First, to get the
benefit of that free advertising;
second, to keep his competitor
from getting it.

Realizing the value of proprie-
tary advertising that stays con-
stantly before consumers' eyes,
many manufacturers have re-
duced to a science the posting of
signs in retailers' stores. For in-
stance, one large Western con-
cern issues the following to its
salesmen:—

Some points to bear in mind in
placing store advertising matter:—

Signs that show to the window
do double duty—they reach both the
patron and the passerby.

It takes about the same time to
put up one sign with four tacks in it
as to hang four signs each on a
single nail, and it is worth more
and costs less. (Moral: Take along
your hammer.)

A sign that is placed a little
higher than you can reach is always
a little out of the reach of the next
fellow who comes along with a
sign, probably your competitor, and
the chances are that he is not so
enterprising as you are and not so
good a climber.

Signs arranged on the wall in a
neat, symmetrical fashion will at-
tract more favorable attention and
be left longer on display by the
dealer than if put up carelessly.

Dirty, fly-specked signs in your
customer's store speak well for his
goodwill, but not so well for his fas-
tidiousness or your keenness. A sign
that has remained on display until it
has grown unsightly has done its
duty and deserves a rest, *but see
that there is another in its place.*

The obvious moral is not to
overdo this method of advertis-
ing, which as stated is just as
good in its place as any other.
There is no possible reason why a
retailer should not give free wall
and window space to the signs of
a product that he handles, that
he wishes to handle, that pays him
a good profit, and the manufac-
turer of which is a white man.
But even a good thing should be
discriminatingly applied.

During the next four years the
Senate of the United States will
be presided over
by Vice-Presi-
dent-elect Sher-
man, a canned
goods packer and a man with a
direct personal interest in food
legislation. Very likely various
food law amendments will come
before Congress during Mr. Sher-
man's term, and it is interesting
to speculate upon just what influ-
ence the Vice-President will exer-
cise upon them. Mr. Sherman is
a clean man and the "Grocery
World and General Merchant"
would not insinuate for a minute
that he is capable of exerting
other than a purely wholesome in-
fluence. It is reasonably certain,
nevertheless, that such influence
as he has will be exercised wholly
from the manufacturers' stand-
point. The President of the Sen-
ate has no such power as the
Speaker of the House; neverthe-
less he has much power, and is
particularly a factor to be reck-
oned with because of his closeness
to the President.

For this reason the new factor
which the election has introduced

In Self-defence

RETAIL GROCERS EXCHANGE

206 EAST FOURTH STREET

WILMINGTON, DEL., NOV. 12, 1908.

EDITOR OF "GROCERY WORLD AND GENERAL MERCHANT":

Dear Sir:—Would you kindly insert this resolution in
valuable paper:

WILMINGTON, DEL., Nov. 11, 1908.

We, the Retail Grocers' Exchange, at our regular meeting, after
reading the statement in the "Grocery World and General Merchant"
of Mr. Mapes, of the Cream of Wheat Co., in relation to keeping the
grocer poor, and that the Pillsbury Vitos being just as good, have
unanimously decided that we would take him at his word, and
substitute Pillsbury Vitos for Cream of Wheat.

RETAIL GROCERS' EXCHANGE.

JAMES L. McVEIGH, Secretary.

into food affairs will probably
prove a most important one.

The wholesale interests of
Pennsylvania, as reported else-
where, have or-
ganized an asso-
ciation which

The Jobbers' Pure
Food Organization.

they have some-
what misleadingly called the
"Pennsylvania Pure Food Asso-
ciation." There is nobody in it so
far as can be learned, but job-
bers and manufacturers, chiefly
jobbers, and it cannot be denied
that the organization's main ob-
ject is to see that jobbers are
taken care of in any new food
legislation which may be pre-
sented to the next session of the
Pennsylvania Legislature.

Representatives of the retail in-
terests of the State were invited
to the organization meeting, but
did not attend. There are points
under food laws in which the in-
terests of retailers and whole-
salers may assume an antagonistic
position, for which reason it were
better, in the writer's judgment,
for retailers to fight their own
battles, to work for such protec-
tion as they themselves need, and
stop when they have obtained it.
For example, how foolish it would
be for the retail trade to mix
themselves up with a controversy
regarding the use of preserva-
tives, yet the jobbers are highly
interested in this and will prob-
ably fight over it at the coming
session. Very well, let them fight,
and let the manufacturers fight.
The retailers have no real part in
that phase of the subject. If they
are protected in their sales of
food products, provided they
exercise due diligence, they have

all they can reasonably ask.
Naturally retail grocers have
academic interest in anything
concerns the goods they sell,
an academic interest is
sufficient to warrant going
further than is necessary for
retailers' own protection.

Match Trust Loses Important Patent Suit.

In Action Brought Against Ohio M
Co. for Alleged Infringement of
Continuous Match Patent, U
States Court Decides in Ohio
cern's Favor.

The Diamond Match Co.
lost its long-pending litiga-
against the Ohio Match Co.
Monday, October 19, 1908,
Circuit Court of the United St
handed down the decision.

About two years ago the I
mond Match Co. entered
against the Ohio Match Co.
alleged infringement of their
ent most vitally important in
so-called Continuous Match
chine. The Ohio concern
satisfied that their machine c
tained no infringement of pat
and testimony was given
Washington, D. C., New Y
City, and Cleveland, Ohio,
carefully illustrate the case be
the courts and to enable the
torneys to understand the pri
ple of the new machine.

Able patent lawyers exami
the case with care and mad
visit to Wadsworth to see
machine in operation. A
days ago the case was called
the Circuit Court of the Uni
States in Cleveland, Ohio, and
decision of that court was clea
and positively stated in favor
the Ohio Match Co.

Southern Wholesale Grocers' Association Sued as a Trust

Jobber of Alabama, Forced Out of Business by the Above Organization, Sues for \$30,000, Naming President Van Hoose as Sole Defendant. Claims Southern Association Fixed Prices and Restricted Competition.

The Southern Wholesale Grocers' Association, one of the largest organizations of jobbers in the country, has been sued for damages, through its president, J. Van Hoose, for maintaining an illegal conspiracy and a monopolistic combine in restraint of trade. The plaintiff is Hinton G. Clabaugh, member of a wholesale grocery firm of Birmingham, Ala. President Van Hoose was sued alone because of some difficulty in bringing suit against an unincorporated association. The damages asked for are \$30,000.

The lengthy bill of complaint sets forth that the plaintiff, together with J. E. Walters and W. Crowe, formed a partnership on January 1, 1908, for the purpose of conducting a wholesale

grocery business in Birmingham, Ala. The firm began business on February 7th, according to the complaint, and continued until March 17, 1908, when the members of the firm were forced to dissolve on account of the alleged grocery combine.

Mr. Clabaugh says he continued in business individually until September 1, 1908, when he was likewise forced out of business.

It is set up that prior to January 1st there had been organized by Mr. Van Hoose or others an association consisting of a large proportion of the corporations, firms and individuals engaged in the wholesale grocery business in the territory in which Mr. Clabaugh was interested and known

as the Southern Wholesale Grocers' Association.

Among the alleged illegalities it is contended that the association was an unlawful trust, combine or monopoly, in that it operated in restraint of trade, or was in effect a pool, trust or confederation to regulate or fix the prices of commodities to be sold or produced in the State of Alabama, or in that it restrained or attempted to restrain the freedom of trade or production, or monopolized or attempted to monopolize or control the sale of commodities or the management of the wholesale grocery business, or in that it attempted to destroy competition or to interfere with the pursuit of a lawful business.

The plaintiff claims damages for the loss occasioned to him by the cancellation of numerous contracts alleged to have been brought about by defendant, Van Hoose, "acting as the agent of or aiding and abetting the said Southern Wholesale Grocers' Association," and also for the loss of time and expense entailed by the destruction of plaintiff's business. Punitive damages are also

claimed "for the wanton perpetration on defendant of the tortious acts complained of."

Short Weight Peas Seized in Ohio.

Federal pure food law agents in Cincinnati swooped down on a big consignment of peas received a few days ago by A. Janszen & Co., of that city, and the entire quantity on hand, 955 cases, was seized by Deputy Marshal Sanderson. The peas bear a brand certifying them to be "standard sifted, early June peas, net weight 22 ounces" to the can. There are 23,875 cans in the lot seized. The Government inspectors claim there has been misbranding and that all the cans, in fact, weigh less than 22 ounces net. District Attorney McPherson has filed suit to forfeit the peas to the Government according to the pure food law. Samples were taken for use in the trial. It is said similar seizures are to be made in Kentucky also.

Housekeepers are naturally attracted to the stores where Ralston Purina goods—checkerboard packages—are on view. This because of the manufacturers' big advertisements in the magazines.

**If you have customers who make butter,
why don't you sell them their butter color?
We make the only kind that is salable now.**

DANDELION BRAND BUTTER COLOR

PURELY VEGETABLE

This Trade Mark has
appeared on our But-
ter Color for over 25
years.



Write your Wholesaler or us for price list. Delay in sending for trial order means loss of profit.

We guarantee that Dandelion Brand Butter Color is purely Vegetable and that the use of same for coloring butter is permitted under all food laws—State and National.

WELLS & RICHARDSON CO., Manufacturers, BURLINGTON, VERMONT

Oakdale Steam Crisp Pretzels Salted

Genuine steam process.
Taste better and keep
longer than any other
kind. Acknowledged
"Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.

Oakdale Bldg., Philadelphia, Pa.

Try Something Different! Try Scotch Herring!!

Scotch Herring, both Tomato and Kippered, as put up by Alex. Milne & Sons, of Aberdeen, Scotland, are as different from other herring as day is from night; they have that delightful, appetizing flavor that appeals so strongly to the taste and is peculiar to Scotch fish.

Let us send you a trial order—we know the goods and guarantee them—you will quickly repeat. They are packed in full size one-pound tins, six dozen to the case.

JED FRYE & CO., 25 South St., New York



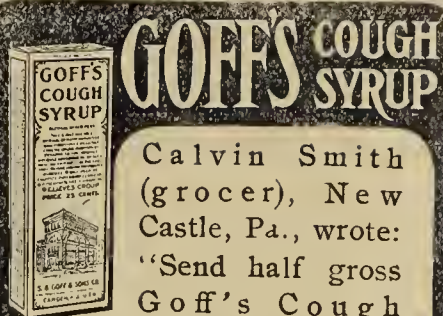
PURE Georges Codfish

If you are seeking, as most grocers are, for bulk cod that you know is real and pure, take **Talisman Georges Codfish**.

Heavy, thick, clean, salt-cured, white codfish—the best cod that swims.

Usually packed in three-pound boxes, sometimes in two pounds, occasionally for special trade in ten pounds and very rarely in one pound. First neatly trimmed, square cut and handsomely faced up, then carefully wrapped in heavy waxed paper.

SWIFT & COMPANY



Calvin Smith (grocer), New Castle, Pa., wrote: "Send half gross Goff's Cough Syrup. Your advertising introduced it, now it is a very good seller." Write to-day for our 1/2 gross deal.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the
7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

38% PROFIT



Huebener's Lititz Bretzels will make this for you, and you'll sell more of them. IT'S their quality and good-to-eat-ness that makes you like them. Ask for sample carton.

Lititz Bretzel Co., Lititz, Pa.
James J. Huebener, Prop.

Written for the "Grocery World and General Merchant."

Keep Your Family Out of Your Store

Most Grocers Who Think They Save Money by Having the Family Help, are Really Losing, Unless the Family are Really Interested in the Work and Have the Store at Heart. An Actual Case, with "Mamie" as the Heroine.

Right across the street from a Philadelphia friend of mine is a grocery store, and every time I go to visit my friend I visit the grocer also to see if he still has his daughter in the store.

Her manner and her method of handling customers are what make her interesting. In the first place she carries an expression of utter disdain for everything in the store and everybody who comes to it. She goes around like a captive princess or something of that kind, doesn't care whether you buy or not, doesn't know the price of anything or where it is, or whether there is any in stock, and won't look to see. Here's how she handled one customer:

"Well!" Spoken with a "what the devil ails you" expression.

"Gif me a poundt of caws bahley."

"Can't understand you," she answered and looked around for an easier customer.

"I vant a poundt of caws bahley."

"I don't know what you want."

"He wants coarse barley," explained a lady who was waiting her turn.

"Haven't got any."

"Yes, we have," said her mother—the old lady helps in the store, too—"we have plenty of it back in the box in the corner."

She got the barley, wrapped it up, ignored the old man's "Thank you," and the sale was closed without another word on her part. There was no "call again, good-by, au revoir," or anything else. Just an air of utter disdain and superiority to everything in the grocery business, especially customers.

She was not in a fit of anger—it was just Mamie, and Mamie is always like that. The consequence is that half the people who deal at that store will refuse to let her wait on them. They wait for Percy, the obliging clerk, who knows where everything is kept and has his little joke with every customer.

One customer who has dealt there regularly for over two years has never heard her say "Good morning" or "Thank you." It's just the same thing day in and day out. This grocer has a good location, with little nearby competition, and does a nice business. He thinks he saves money by having Mamie "help" in the store. Instead, he loses by his treatment of customers more than the wages of two good clerks. He probably wonders as the months go by why he is not making much money. The secret is in Mamie. I want to say before I go any further that I have been writing about an actual case. It is extreme and I choose it, for that reason, as a pointed illustration of what I want to call your attention to, and that is, it is a mistake to have the family "help" in the store unless you have a very exceptional family.

You may wonder why your daughter cannot help you, or why your son wants to try some other business. They are not interested as you are. They have not the incentive. You plunge into business because it means profit and comfort for you and for your family. But to them it is simply an annoyance.

Take your wife, for example. Suppose you drag her into the store. Do you know how she will view the subject? Simply as something disagreeable that interferes with her regular work. How will it work out on your customers? Just go into a little cigar store kept during the day by a woman who has to leave her washing or her baby to wait on you and you will see.

You are an interruption and an annoyance to her, so that is all she thinks of and she will hand you one cigar, slap your change at you and handle you about as Mamie handled the old German. You know that. You also know you would rather go there at night and buy from her husband. He will treat you better. He is

king at things differently. at's why.

Now, let's reverse the thing. Suppose your wife made you wash the store to wash dishes, and the baby and so on. Do you think you would go at those tasks with a smile? Not a darn bit of it. You would smash the dishes and slap the baby and cuss!

And just as the store interferes with your wife's desire to do what she feels is her natural work, it interferes with your desire to do one thing and your daughter's desire to do something else. And their point of view is humanly natural, because we all look outside the shop for our fun.

Now, you can compel people to do things, but unwilling service is never good service. When you compel your son or daughter to wait on customers you compel your customers to put up with their unwillingness to oblige, and they won't swallow that with a smile and come back for another sale.

The only clerk that is worth anything is a stranger, who knows he will be fired if he doesn't do right, and will most likely get a raise if he does. When he comes to you and wants work in your kind of a store and the chances are he is going to try to make good. That is his job.

Your son wants to work in a grocery store and if you let him go at that kind of a job he will make good there. If you make him sell groceries he is doing something he doesn't want to do, and if you were ever a boy you would know how he feels.

Besides this, the strange clerk who brings you ideas he got in his previous positions and possibly from other customers. Your son can do neither: he has never been outside to get the ideas and he is not acquainted with people who are already your customers.

There's no use saying anything about your daughter, because the average merchant would not be as foolish as Mr. G——, Mamie's father. But Mamie is not the one to blame, her parents are old enough to know better.

OLD YARD STICK.
West Chester County, Pa.

Utah Authorities Demand Full Weight Flour.

John Peterson, State Food and Drug Commissioner of Utah, is

going after the millers of the State to compel them to fill up their sacks with more flour than they have been accustomed to. If they do not fill them up Mr. Peterson will make them label the sacks with the amount of flour which the sacks contain. According to Mr. Peterson, a sack usually weighs 98 pounds, half a sack only 48 pounds, quarter sack 24 pounds, while an alleged 10-pound sack has only 9 pounds in it, and sometimes hardly that. The millers defend themselves on the ground that they are trying to get back the price for the sack, or that they are basing the contents of the sack on an old custom which says that a barrel of flour shall weigh 196 pounds, and that a sack is half a barrel. Even according to this a half sack should weigh 49 pounds.

Jobbers Organize for Protection Under New Pennsylvania Food Legislation.

Representatives of Various Jobbing Associations Form the Pennsylvania Pure Food Association. Will Look After Jobbers' Interests Under Any New Food Bill which May be Presented in Pennsylvania.

Representatives of various wholesale associations met in the Philadelphia Bourse on Wednesday last and organized the Pennsylvania Pure Food Association. The object is to protect the interest of wholesale dealers under any new food bill which may be presented to the next session of the Pennsylvania Legislature.

At the meeting were present representatives of the Philadelphia Grocers' and Importers' Exchange, the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware, the Pittsburgh (Pa.) Wholesale Grocers' Association, the Ice Cream Makers' Association and the Wholesale Confectioners' Association. Mr. Drake, of Easton, representing the Wholesale Grocers' Association, was elected president, and Mr. Morgan, representing the Confectioners' Association, secretary.

The retail interests were not represented at the meeting.

It is understood that the association will fight any effort to continue the present clause of the act of 1907, regarding the use of preservatives.

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

ONE CUSTOMER writes us to-day:—"Your Plum Jam is the finest thing we ever saw." The other varieties of goods we pack are just as good as our Plum Jam. We can ship you right now an assortment of Orange Marmalade, Grapefruit Marmalade, Plum Jam, Fig Jam and Blackberry Jam, 2 dozen 1-pound glass jars to case at \$4.25 a case, in 5-case lots, freight paid; or in half-dozen, half-gallon stone jars to case, at \$4.40 a case, in 5-case lots, freight paid. Give us a trial order for 5 cases, subject to confirmation, or write us for a sample first. We will make good.

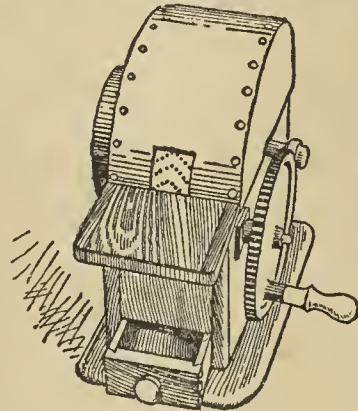
H. P. D. KINGSBURY, Redlands, California.

(Where the oranges come from.)

HORSE RADISH GRATERS

Great Time
Saver and
Easily Cleaned

Price Special
\$5.50



Tea and Spice
Caddies all
Styles
Scales, Mills
and
Refrigerators

Write for illustration catalogue.

H. F. HEACOCK,

51 N. Second Street, Phila., Pa.

Coffee Offerings

TO WHOLESALE TRADE BY

S. H. ANGELL & CO.

Jobbers Coffees and Teas Only

129 Maiden Lane : New York City

ROASTED RIO, Small Separation 7c. lb.
ENGLISH BREAKFAST TEAS, New Crop, 1 1c. lb. less 3 per cent.

Produce Contest and Other Good Holiday Plans

Tried and True Ideas that Will Increase Holiday Trade Both for Grocers and General Storekeepers. Various Ways to Make One's Store Boom at the Holiday Time.

[The following plans are not theoretical inventions. They have all been tried, and, as presented, have succeeded. The collection was made by Butler Brothers.]

One of the most successful plans for pulling holiday trade was that of a contest for farmers conducted by a Wisconsin department store.

Early in December circulars were sent out announcing the farmers' prize contest day. The circular read as follows:—

Farmers' Prize Competition for Produce.

A grand prize to be offered by this store for the exhibit of produce which will be sold at the market price. This contest is open to all farmers who live within twenty-five miles of the store.

First Prize. For the largest dressed turkey we offer free your choice of any article marked at \$5.

Second Prize. For the next largest dressed turkey we offer free your choice of any article marked \$3.

Third Prize. The farmer who brings in the most eggs on the prize contest day (and trades them out) will receive a cash prize of \$5.

Fourth Prize. The farmer who brings in on prize contest day the second largest number of eggs (and trades them out) will receive a cash prize of \$2; third largest, \$1; fourth largest, \$1; and fifth, \$1.

This prize contest day was arranged in the midst of the heavy buying season and its purpose was to get as many of the country people as possible in town on a certain day and to induce them to concentrate their buying at this store.

The concern who conducted this contest were large dealers in produce and they were able to market everything that was entered in the contest and give the farmer the best possible price for the produce he brought in.

On the day of the contest as the farm products were brought in

the name of the exhibitor was entered on a book and he was given an exhibit number which was placed in a small envelope. The envelope was then sealed and attached to his exhibit.

Turkeys and eggs were then arranged in one of the windows in which the prizes were shown. This naturally attracted crowds to the store throughout the day.

At four o'clock the judges entered the window in plain sight of the people on the street to make the awards. The envelopes of the winners were then opened and the numbers indicated the exhibitor's name. In this way a perfectly fair decision was made.

After the awards were made the names of the winners were placed in the window with the produce and prizes.

This plan secured a great deal of advertising among the farmers, and it was very successful in promoting sales at that time when competition among the stores was very strong. It brought customers from a long distance that were not in the habit of coming to this store.

In carrying out this plan, the merchant should be sure that he is able to market all the products brought in at a fair price and satisfy the exhibitors with a square deal in awarding the prizes.

An Ohio merchant, realizing the difficulty in getting people to read his ads. when there were so many things to divert their attention, inaugurated quite a new and novel contest.

Prizes were offered to all boys and girls under fourteen who brought in the most clippings of his ads. and trade-marks appearing on the store bundle wrappers within a stipulated period.

This not only made him acquainted with the boys and girls of the town, but served to create

an interest among the parents to help their youngsters win the prizes, which consisted of many beautiful Christmas presents.

This contest induced the people to read the ads. and buy many articles at the store in order to secure the wrappers.

This little plan of inducement brought many people into the home-goods department and boomed the sale on these lines.

A special holiday sale known as the silver dollar sale was carried out by a merchant the last week before Christmas.

He printed a number of tickets, having the same number at both ends and perforated through the centre, giving each ticket a different number.

Beginning at 9 o'clock on a Monday morning he gave a ticket to each purchaser, placing the corresponding portion of the ticket in a padlock box. At an hour later he had a boy draw one ticket and give the holder of the corresponding ticket, if in the store at that time, a silver dollar.

If the holder of the winning number was not in the store, the boy kept on drawing till he found one who had the number.

Then the plan was to start once for the next day's drawing. In certain rural communities the plan might be carried out by having the drawing take place on certain days when the country people are in town, and announcing that the next drawing will take place a week later. Money invested in a plan of this kind before Christmas will prove a good investment.

Imported china is a line a merchant can always feature during the holiday shopping, as it is a line very popular for gifts.

A merchant who uses china in his advance holiday showing is pushing a good seller and reminding his trade of the holiday approach. He can give his window displays the Christmas atmosphere by tacking holly to the sides in such a way as to convey the impression it is growing there.

(To be continued.)

Mr. Austin Permanent Secretary New Manufacturers' Association.

Eastern Representative of T.A. Snider & Co. Made Executive Officer American Manufacturers' Specialty Association. His Long and Varied Experience. New Officers, Except President, Elected.

The Executive Committee of the newly organized American Specialty Manufacturers' Association met during the week and elected the following officers: First vice-president, Andrew Ross, Toasted Corn Flake Co., Battle Creek; second vice-president, Louis Runkel, Runkel Bros., New York; third vice-president, A. J. Porter, Shredded Wheat Co., Niagara Falls; J. T. Austin, permanent secretary.

It was deemed advisable not to be in any hurry about selecting the president. This position will be one of dignity and honor more than activity, and under these circumstances the president will probably not be elected for some time.

Mr. Austin, from now on the executive officer of the new association, has had large experience. He was born in Jeffersonville, Ind., in 1870, had three years' ex-

perience in the wholesale grocery business with Kothe, Weber & Bauer, Indianapolis, Ind., where he worked from receiving clerk through to traveling salesman. He then went into the retail grocery business and conducted one of the finest retail grocery stores in Indianapolis for three years. Later he turned the business over to his father and embarked in the brokerage business in Indianapolis. He was in the brokerage business for two years when he went to Chicago and traveled for Chicago representing the Presing Vinegar Co. He traveled all the territory between the Great Lakes and the Gulf and as far West as Topeka, Kan., calling on manufacturers, preserve pickle packers and jobbers. He left this position to take charge of the Eastern business of the A. Snider Preserve Co. Mr. Austin has been in New York City with this company for eleven years.

The secretary of the association, with the Executive Committee, will make every effort to increase the membership. This is considered the first and most important work. There are now enrolled between forty and fifty members.



Requests for information in this Department could tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters could be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Another Jewelry Concern Beaten by a Retailer.

Another lawsuit involving the legal status of the itinerant jewelry schemes which have so often been commented on in this paper has been decided by the Pennsylvania Superior Court within the last few days. The scheme referred to, it will be remembered, was worked by several concerns throughout the country, all of whom operate in the same way. Unscrupulous salesmen are sent to represent to retail merchants, usually grocers or general storekeepers, that the company desires to place on exhibit a show case of jewelry. The retailer does not have to buy it, it is represented; he will simply pay at the end of the year for such of it as he has sold. Invariably he is cajoled into signing an agreement, the legal effect of which is always misrepresented, and usually his signature is also obtained to a

series of promissory notes, representing the price of the jewelry. The notes are usually transferred to a third party and suit begun on them without the slightest regard to the salesman's agreement that the stuff should not be paid for until sold.

Such a case is the one just decided in Pennsylvania. The plaintiff was the "El Dorado Jewelry Co.," formerly the "Elgin Jewelry Co.," and the defendant was August Harting, a Sullivan County retail merchant. The jewelry concern sued on the agreement, and Mr. Harting defended on the ground that he was induced to go in by fraud. The court upheld the defense and decided that the lower court, in giving judgment for Mr. Harting, had been right. The decision of the Appeal Court was as follows:—

The verdict of the jury establishes the fact that the defendant was induced to sign the paper upon which the action is brought by false representations made by the plaintiff's agent and that the use now sought to be made of the paper is in violation of an agreement made with the defendant on the faith of which the signature of the latter was obtained. This conclusion of the jury is supported by evidence well calculated to lead to such a result. According to this evidence the agent represented and declared as an inducement to the defendant to sign the order that it was to be a memorandum to show where the goods were placed; that the transaction was not to be a sale, but that the defendant was to sell the goods on commission and that the title was to remain in the plaintiff in accordance with a method of doing business adopted by it. The defendant's narration of the transaction is corroborated by the testimony of his wife and the court was justified in sub-

mitting this evidence to the jury. We need not review the authorities on this subject. They were well considered by the learned judge of the court below in disposing of the rule for a new trial. The subject was discussed by our Brother Head, in a clear opinion in *El Dorado Jewelry Co. vs. Hopkins*, 34 Pa. Superior Ct. 446. That was an appeal from a judgment of the Court of Common Pleas discharging a rule for judgment for want of a sufficient affidavit of defense in which the present appellant was the plaintiff and the same agent acted for it. The cases are so nearly identical in the character of the facts that the case referred to must be considered conclusive of that now before us.

The judgment is affirmed.

Question: * * *, Williamsport, Pa.—I inclose herewith an advertisement clipped from the November number of the "Ladies' Home Journal." For the general good of the trade please advise me whether the Larkin aggregation can sell goods in this way without the payment of a mercantile tax.

Answer:—The advertisement referred to is herewith reproduced:—

FOR CHURCH FAIRS.

THE LARKIN BOOTH.

An easy way to raise money at FAIRS, BAZAARS AND LAWN FETES.

Without extra expense to anyone—without donations or contributions.

The plan is simple, practical, efficient. Recommended by pastors and congregations wherever tried.

We send complete booth decorations, also \$6.50 worth of products, FREE.

For \$10 you receive Larkin Products amounting at retail to \$29.50—and any number of orders may be taken for future delivery.

Large amounts of money have been raised by the aid of a Larkin Booth. What others have done, you can do.

Mail Coupon for Application

Blank No. 41½ and you will receive complete information.

LARKIN Co.,

Church-Aid Dept., Buffalo, N. Y.

This scheme does not seem to be a direct sale by the Larkin Co., but by the Larkin Co. through local agents; that is, by people connected with the church. If I understand the plan, people connected with the church take orders for Larkin products at this booth. If this is the case such sales would not be subject to mercantile tax, because the mercantile tax law taxes only dealers who have established places of business.

* * *

Question: W. A. Bosserman, York, Pa.—Will you kindly let me know through your valuable paper, the "Grocery World and General Merchant," if a farmer brings to town storage eggs and sells them to the merchant for fresh, what is the pure food ruling on same?

Answer.—The sale of storage eggs for fresh in Pennsylvania is clearly against Section 6 of the act of 1907 regarding misbranding, which makes out the offense of a food product labeled or branded so as to deceive the purchaser. The courts would doubtless hold that the expression "labeled or branded" included verbal representation.

Scotch Specialties.

Jed Frye & Co., of New York City, are offering some specially fine imported Scotch Tomato and Kipper Herring, put up by Alex. Milne & Sons, of Aberdeen, Scotland, that will appeal to your trade, and it will prove the part of wisdom for you to send them a trial order.



JUST A JOT

To call your attention to our line we have selected a few items that are seasonable, hundreds of others just as important but no room to mention; don't forget us.



SYRUPS—Everything in Syrup from finest grade of pure Sugar Goods, Mixed Syrup down to a cheap Feeding Syrup—write for prices. This week we have a special on Ex. Choice Open Kettle.

NEW ORLEANS MOLASSES—New crop, just in, CRUISER BRAND. This is in barrel only, and the price 37c. per gallon. Don't miss it, regular 40c. goods, this week at 37c.

POP CORN—Fancy Heavy Sugar-coated, by the barrel, per lb., 8½c.; No. 1 Pop Corn, by the barrel, per lb., 7½c.; boxes containing 40 measures, per box, 85c.

POULTRY SEASONING—A blend of the finest sweet herbs and aromatic spices, selected with great care, put up for seasoning meat, game, fish and poultry, 2 doz. in case, per doz., 75c.

MAPLE SYRUP—The hot-cake season is here. Buckwheat and Pan Cake Flour in demand. Maple Syrup will sell freely. Mt. Mansfield, Pure, square quart bottles, 1 doz. in a case, \$2.40; Mt. Mansfield, White, pints, 2 doz. in a case, per doz., \$1.30; Pure Vermont Sap, ½-gal. cans, 1 doz. in case, per doz., \$8.00; Mt. Mansfield, gals., per gal., \$1.00.

A FULL LINE OF FANCY AND STAPLE GROCERIES

KIRK, FOSTER & CO.

WHOLESALE
GROCERS

209

**NORTH WATER STREET
PHILADELPHIA - PENNSYLVANIA**

Buy a sample order of

OUR RELIABLE LANTERN

Burns 40 hours without refilling. Cold Blast with all latest improvements and *pays* the *dealer* a *big* profit.

In stock of



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia



WANT TO ATTRACT CUSTOM?
Get the newest, brightest

ELECTRIC FLASHLIGHT SIGN

The cheapest and most attractive Electric Sign made. Face is 11 x 21 inches, and can be changed as often as desired. The lettering is on paper placed between two sheets of glass.

The light flashes automatically. Readily attached to any electric light socket. Costs only 1/4c. per hour. Get Catalogue K.

Price complete, with any lettering, \$7.50.
L. D. NELKE - SIGNS - NEW YORK
27 MURRAY STREET

SHOW-LIGHT TRANSPARENT SIGNS

Best Window Signs Made
Look Well All Day
Brightly Illuminated at Night



Made of Heavy Opaque Paper. Letters cut out and made of Transparent French Tissue in bright colors through which the light shows.

Finely made, handsome and attractive in appearance both DAY and NIGHT.

Size, 11 x 21 inches. Price, 35c. each, or four different letterings for \$1.00. Very low prices for large lots. Send sample order. Ask for Booklet No. 3.

L. D. NELKE - SIGNS - NEW YORK
27 MURRAY STREET



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

To Sell Maple Syrup.

Truxton, N. Y., Nov. 3, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Please advise me where I can dispose of a quantity of good maple syrup, in one-gallon cans, and oblige,

Yours truly,
E. J. HOFFMAN.

Correspond with any of the large retail grocers of Philadelphia: Thos. Martindale & Co., Finley Acker & Co., Mitchell, Fletcher & Co., Thomas C. Fluke & Co., E. Bradford Clarke Co., Hanscom Brothers, etc.

The Whitney Collection Schemes.

Middletown, N. Y., Nov. 6, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Kindly advise what you can find out about the Whitney Law Corporation, of New Bedford, Mass.

Several months ago you exposed the Henry L. Whitney Co., of Boston, Mass., and then, I believe, had a query about the Whitney Law Corporation, and an article was published under the question department.

A party has entered into a discussion of the merits of their service with their representatives and desires to know as speedily as possible whether it is advisable to do business with them.

Yours truly,

S.

The "Grocery World and General Merchant" advises against doing business either with the Whitney Law Corporation or the Henry L. Whitney Co. of Boston, Mass.

As To a Jewelry Company.

Alexandria, Va., Nov. 12, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you kindly let us know if the Commercial Jewelry Co. is a reliable firm? The agents of said company referred us to you for report.

Yours truly,
P. PULMAN & Co.

The Commercial Jewelry Co. is located in the Heed Building, Philadelphia, and is given a gilt-edge

rating by Bradstreet. That comprises the only information "Grocery World and General Merchant" has about it or its business projects. If it operates one of the familiar "jewelry assortment schemes, however, the "Grocery World and General Merchant" advises this correspondent to be very careful what papers he signs.

To Sell Christmas Trees and Popcorn.

Vermontville, N. Y.,

November 5, 1908

Editor "Grocery World and General Merchant."

Dear Sir:—Would you kindly let me through the columns of "Grocery World and General Merchant" who in New York City a Philadelphia would buy Christmas trees in carload lots?

I have a customer who has a carload to ship.

Thanking you for the favor, I am,

Yours truly,

H. N. BRECKENRIDGE

P. S.—Where, in Philadelphia can I buy shelled popcorn?

C. M. Taylor & Co., Dock street Philadelphia, sell popcorn of all descriptions.

S. S. Darmon, 115 Dock street Philadelphia, are commission merchants in Christmas trees.

The first Florida beans ran from \$1.75 to \$2. This is a low price because of the large quantity of Charleston beans about. The latter are selling as low as \$1.

PATENTS

obtained on inventions and designs. Trademark, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the *highest award* at the *Centennial Exposition* and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

"Thanksgiving Window."

Cover the bottom of the window with green paper. Arrange a row of canned corn for a background.

On one side of the window place a pile of nice red apples and on the other a pile of pumpkins. The small, dark yellow pie pumpkins are nice. Take a medium-sized cheese box, cut down to about 3 inches in height, cover

get the right man to take charge of their Window Dressing Department. Indeed I should think that it would be. A man may have plenty of ideas himself, but to successfully plan them for another is a hard matter. However, I have planned a window display which I think will be plain to all, and have taken for my theme tea, which we all know to be quite profitable in our line.



with white paper, on which trace a design with green and yellow crayon.

Cover the top with yellow paper, around which is pasted an edge of dark brown to represent the crust. Place this in the centre front.

Above this place a sign, "Get ready for Thanksgiving."

If the window is large enough move some of the cans in the centre back and from the back place a keg of grapes, which are filled out just back of the pies. To the right, in front of the apples, a small pile of oranges and to the left, in front of the pumpkins, a small pile of nuts.

On each of these place cards with the price. The electric light used in the Hallowe'en display could add to the effect of this display.

C. M. CONOVER.
Harrisburg, Pa.

Tea Window Display.

In the November number of "Grocery World and General Merchant" it is stated that it is a hard proposition for them to

of yellow crepe paper and cut it in two, using half of it to be tied in a huge bow knot to be hung in the centre of the window from the top and dropped down about one foot. The other half of the roll should be cut again and a bow made to be tied at the top of each post at the back of the window. Now cover the flooring of the window with paper and cover the

paper on the entire flooring with black tea. Black Ceylon tea would be the blackest, but any black tea can be used. Next put a border of loaf sugar about six inches from the outer edge around the flooring of the window (see cut). In the middle of this frame spell out in loaf sugar, TEAS THAT TELL. After this is done put a wall of tea chest covering around the edge about 18 inches high.

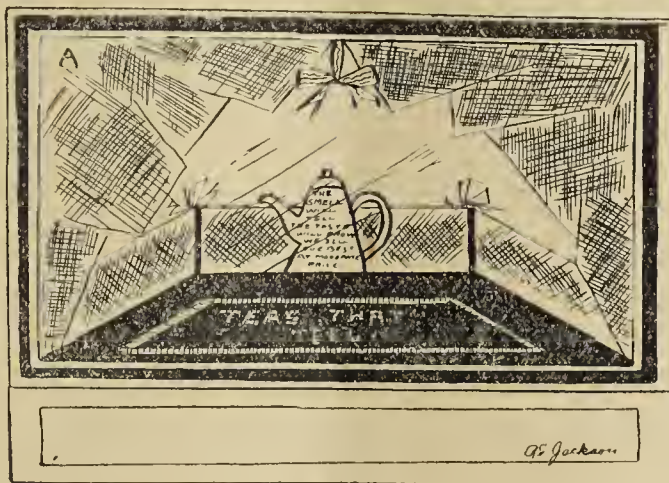
To finish the back part get a full-sized sheet of cardboard and draw the outline of a tea pot, making it as big as the cardboard will allow, and print on it, THE SMELL WILL TELL, THE TASTE WILL PROVE, THAT WE SELL THE BEST AT MODERATE PRICES. Anything you think desirable may be put on this teapot. If the reader will read these instructions slowly and consult the cut he should be able to make a very pretty window display with these suggestions.

ROY F. JACKSON.

13 Harrison street,
Poughkeepsie, N. Y.

New Renovated Butter Ruiling.

The following regulation, amending and superseding Regulation 15 of the Bureau of Animal Industry, order 147, dated July 11, 1907, and Internal Revenue Regulations 9, revised July, 1907, has to-day been issued jointly by the Secretary of the Treasury and



the Secretary of Agriculture, effective immediately:—

Regulation 15.—Whenever any manufacturer's package of renovated butter is empty, it shall be the duty of the person who removes the contents thereof to destroy utterly the tax-paid stamp on such empty package. Any person having in his possession empty renovated butter packages, the tax-paid stamps on which have not been destroyed, will be liable to a heavy penalty.

Original packages of renovated butter for export only may be cov-

ered with cloth, jute or burlap, provided that there be stenciled on the covering of the package, in black letters on a white background, the words "renovated butter" in one or two lines, in full-faced gothic letters not less than one inch square. The words for "export only" must appear in one line one inch below the words "renovated butter," in full-faced gothic letters not less than three-eighths of an inch square. These markings are to be the only markings on one side or surface of the package.

Where possible, inspection will be made before the outer covering is put on the packages. If, however, inspection be necessary after the outer coverings have been placed on the packages, the exporter or his agent will be required to remove the outer covering from any or all packages designated by the inspector. Nothing in this regulation shall be deemed to change or dispense with the requirement of Regulation 25 hereof in any way.

California tomatoes are still coming forward and range from \$1 to \$1.25 per 4-basket carrier. The quality is fair and the demand moderate. Florida tomatoes will be along any time. Heavy rains have interfered somewhat with the season.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s
Chocolate & Cocoa



Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.



FLI-STIKON
THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

Make Your Goods Speak for Themselves

Nothing appeals to your customers so quickly as to see your goods attractively marked. We have nearly everything you can use in

SHOW CARDS and POSTERS

already printed at prices cheaper than you can paint them. Send for free samples.

GROCERS' PRINTING COMPANY

108 North Front Street,

Philadelphia.



Chain Stores in Philadelphia.

I had a talk last week with a fellow who's on the inside of the chain-store business in Philadelphia. I tell you it opened my eyes. Why the biggest money-makers in Philadelphia are the chain-store groceries.

There ain't one of 'em that ain't on Easy Street.

Take the James Bell Co. They have sixty stores. They're pretty good stores. I don't suppose they cater to the highest-class trade—more of a popular trade, I should say—although the Bell people have some stores that will compare with any in Philadelphia. I mean that—any in Philadelphia.

The Bell people made \$90,000 out of their business last year! That's going some, ain't it? And they didn't have sixty stores then, either, only around fifty.

The year before that they made over \$100,000!

They tell me the Acme Tea Co., with around 200 stores, is making close to half a million a year. Makes your mouth water, don't it?

I know a little concern with only a handful of stores—15 or 20, that makes about \$30,000.

It's a joke to call these concerns cut stores. They sell a few things cheap, once in a while, but most of their goods they make a gilt-edged profit on. By gilt-edged profit I mean better than a good profit.

And they take mighty good care not to become cutters, too. I suppose counting the bigger concerns, there are about 500 chain-stores. The proprietors of all of these are as friendly as can be. Why, two of 'em buy together.

There's no sentiment about this friendship—it's business. It pays each one big money to keep on good business terms with the others.

Just think what would happen to everybody's profits if the Acme Tea Co. ran amuck! Great gad, I hate to think of it! The other chain-store men hate to think of it even worse.

In most things to-day all the chain-stores sell at exactly the same prices. This is no fixed-up game—Hunter leads with a price and the rest all follow. The Acme's price seems to look good to all of 'em. In most cases it ought to look good to anybody.

Still, with all their friendliness the chain-store concerns watch each other like hawks. I mean as to locating new stores, especially in the suburbs. If one concern gets an idea for starting a store out there somewhere, the others get on at once.

I know a case that happened only a few months ago. One of the largest concerns located a store in one of the finest Philadelphia suburbs. It didn't especially want to do it, but it was a fat territory, and the owner told a friend of mine he simply had to do it in self-defense.

"If I don't some of the others will, and I've got other stores around this territory that I've got to protect."

So he pre-empts that whole section, he thinks, by opening the new place.

The biggest trading stamp pushers in the city are the chain stores to-day. All of 'em use 'em, probably not one but would be tickled to death to drop out if the others would. Nearly all of 'em use Crown stamps. The Crown Stamp Co. is owned by the Acme Tea Co. That shows whether they're enemies or not.

One of these concerns opened a new store the other day. On the Friday and Saturday opening he pushed out 125,000 trading stamps! How's that taste in your mouth?

Twelve hundred dollars' worth of business was what he did those two days.

Nobody knows how much the stamps cost him but himself and the seller. In bunches like that they come pretty cheap—say \$1.75 a thousand. \$218.75 worth of trading stamps in two days!

Over one-sixth of the receipts gone for stamps. Say 17 per cent. "given away."

"Why," I said, "how in thunder can you stand a drain like that! That certainly must be half your gross profits gone up in smoke!"

"Not much!" said the chain-store man. "Every one of those stamps was paid for by the customer! We got our money back on every one!"

There's nothing new in that of course. Nobody ever believed anything else but the consumer.

I admire one thing about the chain stores—they all know exactly what their business is doing all the time. Some individual grocers don't. A mighty lot don't.

I'll go further than that. I bet there ain't one grocer out of a hundred who can tell to a cent what his net profits were in 1900. They may have an idea—they may know whether their store is making or losing money, though some of 'em don't know even that for sure. But as for turning up any record and saying "I made \$1,826.31 last year," no; they can't do it.

But the chain stores can. They can tell you everything there is to tell about any one of the stores at a minute's notice.

For example, a friend of mine was riding around with one of the chain-store superintendents the other day.

"See that store?" the superintendent said, pointing one out.

"That's the only place we've got that isn't paying."

"How long will you continue to run it if it don't pay?" he was asked.

"Oh, we'll give it all the chance in the world to make good, and nothing pulls it up we'll close it up. There's no pride about anything like that. We ain't like the Government and the Philippines—"the flag once planted must never come down," you know. If one of our stores don't pay a cent can't be made to, up go the shutters. We pull out and try somewhere else. That store come through all right, though. We haven't had the right sort of help there."

"Find it hard to get good help?" he was asked.

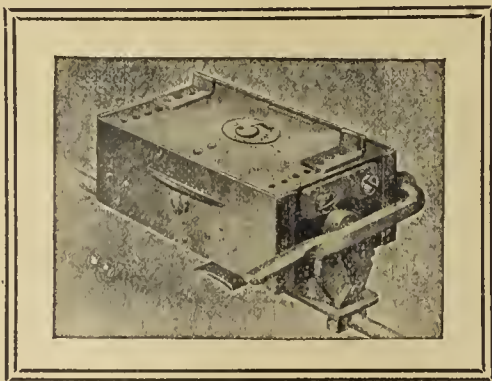
"Mighty hard. We can't pay great big salaries, you know. We pay clerks \$9 to \$12 a week and managers \$15. Cashiers we can get more than we want, for nothing. To get good clerks is the hardest part."

Yes, sir, as a money-maker proposition there's nothing like the chain-store business to-day. There ain't one of 'em—in Philadelphia, I mean—that ain't doing counting his bills. Some of 'em have to shovel money away from 'em so they can breathe.

THE STROLLER.

LAMSON ELECTRIC CABLE CASH CARRIERS

GIVE PROTECTION, QUICK SERVICE AND ECONOMY



Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Bldg.

Boston Office
161 Devonshire Street

District Offices in all Principal Cities

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

The Jordan Meat Market, Amsterdam, N. Y., sends in a small circular and writes on the back: "What is your opinion of this advertisement?" Here is the circular photographically reproduced:

Valuable Household Goods Free

SAM JORDAN MEAT MARKET, PROVISION AND GROCERY STORE.

We guarantee everything you buy at our store in either Meats, Groceries or Provisions. If the quality of goods we sell you is not satisfactory we will cheerfully refund your money. To make it worth your while to trade with us, we will give you One Retailer's Interchangeable Coupon with every Ten Cent cash purchase or if you run a credit account with us we will allow you One Retailer's Interchangeable Coupon with every Ten Cents worth of goods bought, providing your bill is paid in full every week end.

Retailer's Interchangeable Coupons are poolable with Universal Coupons, both of which are redeemable for valuable premiums consisting of household and other goods, according to catalog, which can be secured by calling at our store for a catalog request mailing card.

You will not regret giving us your trade. We will convince you that it pays to buy your goods of us after you have given us one trial. We buy and sell only the best Meats, Groceries and Provisions, and at reasonable prices.

Begin Trading Now at the

JORDAN MEAT MARKET

294 E. Main Street,

Amsterdam, N. Y.

This is little more than an advertisement of stamps. I can understand why a retail merchant, for several reasons which seem to him good, and some of which probably are good, should take up advertising stamps. I cannot understand, however, how he can make such a mistake as to give the stamps first place—use them as the chief reason, in other words, for dealing at his store. Mr. Jordan has really said more and paid more attention to his stamp schemes than to his goods. He has said nothing at all about his goods except to make the claim that everything is the best and

everything is guaranteed. Both these statements are important, but they should not constitute the sum total of the advertising.

As to the form of the circular, I should never have used the name and address twice. It appeared once properly at the bottom; there could be no possible reason for wasting space with a reiteration of it at the top. Further, I believe the circular would have brought better results if something specific had been advertised. For instance, use a head like "Get Household Goods With Your Meat." Then adver-

than the expression: "We buy and sell only the best Meats, Groceries and Provisions, and at reasonable prices." Incidentally it is a waste of words to say "we buy and sell," etc. To sell you obviously must first buy. "We sell," etc., would have been sufficient, and it would have saved two words. A good plan of testing the force of an advertising statement is to imagine yourself speaking the words verbally to a customer, either in your store or at her home. If there is reason to believe that the words might induce an order, then they are probably good advertising. Imagine yourself going to a customer and politely saying "Madam, we buy and sell only the best Meats, Groceries and Provisions, and at reasonable prices." Would anybody consider that a sufficient reason had been presented to induce them to patronize you? Certainly not, you say, if your talk stopped with that one sentence, which it probably would not do. I grant that it probably would not. The average grocer is almost always a better advertiser with his tongue than with his circulars. Why? Because he has never cultivated the knack of putting in his circulars exactly what he would say to the customer with his tongue. In other words, he stops his talk—as Mr. Jordan's circular does—far short of where he would stop if he had the customer before him.

Tobacco Trust Declared a Trust.

The contention of the Government that the American Tobacco Co. is a trust, operating in restraint of trade and competition in violation of the Sherman anti-trust law, was sustained during the week in decisions handed down by Judges Lacombe, Coxe and Noyes in the United States Circuit Court in New York. Judge Ward handed down a dissenting opinion. In the suit the Government asked for an injunction dissolving the combination of the American Tobacco Co. and its sixty subsidiary companies on the ground that it was illegal in that it operated in restraint of trade and commerce. The Government also asked the United States Circuit Court to appoint a receiver to wind up the affairs of the allied corporations. While finding that there was an illegal combination as charged, Judges Lacombe, Coxe and Noyes in

their opinion say that injunctions should issue against all the defendants except the United Cigar Stores Co. and the R. P. Richardson, Jr., Co. The injunctions are, however, stayed pending an appeal to the United States Supreme Court. The petition asking for the appointment of a receiver to take charge of the companies included in the combine was refused as being "impracticable and wholly unnecessary," pending a final decision. The Imperial Tobacco Co. and the British-American Tobacco Co., English corporations, were included in the Government's suit, but the complaints against these companies were dismissed. Judge Lacombe in his decision said:—

There can be little doubt that the Federal statute has been violated.

Each one of the purchases of companies was a contract and combination in restraint of competition existing when it was entered into, and that is sufficient to bring it within the ban of this drastic statute.

Corn, Buckwheat and Rice Prospects Good.

All Show Larger Prospects than Last Year. Potatoes Fall Down Compared with Last Year.

The Crop Reporting Board of the Bureau of Statistics of the United States Department of Agriculture finds, from the reports of correspondents and agents of the Bureau, as follows:—

Corn.—The preliminary estimate of the average yield per acre of corn is 26.2 bushels, which compares with 25.9, the final estimate in 1907, and 25.6, the average of the past ten years. The indicated total production of corn is 2,642,687,000 bushels, as compared with 2,592,320,000, the final estimate in 1907. The quality is 86.9, compared with 82.8 in 1907, and 84.3, the ten-year average.

Buckwheat.—The preliminary estimate of the average yield of buckwheat is 19.8 bushels, as compared with 17.9, the final estimate in 1907, 18.6 in 1906, and 17.8, a ten-year average. A total production of 15,648,000 bushels is thus indicated, as compared with 14,290,000 in 1907. The quality is 90.7 per cent., against 87.3 last year and 89.9 the ten-year average.

Potatoes.—The preliminary estimate of average yield per acre of potatoes is 85.9 bushels, as compared with 95.4, the final estimate in 1907, 102.2 in 1906, and 88.6, the ten-year average. A total production of 274,660,000 bushels is thus indicated, as compared with 297,942,000 in 1907. The quality is 87.6 per cent., against 88.3 last year and 87.6, a ten-year average.

Rice.—The preliminary estimate of the average yield per acre of rice (rough) is 34.7 bushels, as compared with 29.9 bushels finally estimated in 1907, 31.1 bushels in 1906, and a ten-year average of 30.6. A total production of 22,718,000 bushels is thus indicated, as compared with 18,738,000 bushels finally estimated in 1907.

tise several specific cuts at the bottom of each one, placing a line "————— Retailers' Interchangeable Coupons Free With Every Pound." In the introduction, after a few lines of argument and guarantee for the quality of the goods, I should tell what the Retailer's Interchangeable Coupons are and all about them.

If this plan had been followed I feel sure more business could have been expected from this advertisement. In all the lengthy catalogue of advertising phrases there are few things more empty

THE GROCERY MARKETS

Tea.

There has been a fair demand for tea during the past week, though perhaps not quite equal to normal. Prices show no change whatever and no indications of any. The market is in a healthy condition, and will probably travel along on the present basis for some time to come.

Coffee.

The market for Rio and Santos coffee is practically unchanged. The main feature is the fact that the stocks of Rio and Santos in Brazil are now greater than in the enormous crop year of 1906, when the present corner began. The readjustment of the valorization loans has still not been made, though it is given out that it will be made this week. The trade, however, take no special interest and cannot see what effect the new loan will have on the situation, as the menacing enormous stocks of valorization coffee will still remain. One important feature of the new plan will at least prevent the stock of valorization coffee from being increased. One provision of the transfer of the various present loans to a bonded loan company is that the Brazilian Government guarantees not to purchase any more coffee, no matter how large the stock becomes. Mild coffees are dull. The demand shows a decided falling off from what it has been. Prices are unchanged. Java and Mocha are unchanged and moderately active.

Sugar.

The raw sugar market shows no particular change for the week, but the refined market has gone all to pieces. Several of the New York refiners are quoting granulated at 4.65 cents; the price of both Philadelphia refiners is 4.70 cents. The main cause seems to be the growing antagonism among certain New York refiners, among whom are Arbuckle Bros. and the Federal. The uncertainty as to prices has had no effect whatever on the demand, which is very light.

Syrup and Molasses.

Glucose is unchanged. Compound syrup, which is ruling at a rather high price, is in fair demand, with no change to report for the week. Sugar syrup is wanted as fast as made. Prices are unchanged. Molasses has de-

clined to a fair basis, speaking of the new crop. The demand is still light. Everything points to a scarcity throughout the season of fine grades. The sugar crop will be heavy, but more sugar will be extracted from it, leaving less molasses.

Fish.

The mackerel market shows no change for the week. Norways have about reached bottom and are in fair demand. Irish mackerel show no change whatever and are moderately wanted. Cod, hake and haddock are unchanged and are in fair demand. Salmon is selling in a small way at prices that show no change whatever. Red Alaska, however, is still firm. All grades and varieties of sardines are quiet at ruling prices.

Canned Goods.

Tomatoes are unchanged and quiet. There has been some disposition to call the market firm, but it is difficult to see how such a claim can lie. Some packers refuse to sell at prevailing prices, but most will sell. Corn is unchanged, but very fairly steady. The demand is light. Low grade peas are wanted to some extent at unchanged prices. Peaches are unchanged and dull. For new New York State gallon apples \$2.40 is now asked by several packers. California canned goods are unchanged and selling only intermittently. Small Baltimore canned goods are unchanged in price and dull. String beans are cheap, ruling at 47½ cents. They have sold before this season as low as 45 cents.

Dried Fruits.

Prunes are dull, but have advanced on the coast to 3¼-cent basis. There seems to be a good demand for Oregons at about the same. The cause of the advance is large foreign demand. Peaches are soft and easy and the demand light. Apricots have advanced 1 cent on the coast on reports of scarcity, but secondary markets show no change. Raisins are unchanged and in fair demand. Currants are active at ruling prices. Apples are firm, but quiet. Citron, dates and figs are beginning their main demand for the year, prices showing no change.

Beans and Peas.

Domestic pea beans show no change from the last quotation, ranging from \$2.30 to \$2.32½ in

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily or original—in fact, those which have been used successfully perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." Drawings are also sent they should be made throughout in black (not pencil).

Provisions.

Everything in smoked meats is dull at a decline of ¼ cent. Consumptive demand is very low as is usual for the season. Condition will probably continue for some time with even lower prices. Pure lard shows a decline of ¼ cent, but compound remains unchanged. Barrel pork, corn beef and canned meats are at unchanged prices.

Produce.

White potatoes, 80 to 85 cents per bushel, demand good; sweet potatoes, firsts, 45 to 50 cents per basket; seconds, 20 to 25 cents per basket, demand poor; carrots, 30 cents per basket, demand fair; cabbage, Jersey, \$5 to \$6 per 100; York State, \$22 to \$25 per ton, demand good; white turnips, 10 to 15 cents per basket; yellow beets, bunches, \$1.50 to \$2 per hundred, 35 cents per basket, demand fair; onions, 35 to 40 cents per basket; yellow pickling, 45 cents per basket; white pickling, \$1 to \$1.10 per basket, demand fair; horseradish, \$3.50 per barrel, demand poor; watercress, \$1.50 to \$2 per barrel, demand fair; New York salad, 50 cents to \$1.25 per basket; Southern, \$1.25 to \$2 per basket, demand fair; celery, Pennsylvania, 7 to 9 cents per bunch; York State, 25 to 35 cents per bunch, demand fair; cauliflower, \$1.50 to \$1.75 per barrel, demand fair; parsnips, \$1.50 per barrel, demand fair; pumpkins (Boston squares), 20 to 25 cents per basket, demand poor; spinach, Pennsylvania, 35 to 40 cents per barrel, demand fair; oyster plants, \$3.50 to \$4

a large way. Imported pea beans still average \$2.15. Domestic marrows rule at \$2.40 to \$2.50 and are very scarce. Imported are quoted at \$2.15. The demand is fair. California limas are up a trifle. On spot they can be bought at \$4.80, but to come forward the quotation would mean \$4.95 delivered. The demand is fair. Dried and split peas are unchanged, firm and fairly active.

Butter.

The butter market is firm and unchanged. There is an active consumptive demand for everything in the print line. Throughout the market is very healthy on the present basis, and no special change is looked for in the next few days. The market will likely remain firm, however.

Eggs.

The receipts of nearby eggs are still very light, and very few fresh eggs from any section seem to be available at the present time. All the arrivals meet with ready sale at full market prices. Other grades of Western and storage eggs have advanced 2 to 3 cents per dozen and the market is very active at the advance. The market will probably remain firm for some time to come.

Cheese.

The cheese market is firm at an advance of ¼ cent. Stocks are very light and most of the factories have been compelled to close owing to the short supply of milk. There is a good consumptive demand for the season, which will probably become even better, with accompanying higher prices soon. The above applies to all grades of cheese.

rel, demand fair; peppers, 10 to 15 cents per basket, demand poor.

Green Fruit.

Apples, 20-ounce, \$3 to \$3.25 per barrel; Kings, fancy, \$3.35 to \$3.50 per barrel; Baldwins, \$2.50 to \$3.25 per barrel; Hulbertsons, \$3.25 to \$3.50 per barrel; Greenings, \$2.50 to \$2.75 per barrel; Pippins, \$2.50 to \$2.75 per barrel; bulk apples, 50 to 60 cents per bushel, demand good; bananas, large, \$1.15 to \$1.40 per bunch; 8-hands, \$1.15 to \$1.40 per bunch; 7-hands, \$1.15 to \$1.40 per bunch; 6-hands, \$1.15 to \$1.40 per bunch, demand good; Florida oranges, \$2 to \$2.75 per box, demand fair; California oranges, \$4 to \$4.50 per box; Mesa, \$3.75 to \$4 per box, demand good; limes, 80 cents per hundred, demand poor; pineapples, \$2.50 to \$3.50 per crate, demand fair; Florida grapefruit, \$2.75 to \$3.50 per box, demand good; pears, Keifers, 25 to 35 cents per basket, demand poor.

Nuts.

Peanuts, green, choice, 3½ cents per pound; fancy, 5 cents per pound; jumbo, 6 cents per pound; roasted, choice, 85 cents per bushel; fancy, \$1.20 per bushel; jumbo, \$1.50 per bushel, demand fair; almonds, paper shell, 4 cents per pound; soft shell, ½ cents per pound; Brazils, 8¼ cents per pound; filberts, 9¼ cents per pound; pecans, 11½ cents per pound; walnuts, 11¾ cents per pound; mixed nuts, 10 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Nearly everybody is glad that the election is over. The country for the last four months been undergoing conditions which are entirely unfavorable to the order and correct conduct of business and the ordinary transactions of industrial life. It has been a time of excitement and unrest. Now that it is over people will breathe with a sigh of relief to their daily work. It is to be hoped that the tendency toward prosperity which has been manifesting itself lately will become more pronounced, and that the factories will hum and the machine shops will pound with the clang of the hammer. It is to be hoped also that we will have rest from political matters for as long a time as possible so that business may have the time of way.

The character of the buying of canned goods in this market this

week was rather encouraging to the canners than otherwise. The fact that there has been no decline in the prices of any of the staple articles in the list during the last two or three weeks would seem to indicate that the rock bottom prices have been reached, especially for tomatoes of good quality. The continued steady buying of tomatoes for prompt

shipment shows that the jobbers everywhere are carrying light stocks of that article and that the demand for them can be depended upon all through the winter and next spring. If a pack of nearly 13,500,000 cases of tomatoes in 1907 was nearly consumed before the packing season of 1908 commenced, it is fair to expect that a pack of 10,000,000 cases

this year will not be more than enough to meet the demand from now until August of next year. Cove oysters were again active during this week at the attractive prices which are now being made for the fall pack, and they are worth prompt attention.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

We are picking up some pretty good lots of No. 3 standard tomatoes at 70 cents, Peninsula, either under packers' labels or for buyers' private labels. There is no special snap to the market, yet some business is being done all the time, and quite a few goods are moving out.

The market is decidedly stronger on oysters this week. This is due to the small supply of raw material. The low prices which we have been quoting on new oysters were based on the expectation of plenty of raw stock at low prices. It is, of course, too early to say just what kind of an oyster season we are going to have. It is to be hoped we will have a liberal supply of oysters, but unless there is a liberal supply the present prices on oysters cannot continue.

THOS. G. CRANWELL & Co.
Baltimore, Md.

Imported Fish Products.

Business has improved considerably and orders are coming in more freely and for larger quantities of goods.

Holland herring are in fairly good demand, but prices are as low as ever and very much in buyer's favor.

Scotch herring are in good demand and very strong. Large hulls very scarce.

Irish Mackerel.—Good stuff is in scant supply and poor stuff is not wanted by the trade. They are turning to Norwegian No. 4 mackerel, which are very cheap and almost as cheap as Irish and very much finer.

Norway mackerel have sold quite freely during the last week. Some large lots have changed hands. Prices are still very unsatisfactory and way below the ideas of Norwegian shippers. It looks as if an upward movement was about due and we look for it when the cold weather sets in.

No change in the situation for imported oil sardines, no more coming from France, as fishing is ended and was a failure. There are no small fish in Portugal, none coming from there, and stocks here are very small and firmly held.

Sprats.—Catch ought to be going on in France now and they have no fish. Just a few very large ones which cannot be used for the American market. Stocks here are scarce. Prices for sprats are very firm.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

BARREL OF FLOUR FREE.

We are going to give away a barrel of flour the day before Christmas to the one that returns to us the greatest number of flour coupons. There will be two in the 1-16 sack and four in the ⅛ sack and 16 in the barrel. This makes a pleasant story to relate for a week or two; you'll see how it will bring up the sales of our own brand.

COUPON POSTALS.

We put out a thousand postals last week reading as follows: "Present this at our Upper Store not later than November 18, 1908, and you will receive a 5-cent can Peerless Evaporated Milk free with each pound New Congress Coffee at 30 cents. That's a good one. That's going to sell coffee. Every sale you make of coffee from now on mention evaporated milk. Show the 5-cent cans; tell how nice it makes the coffee. How well it keeps, and above all how economical it is.

SELL CANNED PUMPKIN.

The days of the pumpkin pie are here. People are certainly slow in becoming users of canned pumpkin. It's up to us to educate them. It's our business to show the foolishness of laboring with a big heavy piece of raw material, when the same thing can be had in condensed form for about the same money. Sell canned pumpkin. Our own brand is solid packed. It's dry, and it has got what a baker would call a puff to

it. Our's doesn't settle down flat and soggy like some brands. Talk this way about pumpkin and get the folks hungry. Twelve cents a can.

AVOID HALF-HEARTEDNESS.

Go at things in earnest. Remember you will be met just as you meet. In other words, if you try to sell goods with your customer before you, and your mind miles behind you, you won't sell goods. That is the law. Concentrate on what you're doing; on what you're saying and on what the customer is saying. While you're writing one item have another on your mind. If it doesn't come look around for it without seeming to. But do act as though you meant it. That's the principle to go on. That's the habit that does the trick.

SELL SALMON.

Somehow Alaska salmon isn't selling as it did a year ago. It isn't the fault of the public. It isn't the fault of the fish. We'll cut a few cans; turn it out; garnish it up nicely and tempt our friends. Here again is where that word "temptation" comes in that we wrote about some time ago. Well, talk salmon. Just Red Alaska. Show how flaky it is. Point out the natural color; the size of the cuts. Explain that it isn't dry, but rather oily and tender and of the very best Alaska flavor. No need to cut prices if you men talk goods the way you should do. Fifteen cents a can, \$1.70 per dozen.

Fishing in Norway has ended and was short. Norwegian smoked sardines are held very firmly; they are in excellent demand, selling more freely every day.

Stockfish is now selling quite freely, especially the Italian No. 1 round, which is very strong and shows an upward tendency.

Anchovies are now arriving. They are scarce this year, but prices are about the same as last season.

STROHMEYER & ARPE Co.
New York, N. Y.

Spices.

The market has been exceedingly active since the election. Spices are generally firmer and we look for some advances before the close of the year.

Pepper.—Grinders have practically taken up all spot and nearby stocks. There has been some large buying during the week. Foreign markets are all firmer and higher.

Cayennes much firmer and higher, as we have predicted.

Pimento (Allspice) steady and somewhat firmer. There has been large buying at present prices.

Cloves very steady, with a very large consumption. Spot stocks are practically exhausted. No change in value during the week.

Mace very active and firm for all grades.

Nutmegs.—Larger sizes are very scarce and in active demand. Smaller sizes are dull and are selling at record prices.

Cassias.—More activity shown. Very good demand for all grades. Saigon is scarce. Cheaper grades of Saigon in big demand. All grades of China are moving in a satisfactory way.

Gingers very steady at unchanged prices. Demand very good.

Seeds steady, without any changes of note. Demand good, especially for Caraway, Poppy and Coriander.

McCORMICK & Co., Inc.
Baltimore, Md.

Sugar.

The American Sugar Refining Co., New York, and Howell this afternoon reduced prices to 4.70 cents, less 1 per cent. cash, while the American Sugar Refining Co., New Orleans, it is understood, now will sell on a basis of 4.65 cents, less 1 per cent. cash, which also is Arbuckle's and the Federal's price, and the latter will allow a delay of 28 days; other refiners prompt shipment. The Warner will sell on a basis of 4.70 cents, less 1 per cent. cash, prompt shipment.

In competitive New Orleans markets we would submit offers to Howell, basis of 4.65 cents, meeting the American Sugar Refining Co.'s (New Orleans) price. The Federal will sell in competi-

tive markets plus New Orleans refiners prepaid freight rate.

The demand continues light, with Arbuckle, however, reporting a delay, except straight cars of barrel granulated, of about ten days in filling orders. Other refiners can ship promptly.

Domestic beet granulated could be bought at 4.60 cents, plus New York or New Orleans refiners prepaid freight rate; guaranteed ten points below the American Sugar Refining Co.'s (New York or New Orleans) and and E. H. Howell, Son & Co.'s list prices.

The last sale of centrifugals was at 3.92 cents, with raw sugar offered to-day at that price, and new crop could be bought at 3.86 cents.

M. G. WANZOR & Co.
New York, N. Y.

MARKET NOTES.

Washington State apples in boxes are coming East, mostly Grimes' Golden and Jonathan. The former bring \$1.75 per box and the latter \$2.25. These apples seem to be wanted.

Domestic grapes are nearing the end of their season and job at 15 cents per basket.

Florida eggplants now average \$3.25. They were \$3.75. The demand is fair.

Florida grapefruit brings for the best \$3.50 per box. The demand is very light, as the weather has been too warm.

Almeria grapes range from \$4 to \$6 per keg and are in good demand.

Florida oranges are still coming poor and range from \$2.50 to \$3 per box for the best. Even the best, however, are poor.

Winter apples are still moderate-priced. Kings average \$3.50, Greenings, \$2.75, and Spitzenbergs, \$3.50. The price is somewhat below last year, and the demand is fairly good.

Cape Cod cranberries average \$7.50 per barrel. The quality is good, though lots of the fruit is small. New Jersey berries range from \$2.25 to \$2.50 and Cape Cods \$2.50 to \$3. The demand is fair.

New Florida peas average \$3.50 per basket, which is a high price. The quality is good and the de-

mand excellent. Receipts are small as yet.

Eggs in Pennsylvania Are Provisions and Under Protection of Warranty Act.

Superior Court Decides that Every Sale of Eggs is Subject to Special Act Creating Warranty of Soundness and Fitness for Consumption. Eggs are Provisions Under the Law.

An interesting case involving protection to the buyer in the sale of eggs has just been decided by the Superior Court of Pennsylvania. The question involved was how much liability the seller of eggs was under to see that the eggs he delivered were merchantable, or whether it was the duty of the buyer to inspect the eggs for himself.

The plaintiff in the case was Jacob D. Weiss, a Philadelphia egg jobber, and the defendant was a large Western packer. It seems that Mr. Weiss bought a large consignment of eggs from the Western concern. They were cold storage eggs, but were claimed to be guaranteed, particularly that they should not be mouldy. Later when the buyer started to remove them from cold storage they were found to be in part mouldy. When Weiss then attempted to realize on the seller's guarantee the defense was made that there was no real warranty and that the sale was made on inspection; "as is," so to speak.

The plaintiff relied largely on the Pennsylvania act of May 4, 1889, which provides as follows:

In every sale of green, salted, pickled or smoked meats, lards and other articles of merchandise used wholly or in part for food, said goods or merchandise shall correspond in kind and quality with the description given, either orally or in writing, by the vendor; and in every sale of such goods or merchandise, unless the parties agree otherwise, there shall be an implied contract or undertaking that the goods or merchandise are sound and fit for household consumption.

The plaintiff contended that this act applied to sales of eggs, and that it read into every such sale a warranty that they should be as represented, and particularly that they should be sound and fit for household consumption. The defendant denied that the act applied to eggs at all, but the court decided the other way, and made a most important decision, viz., that the act did apply, and that in every sale of eggs,

large or small, the goods must absolutely meet the description given by the seller, and whether it is so stated or not shall be sound and fit for household consumption.

The decision gave the plaintiff \$277.31 for the eggs that were mouldy.

Pittsburg Produce Men Guilty

Court Finds in the Harbour Suit that They Maintained an Illegal Blacklist and an Unlawful Conspiracy.

Special Correspondence of "Grocery World and General Merchant."

Pittsburg, Pa.,

November 12, 1908.

The suit which W. H. Arbuckle of this city, brought against the Pittsburg (Pa.) Produce Trade Association, on the charge of maintaining a trust was decided during the week against the association. The court decides that the produce jobbers had violated the law, in that they had maintained a blacklist unlawful in every way. The principal part of the opinion is as follows:—

The principal objectionable features shown is the effect of this combination in coercing the payment of alleged obligations. It may be conceded that any individual can engage in a lawful business and deal with whomsoever he pleases on any terms; he may sell or refuse to sell, actuated by any motive, whim or caprice. And it follows that if one individual can do so, more than one individual may do the same, unless constituting an illegal conspiracy. But this corporation may not do what individuals can do, unless its charter says so.

Section 6 of Article 14 of the by-laws binds the defendants not to sell for spot cash to any person or firm reported as a debtor, under a penalty. This is combination under cover of the charter to compel the payment of alleged debts; it is a weapon used by a corporate entity to adjust the differences between one of its members and an outsider, and in doing so to cause him great injury and loss. Granted that the payment of a debt is a legal and moral obligation, it is the well settled policy of the law that such payments are to be enforced by due process of law and not by alleged corporate instrumentalities outside.

This corporation defendant, without any expressed or implied authority of any statute, undertakes to supply the court in aid of collection of debts without due process of law. The injury done is not merely the refusal of one wholesale dealer to sell for cash, but the prohibition by the corporation of all the members from selling, based upon a statement of an alleged indebtedness which may exist or may be false, thus working a cessation of all business relations.

The magnitude or number of offenses have no bearing; the fact that innocent ones suffered by the operation of corporate machinery, unauthorized by its charter, is sufficient to require prohibiting its continuance.

E. R. P.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED.—Party with \$3,000 to take stock manufacturing concern and manage wholesale grocery department. Good opening for competent man. Address, Box 219, Edison, Ga. 20

WANTED.—Travelers wanted to carry side well-known Swiss milk chocolate. General commission. Apply, Grip, P. O. 831, Montreal, Canada. 19

WANTED.—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. 19

FOR SALE.

FOR SALE.—Cheap, almost new Stimpson's Computing Scale. Write W. A. Bosman, York, Pa.

FOR SALE.—General store and produce business in Lancaster Co., Pa. An exceptionally clean proposition. Size of store, 160. Doing \$30,000 yearly, all cash business. Carries about \$9,000 stock. Will take fixtures for \$400; stock at inventory. 1 year rent. Reason for selling is on account of death in the family. F. E. Wn & Son, Bart, Pa. 21

FOR SALE.—Stock and fixtures of a general hardware, grocery, liquor and meat store—four departments. Everything new, old stock destroyed in fire loss, December, 1907. Good opportunity for young man. Not much cash required from right parties. Address, or call personally, D. W. Rich, Wilmington, Del. 20

FOR SALE.—Stock and fixtures of a first-class grocery in Honesdale, Pa. Purchaser to buy property of owner, now in possession, at a sacrifice. This stand will bear closest inspection. Situated on the main street, an old established business, an excellent opportunity for the right man. Reason for selling, owner retiring. John Skelly, 530 Main St., Honesdale, Pa. 20

FOR SALE.—The large display printed cards that have made Philadelphia cut grocers and butchers successful and sure to increase your business. Send a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 Broad Street, Philadelphia. 19

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—E. American G. Collecting Agency, Portland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. 19

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Rent stock \$5,000, but can be reduced to \$2,000 without impairing business. Uses two teams. Net clear 10 per cent. Balance building divided into flat and offices, suitably rented. Owner retiring from business and will sell at inventory. No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if needed. Stock about \$700. Uses one team. Net clear 10 per cent. Owner needs a rest in his eyesight is falling. Will sell at inventory. Will take about \$1,000. No. 404.—Near Tioga, Philadelphia. Groceries, meats and provisions. Size, 20 x 30

feet. Does \$425 weekly, half cash. Stock, \$900. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,400 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$400 weekly, two-thirds cash. Stock \$600. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,500-\$2,000. Could be reduced to \$1,200. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$500. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$200, stock at inventory. Take about \$700. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20, with back room 16 x 14. Store established only about a year ago and does \$80 per week, all cash. Stock \$300. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$400.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling

connected. Price, inventory. Sickness cause of selling.

No. 428.—In West Philadelphia. Grocery store, 17 x 40 feet. Does \$15,000 to \$17,000, two-thirds cash; balance all good trade. Stock \$800 to \$900. No team. Good dwelling. Actual net profits 17 per cent., as expenses are low. Real estate for sale or rent, as desired. Owner's wife don't like the business, which is the only reason for retiring. Will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

No. 436.—On Germantown Ave., Philadelphia. Grocery and provisions. Store 25 x 60 feet. Does \$30,000 yearly, half cash. Stock carried, \$10,000; but can be reduced one-half. Caters to fine, high class trade, used to paying high prices. Net profits, 20 per cent. Uses three horses and five wagons. Business solid, prosperous and very profitable, but owner wishes to retire. Real estate for sale or rent. Price, inventory.

No. 439.—In West Philadelphia. Groceries, meats and provisions. Store 20 x 30 feet. Does \$550 to \$600 per week, three-quarters cash, balance weekly credit. Stock, \$400. Net profits, 10 per cent. Good dwelling connected. Owner has other business and will sell fixtures at \$1,200, including \$375 cash register and team. Stock at inventory.

No. 443.—In West Philadelphia. Meats and provisions. Size, 15 x 30 feet. Does \$11,000 yearly, three-quarters cash. As stock is turned rapidly, stock of only \$200 is carried. No team. Business very profitable, earns 18 per cent. net. Fixed charges very small. Owner changing business and will sell at inventory. Take around \$600.

No. 445.—On busy part of Ridge Avenue, Philadelphia. Meat and green goods. Store, 20 x 40 feet. Does \$175 weekly, all cash. No delivery. Business thoroughly profitable, netting 20 per cent. over all expenses, which are low. Owner has other interests which claim his time. Price, \$200 for fixtures; stock at inventory.

No. 446.—In North Philadelphia. Meats and produce. Store, 20 x 60 feet. Does \$350 weekly, all cash. Stock averages only \$175. No team. Business makes 20 per cent. on business done above all expenses. Rent, \$30. Two men and boy. Owner hasn't time to attend. Price, \$400 for fixtures, stock at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

406 WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a

year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

421 WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

406 WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PROSPEROUS CANDY MANUFACTORY AND RETAIL BUSINESS FOR SALE.

We offer a clean, prosperous candy manufacturing, wholesale and retail, business in city of 100,000, within forty-five minutes from Philadelphia. Retail store, 25 x 40 feet; manufacturing building, 58 x 72 feet. Has averaged \$35,000 yearly for the last three years. Retail trade, cash; wholesale, good credit trade. Stock carried in all branches, \$2,000 to \$2,500. The manufacturing business is mostly of penny goods which are sold and delivered by four teams, which cover a radius of fifteen miles. Manufacturing business is 1000 boxes behind in orders and is in a thoroughly active and prosperous condition. Netted \$3,000-\$3,500 last year. On account of family reasons and sickness owners must go back to family homestead and farm. To make quick sale, only \$3,500 is asked for all fixtures, including teams, store and manufacturing fixtures, and complete manufacturing outfit. Stock at inventory, but can be largely reduced. It is very likely that somewhat under \$5,000 could buy this business. Very fullest investigation.

WARNER & CO.,
927 Arch Street Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?
We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.
In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.
If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.
Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

FOR RENT.

FOR RENT.—18 x 50 store room with an eleven room dwelling, centrally located on Market Street. All in first-class condition, including hot water heat plant and all modern improvements, large barn and warehouse, yard, etc. Immediate possession given. Best location in the city for groceries or dry goods business. W. B. Haines, 806 Market St., Sunbury, Pa. 21

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. November 16, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.40 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 8 hands, packed 3 in crate.....	.85 per bunch
Selected, 7 hands, packed 1 in crate.....	.80 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch

Shipped loose in bags, 25 bunches and upwards.

Selected, 9 hands	1.15 per bunch
Selected, 8 hands.....	.75 per bunch
Selected, 7 hands .....	.60 per bunch

We advise against shipping bananas loose in bags unless in quantities of 25 bunches or upwards.

CALIFORNIA AND MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50
Extra Fancy Messina, 360 size, per box.....	3.50 to 4.00
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	
Extra Fancy, 300 size, per box.....	5.00
Extra Fancy, 360 size, per box.....	4.85 to 5.00
Choice, 300 size, per box.....	4.25
Choice, 360 size, per box.....	4.00

FANCY FLORIDA ORANGES

Fancy Brights, 96 to box.....	\$2.25
Fancy Brights, 126 to box.....	2.75
Fancy Brights, 150-176 to box.....	2.75
Fancy Brights, 200-216 to box.....	2.75
Fancy Brights, 250-288 to box.....	2.50

Golden Russetts, 96 to box.....	\$2.
Golden Russetts, 126 to box.....	2.
Golden Russetts, 150-176 to box.....	2.
Golden Russetts, 200-216 to box	2.
Golden Russetts, 250-288 to box.....	2.

FANCY ALMERIA GRAPES.

Extra Fancy, barrels, weight 65-66.....	\$5.50 to \$6.
Extra Fancy, half barrels, weight 38.....	3.
Fancy, barrels, weight 64-66.....	5.
Extra Choice, barrels, weight 63.....	4.
Choice, barrels, weight 63.....	4.

FANCY FLORIDA GRAPEFRUIT

Fancy Bright, 36 size.....	\$3.
Fancy Bright, 46 size.....	3.
Fancy Bright, 54 size.....	3.
Fancy Bright, 64 size.....	3.
Fancy Bright, 80 size.....	3.
Fancy Bright, 90 size.....	2.
Golden Russetts, 36 size.....	2.
Golden Russetts, 46 size.....	2.
Golden Russetts, 54 size.....	3.
Golden Russetts, 64 size.....	3.
Golden Russetts, 80 size.....	2.
Golden Russetts, 90 size.....	2.

NEW JERSEY SWEET POTATOES.

Fancy Primes, per barrel.....	\$3.75 to \$4.
Choice Primes, per barrel.....	3.
Large Medium, per barrel.....	2.50 to 2.
Choice Medium, per barrel.....	2.

Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. FORBES

INDEXED COUPON BOOKS



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCOTON, OHIO

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ny subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.		CANNED FISH.		CANNED FRUITS.		LAUNDRY SOAP.	
Packed in paper-lined fancy bags or paper-lined sugar barrels. Per lb.				Per doz.		Barrs. Box.	
Java..... .26		Salmon—		Apples, 3s, 2 doz..... .80		Acorn..... .120 2.45	
Java..... .24		Clover Leaf, 1 lb., flat, 4 doz..... 2.10		Blackberries, 2s, 2 doz..... .75		*Pearl White Floating..... 60 2.40	
Java..... .24		Clover Leaf, 1 lb., flat, 4 doz..... 1.25		Blueberries, 2s, 2 doz..... .95		Ark..... .100 2.00	
Java and Mocha Blend..... .24		Sockeye, 1 lb., flat, 4 doz..... 2.10		Cherries, 2s, 2 doz..... .80		Babbitt's..... .100 8.75	
Java and Mocha Blend..... .22		Seward, 1 lb., tall, 4 doz..... 1.45		Gooseberries, 2s, 2 doz..... 1.00		5 box lots freight paid, with 1 1/2 box	
Mocha..... .24		Jockey, 1 lb., tall, 4 doz..... 1.50		Pie Peaches, 3s, 2 doz..... .90		"1776" or 100 cakes Best Soap free..... 4.25	
Mocha..... .22		Buster Pink, 1 lb., tall, 4 doz..... 1.00		Pears, 3s, 2 doz..... .95		10 box lots freight paid, with 3 boxes	
Mocha..... .20		Arctic Belle, 1 lb., tall, 4 doz..... .95		Sliced Pineapples, 2s, 2 doz..... 1.25		"1776" or 200 bars Best Soap free..... 4.20	
Mocha (Washed Caracas)..... .18		Argo, 1 lb., tall, 4 doz..... 1.50		Singapore Pineapples, 1 1/2s, chunks, 4 doz..... 1.25		Buffalo Oleine..... 60 2.40	
Maracaibo..... .18		Sockeye, 1/2 lb., flat, 4 doz..... 1.45		Singapore Pineapples, 10c. chunks, 4 doz. in case..... .95		Washday..... .120 2.00	
Maracaibo..... .17		Iceberg, 1 lb. tall, 4 doz..... 1.00		Grated Pie Pineapples, James, 3s, 2 doz..... .90		*Bee..... .100 3.90	
Santos..... .16		Hawkeye, 1/2 lb., flat, 4 doz..... 1.00		Raspberries, 2s, 2 doz..... .95		*Big Schooner..... .100 8.75	
Santos..... .15		Lobsters—		Strawberries, 2s, 2 doz..... .95		*Fels-Naptha..... .100 4.00	
Santos..... .14		Gold Label, picnic size, 4 doz..... 1.50		Standard Peaches, Sunset 3s, 2 doz..... 1.90		Hoefner's Tiger Borax..... .100 8.75	
Santos..... .12		Beaver, 1 lb., flat, 4 doz..... 2.45		California Apricots, 2 doz..... 2.60		*Fairy Oval..... .100 4.00	
Santos..... .11		Star, 1/2 lb., 8 doz. in case..... 2.45		California Cherries, 2 doz..... 2.35		*S. A. Gambrill, Oleine..... .60 2.40	
Santos..... .09		Star, 1/2 lb., flat, 4 doz..... 1.50		California Peaches, 2 1/2s, 2 doz..... 1.25		*Globe Oleine..... .100 4.00	
Santos..... .09		Gold Label, 1/2 lb., flat, 8 doz..... 1.10		Wheeler Peaches, 3s, 2 doz..... 1.85		*Ivory, 6 oz..... .100 2.40	
Santos..... .09		Beaver, 1/2 lb., flat, 8 doz..... 1.50		Sliced California Peaches, 1s, 4 doz..... 1.60		*Ivory, 10 oz..... .100 7.00	
Santos..... .09		Clams—		SALT.		*Kirkman's..... .100 8.75	
Santos..... .09		Gold Label Brand, 1 lb., tall, 4 doz..... 1.10		Per sack		*Kirk's Oleine..... .60 2.25	
Santos..... .09		Herring Roe—		Fine Table, Large Sack..... .90		*Lenox..... .100 3.00	
Santos..... .09		Old Virginia 2s, 2 doz..... 1.50		Kiln Dried..... 1.00		*Lifebuoy..... .50 2.00	
Santos..... .09		Mackerel—		Fine Table, bushel sacks..... .35		*Fairbank's Tar..... .100 8.75	
Santos..... .09		Mackerel in sauce, oval..... .90		Fine Table, 1/2 bushel sacks..... .22		*Magic Cleaner..... .100	
Santos..... .09		Oysters—		Ground Alum, 140..... .63		*Octagon..... .100 3.90	
Santos..... .09		Standard, 5 oz., 2 doz..... .90		Per bbl.		*Philadelphia Oleine..... .60 2.40	
Santos..... .09		Sardines, in Oil—		Fine Dairy, 2s, 140 to bbl..... 2.60		*P. & G. Oleine..... .72 3.00	
Santos..... .09		1/2 oil, 100..... 6.50		Fine Dairy, 3s, 100 to bbl..... 2.58		Premium..... .100 3.75	
Santos..... .09		Gold Label, 1/2 oil, 100 cans..... 8.50		Fine Dairy, 4s, 70 to bbl..... 2.35		*Santa Claus..... .100 3.15	
Santos..... .09		Standard, 1/2 oil, with key, 100..... 8.75		Fine Dairy, 5s, 60 to bbl..... 2.40		*Star..... .100 3.00	
Santos..... .09		Epicurian, 1/2 oil, fancy cartons, 100 cans..... 4.50		Fine Dairy, 8s, 35 to bbl..... 2.18		*Sunlight..... .100 4.00	
Santos..... .09		1/2 Mustard Sardines—		Fine Dairy, 10s, 28 to bbl..... 2.15		Sunshine..... .120 2.45	
Santos..... .09		Gold Label, 100 cans..... 6.50		Worcester, 2 1/2s, 115 to bbl..... 4.00		Star Oleine..... .60 1.75	
Santos..... .09		Standard, 100 cans..... 3.65		Worcester, 5s, 60 to bbl..... 4.00		*Sunny Monday..... .100 4.00	
Santos..... .09		Leon D'or Brand, 100 cans..... 4.50		Worcester, 10s, 80 to bbl..... 3.75		*White Cloud..... .100 3.90	
Santos..... .09		3/4 Mustard Sardines—		Snow Flake, 48 10c. packages..... 3.10		*Wonder Worker..... .100 4.00	
Santos..... .09		Gold Label, 50 cans..... 4.50		Snow Flake, 36 15c. packages..... 3.75		Wonder Worker Chips..... 4 doz. 2.08	
Santos..... .09		3/4 Mustard, 50 cans..... 2.95		Colonial, 36 5c. packages..... 1.30		Lion..... .100	
Santos..... .09		Harbor Brand, 48 cans..... 3.75		Rock Salt..... .95		*Snowberry..... .100 3.90	
Santos..... .09		Imported Sardines—		Shaker, 2 doz. in case..... 1.60		Best Blue..... .80 3.40	
Santos..... .09		1/2 Oil, Martell Brand, 100 cans..... 16.00		MOLASSES AND SYRUPS.		*Hoefner's Ammonia..... .100 3.95	
Santos..... .09		1/2 Oil, Marie Elizabeth, boneless, 100 cans..... 8.50		Per gal.		*P. & G. Naptha..... .100 8.85	
Santos..... .09		1/2 Oil Imported—		St. Clair, N. O..... .39		Duck..... .100 8.85	
Santos..... .09		Martell, 100 cans..... 8.50		Kingsland, N. O..... .30		20 Mule Borax..... .100	
Santos..... .09		North Cape, Smoked, 100 cans..... 9.50		Julian F. Bradshaw's Molasses, No. 44..... .33		Rib..... .100 1.95	
Santos..... .09		Grisetta, with key, 100 cans..... 9.50		Cheapside Molasses..... .28		U. S. Mail..... .100 3.00	
Santos..... .09		King Oscar, 100 cans..... 9.50		Black Strap Molasses..... .18		Hustler..... .120 2.30	
Santos..... .09				Gilt Edge Syrup..... .32		Brag..... .66 2.55	
Santos..... .09				Gold Medal..... .82		Export Borax..... .100 3.90	
Santos..... .09				King Syrup..... .32		*5 box lots delivered.	
Santos..... .09				Orange Brand Syrup..... .33		TOILET SOAP.	
Santos..... .09				Orange Brand, 2 1/2s cans, 2 doz..... 2.40		Flash, for the hands..... 100 cans 6.50	
Santos..... .09				No. 6 Amber Syrup..... .30		Grand Pa's, small size..... .100 8.85	
Santos..... .09				California Amber Drips, 2s cans, 2 doz..... 1.90		Grand Pa's, small size..... 50 1.95	
Santos..... .09				California Amber Drips, 2 1/2s cans..... 2.20		Grand Pa's, large size..... 50 3.25	
Santos..... .09				California Amber Drips, 3s cans, 2 doz..... 2.50		Sweet Maiden..... .1 doz. .40	
Santos..... .09				California Amber Drips, 1/2 gal. cans, 1 doz..... 2.20		Brown Windsor, Violet, Golf, Turk- ish Bath, Elder Flower, Dairy Queen and Rose..... .1 doz. .40	
Santos..... .09				Calvert Brand Pure Porto Rico..... .22		Mottled Castile, 36 lb..... per lb. .04	
Santos..... .09						White Castile, 36 lb..... per lb. .10	
Santos..... .09						Conti, imported Castile, 36 lb..... per lb. .13	
Santos..... .09						Oat Meal..... .per doz. .40	
Santos..... .09						Glycerine..... .per doz. .40	
Santos..... .09						Jap Rose..... .50 3.75	
Santos..... .09						Sweetheart..... .50 1.90	
Santos..... .09						Lava..... .100 3.75	
Santos..... .09						Pearl..... .60 2.40	
Santos..... .09						SCOURING SOAP.	
Santos..... .09						Fairbank's..... .50 1.88	
Santos..... .09						Sapolio..... .3 doz. 2.25	
Santos..... .09						Wrigley's..... .100 3.50	
Santos..... .09						Wrigley's..... .50 1.80	
Santos..... .09						Scourone..... .100 3.50	
Santos..... .09						Lipp's Scourer..... .60 2.25	
Santos..... .09						Sil San..... .50 2.03	
Santos..... .09						Army and Navy Compound..... .4 doz. 1.80	
Santos..... .09						Finola Star Polish..... .100 3.85	
Santos..... .09						Silver Sand..... .per bbl. 2.50	
Santos..... .09						American Scourer..... .100 3.75	
Santos..... .09						Bon Ami, 10c. size..... .3 doz. 2.50	
Santos..... .09						Brooks' Crystal..... .100 3.90	
Santos..... .09						Hoefner's Crystal, with spoons..... 24 pgs. 1.00	
Santos..... .09						Old Dutch Cleanser, 4 doz..... 3.25	
Santos..... .09						SEEDS.	
Santos..... .09						Anis, packed about 170 lbs. to bag..... per lb. .14	
Santos..... .09						Bishop's Best Bird Seed, any quantity..... per doz. 1.20	
Santos..... .09						Bishop's Superior Seed, any quantity..... per doz. .90	
Santos..... .09						Bishop's Bird Gravel, any quantity..... per doz. .45	
Santos..... .09						Cuttle Fish Bone..... per lb. .35	
Santos..... .09						Caraway, about 115 lbs. to bag..... " .11	
Santos..... .09						Celery, about 215 lbs. to bag..... " .11	
Santos..... .09						Canary, about 240 lbs. to bag..... " .04 1/2	
Santos..... .09						Coriander, about 100 lbs. to bag..... " .05	
Santos..... .09						Excelsior Bird Seed, 24 pkgs. to case..... per pkg. .08	
Santos..... .09						Fennell, about 220 lbs. to sack..... per lb. .14	
Santos..... .09						Flax Seed, 100 lbs. to sack..... " .05	
Santos..... .09						Flax Seed Meal, 100 lbs. to sack..... " .02 3/4	
Santos..... .09						Green Kern, 100 lbs. to sack..... " .09	
Santos..... .09						Hemp, 225 lbs. to sack..... " .04	
Santos..... .09						Hirsh, about 100 lbs. to sack..... " .06 1/2	
Santos..... .09						Millet, about 100 lbs. to sack..... " .06 1/2	
Santos..... .09						Moan, about 110 lbs. to sack..... " .09	
Santos..... .09						Mustard Seed, 225 lbs. to sack..... " .09	
Santos..... .09						Poppy Seed, about 110 lbs. to sack..... " .09	
Santos..... .09						Rape Seed, about 250 lbs. to sack..... " .05 1/2	
Santos..... .09						Sunflower Seed, about 115 lbs. to sack..... " .05	
Santos..... .09						By the full bag will make any of the above seeds	

NEW YORK PRICE-LIST

NOTE.—Prices are those prevailing on date of issue. Corrected Weekly. Invariably F. O. B., New York.

—I—

MOLASSES.

Porto Rico Molasses—		Per gal.
Fancy, bbls.....	.42	@ .45
Choice, bbls.....	.38	@ .40
Good, bbls.....	.26	@ .30
Fancy, qt. jars.....		per doz. 1.20
New Orleans Molasses—		
Fancy Open Kettle—New Crop.....	.42	@ .44
Fancy.....		.38
Choice.....		.36
Prime.....		.29
No. 10, 1/2 doz. in case, in tins.....		Per doz. 4.75
No. 5, 1 doz. in case, in tins.....		" 2.75
No. 3, 2 doz in case, in tins.....		" 1.50
No. 2, 3 doz. in case, in tins.....		" 1.00

PURE SYRUPS.

Gilt Edge Drips, in bbls.....	33
Robin Hood, in bbls.....	28
Various Grades, in bbls.....	.18 @ .19
Lyle's Golden Drips, 2 lb. tins, 2 doz. in case.....	Per case 1.90

SALT FISH.

Mackerel.

<i>Gross Weights</i>	350	160	77	20
Count (about) to bbl.	200lb.	100lb.	50lb.	8lb.
Bloater, Norway, None				
No. 1, Norway... None				
No 2, " ... None				
No. 3, " ... 325-350	25 00	13.05	6.65	1.20
No. 4, " ... 400-450	22.00	11.55	5.90	1.08
Fancy Shore				
Bloaters..... 95-105	30.00	15.55	7.90	
No. 1, shores.....160-175	26.00	13.55	6.90	
No. 1, New Cape				
Shores 110-115	15.00	8.05	4.15	.80
No. 1, New Cape				
Shores .....160-170	16.00	8.55	4.40	.84
No. 1, New H'f ax.160-170	15.00	8.05	4.15	.80
No. 2, New Irish.325-350	17.00	9.05	4.65	.88
No. 2, New Irish.350 400	16 00	8.55	4.40	.84
No. 2, New Irish.400-450	15.50	8.30	4.28	.82

Boneless Codfish.

	In box.	Per lb.
White Seal, Middles, Finest Georges.....	40 lb.	.12 1/2
Prize Strips, Middles, Finest Georges.....	40 lb.	.09 3/4
Prize Strips, Middles, Finest Georges.....	20 lb.	.10
Satin Middles, Fancy.....	40 lb.	.09 1/2
Brilliant Strips.....	40 lb.	.08 3/4
Brilliant Strips.....	2c lb.	.08 1/2

Herring.

New Medium, Scaled.....	Per box	.15½
Skinless and Boneless, 10-lb. boxes.....	Per lb.	.14
Star Boneless, large tins, 1 doz. in box..	Per doz.	1.50
Star Boneless, Dime tins, 2 doz. in box.	Per doz.	.90

TEAS.

Oolong (Formosa & Foochow)—	Per lb.
Fair to fancy.....	.18 @ .75
Japan—	
Fair to choicest.....	.20 @ .45
Basket Fired Japan—	
Fair to choicest.....	.22 @ .45
Japan Dust—	
Fair to good.....	.12 @ .15
Young Hyson—	
Fair to fine.....	.17 @ .50
Hyson—	
Fair to choicest.....	.16 @ .35
Gunpowder—	
Fair to choicest.....	.19 @ .60
Imperial—	
Fair to choicest.....	.32 @ .60
English Breakfast—	
Fair to choicest.....	.17 @ .55
Ceylon and India—	
Fair to fine.....	.20 @ .55

ROASTED COFFEES.

Sunatra—	Per lb.
Mandeling, fancy.....	.34
Old Government, best.....	.27
“ choice .....	.25
“ prime .....	.23
“ good.....	.23
Mocha—	
Genuine Arabian .....	.26
Windsor Blend.....	.23

—2—

Maracaibo—	
Cucuta, best.....	.17
“ choice.....	.16
“ prime.....	.15
“ good.....	.14
Laguayra—	
Caracas, finest.....	.18
“ choice.....	.16
Peaberry—	
Santos, fancy.....	.16
“ choice.....	.15
“ fine.....	.14
Rio, fancy.....	.15½
“ choice.....	.14½
“ fine.....	.13½
Santos—	
Best.....	.15
Choice.....	.14
Prime.....	.13½
Good.....	.12½
Fair.....	.11½
Rio—	
No 1, golden.....	.15
No. 2.....	.14
No. 3.....	.13
No. 4.....	.12½
No. 5.....	.12
No. 6.....	.11½
No. 7.....	.11

SPICES.

Whole, bags or bbls—			Per lb.
Allspice.....			.08
Cassia buds.....			.28
Cinnamon, select grade.....			.12
" Batavia .....			.25
" Saigon .....			.50
Cloves, Zanzibar.....			.14
" Amboyana .....			.24
" Penang.....			.30
Ginger, African.....			.10
" Jamaica, bleached.....			.22
Nutmegs, 75@ 80s.....			.25
" 110s.....			.20
Black Pepper, Singapore.....			.09
" shot.....			.10
White Pepper, Singapore.....			.14
Red Peppers.....			.12

Pure Ground, Highest Grade—	Bbls. and ½-bbls. Per lb.	Boxes 6, 10, 15-lb. Per lb.	4-oz. tin cans, 2 & 4 doz. case Per doz.
Allspice .....	.10	.12	.71
Cinnamon .....	.16	.19	.92
Cinnamon, Saigon.....	.60	.62	2 42
Cloves.....	.18	.20	1 00
Ginger, Borneo .....	.14	.16	.82
Ginger, Jamaica.....	.24	.27	1.23
Mace .....	.62	.65	2.48
Mustard.....	.16	.19	.94
Nutmegs.....	.23	.25	1.5
Black Pepper.....	.10	.12	.70
White Pepper .....	.16	.19	.94
Cayenne, Red Pepper....	.18	.20	1.00
Paprika, Hungarian			
Red Pepper .....	.30	.34	1.44
Assorted Spices.....			.88

CANNED GOODS.

Vegetables.

Asparagus—		Per doz.
Mammoth, white, 2½s, California...		4.50
Medium, green, 2½s, California...		3.25
Tips, green, 1s.....		1.85
“ white, California, 1s.....		3.75
Beans, Baked—		Plain. Sauce.
Sunbeam, 4 doz.. No. 1.....	.70	.80
“ “ “ “ 2.....	1.10	1.15
“ “ “ “ 3.....	1.40	1.45
Van Camp, 4 “ “ “ 1.....		1.00
“ “ “ “ 2.....		1.50
“ “ “ “ 3.....	1.85	1.85
Snider's, 4 “ “ “ 1.....		.90
“ “ “ “ 2.....		1.40
“ “ “ “ 3.....		1.80
B. & M., 4 “ “ “ 1.....	.65	.70
“ “ “ “ 3.....	1.50	1.70
Beans, Lima—		
Royal Scarlet, tiny 2 doz., No. 1		1.10
Sunbeam, small, N. J., No. 2.....		1.50
Valley Field, medium, N. J., No. 2.....		1.00
Our Chef, medium, N. Y., No. 10.....		6.75
Beans, Stringless—		
Royal Scarlet, fancy, No. 2.....		2.10
Robin Hood Refugees, No. 2.....		1.35
Lehigh Valley, N. Y., No. 2.....		1.00
Sunbeam, fancy, No. 2.....		2.00
A. mes, small, Refugees, No. 2.....		1.25
Red Jacket, whole, No. 10.....		4.25
Boyers, string, No. 2.....		.70
Peas—		
Smallest sifted, 2s.....		2.15
Extra sifted, 2s.....	1.60	@ 1.75
Sifted, 2s.....	1.15	@ 1.35
Telephone, 2s.....		1.25
Sweet wrinkled, 2s.....	1.40	@ 1.60
Standard Early June, 2s.....	1.00	@ 1.10
Soaked, 2s.....	.75	@ .80

—3—

Succotash—		
Extra fancy Maine, 2s.....		1.40
Fancy Maine, 2s.....	1.10	@ 1.25
Extra standard, 2s.....	.95	@ 1.00
Pumpkin—		
Fancy, 3s.....	1.10	@ 1.20
“ gals.....		2.40
Squash—		
Fancy, 3s.....		1.20
Tomatoes—		
5½ in. cans, fancy New Jersey.....		1.60
5½ in. cans, extra standard New Jersey.....		1.40
5-in. cans, standard New Jersey ...		1.15
Standard Maryland, No. 3.....	.95	@ 1.00
2-lb. cans.....	.75	@ .80
Standard New Jersey, gals.....		2.75
Extra standard Maryland, gals.....		2.50
Glass jars, qts.....		2.75
Beets—		
Fancy Strawberry, 3s.....	1.40	@ 1.60
Cut, 3s.....	1.10	@ 1.15
Sweet Potatoes, 3s.....		1.15
Sauer Kraut, 3s.....	.95	@ 1.10
Spinach—		
Standard Maryland, 3s.....	1.15	@ 1.40
Fancy New Jersey, 3s.....	1.40	@ 1.05
Gals.....	4.75	@ 5.00

FRUITS.

California.

Apricots—			Per doz.
Extra, 2½s.....			2.25
“ standard, 2½s.....			1.75
Standard, 2½s.....			
Gals.....	5 25	@	6.25
Cherries—			
Extra, white, 2½s.....			2.75
“ standard, white, 2½s.....			2.40
Standard, white, 2½s.....			2.35
Extra standard, gals.....	7.50	@	9.25
Bartlett Pears—			
Extra fancy, 2½s.....			3.25
“ 2½s.....			2.40
“ standard, 2½s.....			2.40
Standard, 2½s.....			2.00
Plums, Egg or Gage—			
Extra fancy.....			2.75
“ standard, 2½s.....			2.00
Standard, 2½s.....			1.75
Gals.....	5.50	@	7.00
Peaches—			
L. C., extra fancy, 2½s.....			3 25
“ “ 2½s.....			2.75
Crawford, extra fancy, 2½s.....			2.75
“ “ standard, 2½s.....			1.85

Eastern.

Pears—			
Fancy New York, 2s.....			1.75
“ “ State, 2½s.....			2.90
Standard, 2s.....			1.50
Pineapples—			
Sliced or grated, 2s.....	2	25	@ 2.40
“ “ IS.....		1.10	@ 1.20
Pie, grated, gals.....			3.00
Singapore, 1½s.....		1.15	@ 1.25
Plums, egg, 3s.....			
“ gage, 3s.....			
Apples—			
Gals.....			2.25
Strawberries—			
Fancy, 2s.....			3.00
Extra, 2s.....			1.85
Raspberries—			
Red, fancy, 2s.....			2.75
Standard, 2s.....			

FISH.

Lobster—		
Flat, 1s.....		5.00
" ½s.....	2.50	@ 2.75
Kipperd Herring—		
1s.....		1.50
Alaska Salmon—		
Pink, 1s.....		1.10
Medium Red.....	1.25	@ 1.30
Choice Red, 1s.....	1.40	@ 1.50
Columbia River Chinook Salmon—		
Flat, ½s.....	1.25	@ 1.30
'Tall, 1s.....		2.00
Flat, 1s.....		2.20
Oval, 1s, steaks.....		3.00
Sardines—		
Domestic, ¼s, oil, 100 tins.....	3.35	@ 6.00
" ¾s, mustard, 50 tins.....	2.65	@ 4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs. ....	.12
Smyrna Sultana, choice, 4 crown, 30 lbs.	

—4—

Cleaned Sultanas—	
Smyrna, fancy, 1-lb. cartons.....	
" choice, 1-lb. cartons	
California, 1 lb. cartons	
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	
California, 4 crown, 50 lbs.	
" 3 crown, 50 lbs.	
" 2 crown, 50 lbs.	
Figs—	
Baskets, 1 and 2 lbs. ....	. 15
Layers, 2¾ in., 10 lbs.	
2½ in., 12 lbs.	
2¼ in., 12 lbs.	
2-in., 12 lbs.	
Currants—	
Fancy, 1-lb. cartons.....	
Cleaned, choice, 1-lb. cartons.....	
Bulk, choice, 50 lbs.....	
Natural, choice.....	
Citron—	
According to quality .....	. 14½
Lemon Peel—	
According to quality .....	. 11½
Orange Peel—	
According to quality .....	. 11½
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case.....	
Persian Dates—	
60 lbs.....	
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30	
30@40, choice.....	
40@50, "	
50@60, "	
60@70, "	
70@80, "	
Choice, 50-lb. box—	
60@70, 80@90	
70@80, 90@100	
Fancy, 25-lb. boxes—	
40@50	
50@60	
60@70	
70@80	
Oregon, 25-lb. boxes—	
30@40	
40@50	
Apples—	
Fancy, 50 lbs.....	
" 1-lb. cartons	
Prime, 50 lbs.....	
Choice, 1-lb. cartons	
Peaches—	
Fancy, peeled, 25 lbs	
" unpeeled, 25 lbs	
Extra choice, Muir	
Apricots—	
Royal, extra fancy, 25 lbs.....	
" fancy, 25 lbs.....	
" choice, 25 lbs.....	
Moorpark, fancy, 25 lbs.....	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs.....	.48
Valencia, 28 lbs.....	
Flot, shelled.....	
In shells—	
California, paper shell, 80 lbs.....	
French Princess.....	
Tarragona, 120 lbs.....	
Hard Shell, 100 lbs.....	
Brazils—	
New, large, 180 lbs.....	
Filberts—	
Turkish.....	
Sicily, 130 lbs.....	
Jumbo, Naples, 110 lbs.....	
Long, Naples, 110 lbs.....	
Pecans—	
Polished, 80 lbs.....	.11
Louisiana, paper shell.....	
Walnuts—	
Chil, 1907 crop.....	
Grenoble, 220 lbs.....	
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, 25 lb. boxes.....	
Extra choice, 25-lb. boxes.....	.13
Choice, 125-lb. bags.....	.11

IMPORTED GROCERIES.

	Per c
Imported Sardines, 100 in case—	
Reduced, $\frac{1}{4}$ s, boneless.....	
“ $\frac{1}{4}$ s, with bones.....	7.00@2
French, $\frac{1}{4}$ s, boneless.....	
“ $\frac{1}{4}$ s, with bones.....	17.00@2
High, $\frac{1}{4}$ s, boneless.....	24.50@2
$\frac{1}{2}$ s, boneless.....	15.00@4
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00@2
Mushrooms—	
$\frac{1}{2}$ s, according to quality.....	16.00@3
$\frac{1}{4}$ s, according to quality.....	15.00@2
String Beans—	
According to quality.....	12.00@1
Lima Beans—	
According to quality.....	18.00@2
Brussels Sprouts.....	12.00@1
French Macaroni, cartons, 25 lbs.—lb.	.08@

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY. Standard Weights per Bushel.	
	Column.		Column.		Column.		
.....	6	Sugar.....	1			Marrow Beans.....	60 lbs.
.....	16	Canned Tomatoes.....	7			Medium Beans.....	60 "
.....	17	Canned Corn.....	7			Pea Beans.....	60 "
Oil.....	22	Provisions.....	24			Red Kidney Beans.....	58 "
ed Poultry.....	25	Lard.....	24			Hominy.....	56 "
						Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

-1-

SUGAR.

tioners' Lozenge, XXXX.....	5.10
" Powdered.....	5.00
" Crown A.....	5.40
" Crystal A.....	5.05
" Coarse Granulated.....	5.30
Tablets.....	6.35
l Dominoes.....	7.37½
af.....	5.83½
Cubes.....	5.15
red.....	5.00
Fine Granulated.....	4.90
Granulated.....	4.90
lated.....	4.90
granulated.....	4.90
" in 50-lb. bags packed 2 in 100-lb. bag.....	4.95
" in 25-lb. bags packed 4 in 100-lb. bag.....	4.95
" in 10-lb. bags packed 10 in 100-lb. bag.....	5.05
" in 5-lb. bags packed in bbls.....	5.10
" in 5-lb. bags packed in 100-lb. bags.....	5.10
" in 1-lb. bags packed in bbls.....	5.20
" in 2-lb. bags packed in 100-lb. bags.....	5.20
" in 2-lb. cartons in cases.....	5.10
" in 2-lb. paper packages in cases.....	5.10
tioners' A.....	4.75
ystone A.....	4.70
erican A.....	4.65
ntennial A.....	4.60
ifornia A.....	4.55
anklin B.....	4.50
ystone B.....	4.45
erican B.....	4.40
ntennial B.....	4.35
ifornia B.....	4.30
anklin Extra C.....	4.25
ystone Extra C.....	4.20
erican Extra C.....	4.15
ntennial Extra C.....	4.10
ifornia Extra C.....	4.10
anklin C.....	
ystone C.....	

TEA.

—Basket-fired.....	Per lb. 20 @ 35
—Pan-fired—Common to fair.....	20 @ 23
.....	20 @ 23
.....	24 @ 28
.....	30 @ 38
SA—Superior to Fine.....	18 @ 20
.....	22 @ 35
.....	40 @ 50
ow—Common, cargo.....	14 @ 16
....., medium.....	17 @ 22
rior.....	23 @ 28
.....	30 @ 35
.....	40 @ 40

-2-

GUNPOWDER—Choice to Extra.....	29 @ 35
Choice.....	40 @ 45
MOYUNE—Good.....	27 @ 30
Fine.....	35 @ 40
Choice.....	45 @ 50
Choice.....	40 @ 55
IMPERIAL—Superior to fine.....	15 @ 20
Choice to Extra.....	22 @ 25
Choice.....	30 @ 35
YOUNG HYSON—Superior to fine.....	15 @ 20
Choice to Extra.....	28 @ 30
Choice.....	35 @ 40
INDIA—Common to Fine.....	18 @ 38
CEYLON—Common to Fine.....	18 @ 49
ENGLISH BREAKFAST—Fair to Good.....	14 @ 27
Choice to Extra.....	18 @ 28
Choice.....	30 @ 40

PACKAGE TEAS.

Lipton's Teas—	Per lb.
	In ½ & lb. In ¼ lb.
Ceylon and India, No. 1.....	.45
Ceylon and India, No. 2.....	.40
Ceylon and India, No. 3.....	.35
Black and Green, No. 1.....	.45
Black and Green, No. 2.....	.40
English Breakfast, No. 1.....	.45
English Breakfast, No. 2.....	.40
Formosa Oolong, No. 1.....	.45
Formosa Oolong, No. 2.....	.40
Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00	
Tetley's Tea—	Per lb.
½ lb. or ¼ lb. in lead or tin, 25 lbs. in case.....	.45
No. 2, Green Label, India and Ceylon.....	.60
No. 1, Buff Label, India and Ceylon.....	.75
Hx. Gold, India and Ceylon.....	.75
Mixed (Green and Black), same prices as above.....	
Formosa and Oolong, same prices as above.....	
½-lb. tins, per lb.....	
India and Ceylon, Sun-Flower.....	.50
Mixed (Green and Black), Sun-Flower.....	.50
Formosa and Oolong, Sun-Flower.....	.50
Sun-Flower, roc. sample size, 36 in carton, all three grades.....	.90
Caricol Blend, Martindale & Co.:—	Per lb.
5-lb. Silver Sacks.....	.22
1-lb. Silver Sacks.....	.22½
¾-lb. Silver Sacks.....	.23
½-lb. Silver Sacks.....	.23½
¼-lb. Silver Sacks.....	.25
Spring Garden Tea—	
100 lb. barrels.....	per lb. net .18
5 lb. silver bags.....	" " .19
1 lb. silver bags.....	" " .19½
¾ lb. silver bags.....	" " .20
½ lb. silver bags.....	" " .21
Packed in cases containing 100 pounds.....	

-3-

McCormick & Co., Banquet brand, Ceylon, Blended, etc.—	Per lb.
1-lb. canisters, 8-lb. boxes.....	.45
½-lb. " 12-lb. ".....	.45
¾-lb. " 10-lb. ".....	.45
1-lb. " 10-lb. ".....	.50
McCormick & Co., Bee brand—	Per lb.
1-lb. lithographed cans, 20-lb. boxes.....	.53
¾-lb. " 10-lb. ".....	.55
¾-lb. " 10 and 20-lb. bxs.....	.57
Travellers pocket canister, 4 doz.....	.80

AMMONIA.

Purple Ribbon, 16 oz., 2 doz. boxes.....	Per doz. .90
Purple Ribbon, quarts, 1 doz. boxes.....	1.50
Purple Ribbon, ¼ gals. ½ doz. boxes.....	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75
Colburn's Autumn, hotel size, 1 doz. boxes.....	.90
Violet, pints, 2 doz.....	.90

AXLE GREASE.

Frazer's, 15 lb. pails.....	.80
Frazer's, boxes, ¼ gross.....	per gross 9.25
Mica, ¼ gross.....	per gross 8.40
Peerless, ¼ gross.....	per gross 4.50
Paragon, ¼ gross.....	per gross 5.50

BAKING POWDER.

Sea Foam Baking Powder—	
¼ lb., 4 doz. in case.....	95
½ lb., 2 doz. in case.....	1.70
1 lb., 1 doz. in case.....	3.40
Davis' O. K., ¼-lb., 4 doz.....	per doz. .45
Davis' O. K., ½-lb., 3 doz.....	per doz. .90
Davis' O. K., 1-lb., 2 doz.....	per doz. 1.65
Davis' O. K., 5-lb., ½ doz.....	per doz. 7.20
Cleveland's, 10-c. size, 4 doz.....	per doz. .84
Cleveland's ¼-lb., 4 doz.....	per doz. 1.23
Cleveland's ½-lb., 2 doz.....	per doz. 2.28
Leslie's, ¼-lb. cans, 1 or 2 doz. cartons, 4 doz. cases.....	.45
Leslie's, ½-lb. cans, 2 doz. cases.....	.90
Leslie's 1-lb. cans, 1 doz. cases.....	1.65
Leslie's, 5-lb. cans, 6 cans in case.....	per lb. .12
Sea Gull, 6 oz., glass, 4 doz.....	.45
Parrot and Monkey, 4 doz.....	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.....	.82½
6 oz. glass, 2 doz.....	1.07½
6 oz. glass, 4 doz.....	1.04
6 oz. glass, 6 doz.....	1.03
6 oz., 1 gross, in bbl.....	per gross 12.25

-4-

Rumford Baking Powder:—	
5c.-tins, 4 doz.....	per doz. .45
roc.-can, 2 doz, in box.....	per doz. .97
½-lb. cans, 2 doz in case.....	per doz. 1.22
1-lb. cans, 1 doz, in case.....	per doz. 2.32
Royal, roc. size, 4 doz.....	.81
¾ lb., 4 doz.....	1.31
" ¾ " 2 ".....	2.41
" 1 " 1 ".....	4.6

BLACKING—Shoe.

Shinola.....	per doz. .75
Shinola, ¼ gross in box.....	per gross 8.50
Blackola, 1 doz, 10 cent size.....	.60
Blackola, 3 doz, 10 cent size.....	per gross 6.90
Blackola, 3 doz, 5 cent size.....	per gross 4.25
Mason's No. 1, ¼ gross.....	3.22
" " 3, ".....	3.60
" " 3, ".....	3.85
" " 4, ".....	4.55
" " 5, ".....	7.50
T. M. French.....	per doz. 2.00

SHOE DRESSING.

Mason's.....	.78
Acme, 1 doz.....	1.15
Bixby's Royal Polish, 1 doz.....	.78
Bixby Jet Oil Polish.....	.60
Brown's Shoe Dressing, 1 doz.....	.80
Brown's, Army and Navy, 1 doz.....	.80
Boyer's French Dressing.....	.65
" Oil Polish.....	.75
Admiral Russet Combination.....	.70
Admiral Shoe Dressing.....	.70
Whittemore Bros. & Co.:—	
Gilt Edge Polish, black.....	2.00
Boston Waterproof, black.....	2.00
Boston Jr. Waterproof, black, 10-cent size.....	.85
Elite Combination, Baby, black.....	.85
Elite Combination, large, black.....	2.00
Superb Patent Leather Paste, large.....	.75
Champion, black, friction polish.....	2.00
Champion Jr., black, friction polish.....	.85
French Gloss, black, self-polishing.....	.75
Royal Gloss, black, self-polishing.....	.75
Dandy Combination, russet.....	2.00
Star Combination, russet.....	.78
Dandy Russet Paste, large.....	.75
Bossola Waterproof Paste Polish, large.....	.75
Bossola Waterproof Paste Polish, small.....	.60
Quick White, cleans dirty canvas shoes.....	.81
Quick White, cleans dirty canvas shoes.....	2.00
Oil Paste black, never dries up, large tins.....	.75

-5-

GREEN COFFEE.

	Per lb.
Rio, Golden, fancy.....	.09 @.09½
" prime.....	@.08
" choice.....	@.07½
Santos, Peaberry, extra fancy.....	@.12½
" fancy.....	@.10½
" choice.....	@.09½
Maracaibo, strictly fancy, mild.....	.12 @.12½
" choice.....	@.11½
Washed Caracas, fancy.....	.14 @.14½
Laguayra, fancy.....	@.11¼
Java, extra fancy Old Government.....	.20½ @.21
" extra fancy.....	@.20
" fancy.....	@.19½
Mocha, ½ and ¼ bales, genuine, finest...	@.19
" Seed, Santos, fancy.....	@.10¾
" " choice.....	@.10¼

ROASTED COFFEE IN BULK.

Rio, Golden, extra ancy.....	@.12
" Prime.....	@.10
" Choice.....	@.09½
" No. 2, bags about 50 lbs.....	@.09
Santos, Peaberry, extra fancy.....	@.16
" extra fancy.....	@.13
" fancy.....	@.12½
" choice.....	@.12
Laguayra, fancy.....	@.14
Maracaibo, choice.....	@.14½
" fancy.....	@.15
" extra fancy.....	@.15½
Java, extra fancy Old Government.....	@.25½
" fancy.....	@.24½
Mocha, finest.....	@.23½
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
" " 2.....	.20
" " 3.....	.17
" " 4.....	.14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.		
New York Card Price.	100-lb. Cases.	60-lb. Cases.
Ariosa.....	15¼	15½
Arbuckle's Seven Day.....	10¼	10½
Lion.....	13¾	13¼
B. Fischer & Co.—		
Hotel Astor Coffee, 1-lb. tins.....		.26
Thos. Martindale & Co.—		
Saludo, lbs.....		.20
" 50-lb. tins.....		.19
" barrels.....		.18
Viv, lbs.....		.16
" 50-lb. tins.....		.15
" barrels.....		.14
Ground or pulverized without extra charge.		
Lipton's—		
Special.....		.26
Perfection.....		.20
Packed in 30 and 60-lb. cases.		
German-American Coffee Co.—		
Triunfo, 24 2-lb. cans.....		.29
" 48 1-lb. cans.....		.29½
Trinidad, 60 or 100 1-lb. cartons.....		.26
"G-A" Blend, 20 3-lb. cans.....		.24
La Cruzada, 60 or 100 1-lb. cartons.....		.21½
Iowa, 60 or 100 1 and 2-lb. cartons.....		.18½
Tumbala, 60 or 100 1-lb. cartons.....		.16½
Quezal (after-dinner), 12, 24 or 48 ½-lb. cans per ½ lb.....		.35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr"—		
50 tins in box.....	per box	3.90
12 in tins box.....	per carton	.95
2-lb. tins.....	per doz.	5.75
George Floto's Sons—		
Coffee Essence, ½-gross improved cans.....	Per gross	2.25
" ½-gross cans, tin ends.....		2.70
" ½-gross cans, all tin.....		2.85
Vienna Coffee Essence, Manilla, ½ gross....		2.25
Package Chicory, 65-lb. cases.....	per lb.	.04½
Hummel's Essence, tin can, ½ gross, per gross		2.85
" tin ends.....		2.70
" improved ".....		2.15
Chicory, Selig's 65's.....		
" English, ground, bags about 160 lbs....		.05¾
" Franck's, stick, 65 lbs.....		.06½
" Muller's, Columbus brand, 5 sticks to lb., 65 lbs.....		.04¾

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

-6-

BLUING—Dry.

Duck, kegs, 12½ lbs.....	4.75
" kegs, 6½ lbs.....	2.65
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
" " kegs, 12½ lbs.....	2.65
" " kegs, 6½ lbs.....	1.50
Drop Shot, 1 to 10, bags, 25 lbs.....	1.85
BLUING—Liquid.	
Barlow's, small, 2 doz.....	Per gross 2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Ball Blue, No. 1, 3 doz.....	2.60
" " No. 2, 3 doz.....	4.80
Reckitt's, 5c. and 10c. asst., 8 lbs.....	Per lb. .30

BLUING—Liquid.

Boyer's Bengal, No. 8, ¼ gross.....	Per gross 3.90
Army and Navy, No. 8, 3 doz.....	5.10
Crystal, No. 2, 3 doz.....	3.00
Jack Rose, No. 14, 3 doz.....	5.00
Troy, No. 32, bbls., 6 doz. barrel.....	5.50
French Laundry, large, ½ gross in barrel.....	2.45

BUTTER.

Tub Butter—	Per lb.
Creamery, extra, 60-lb. tubs.....	.31
" first, ".....	.30
" second, ".....	.29
" third, ".....	.28
" imitation, 30-60 lbs.....	.25
" 5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.32
Ladies, 30-60 lbs., bakers' use.....	.21
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.	.36
B. B., E. D. brands, 20-50-lb. boxes.....	.35
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.34
Sheaf ("400") Elgin, 20-50-lb. boxes.....	.33
Sheaf.....	.29-32
Milken Farm, lbs. and ½ lbs.....	.37
Gurnee, lbs. and ½ lbs.....	.35
Belle Spring.....	.31

CANDLES.

P. & G., 8's, 30 lbs.....	Per lb. .10½
" 16's, 30 lbs.....	.11½
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.08¾
Searchlight, hotel, 16's, 30 lbs.....	.09¼
Pearless, hotel, 16's, 30 lbs.....	.10¼
Bright Light, 16's, 30 lbs.....	per box 2.00
Werk's, 8's, 30 lbs.....	.11
" 16's, 30 lbs.....	.12

JARS AND JAR RUBBERS.

Glass Jars.	Gross
Pints.....	4.15
Quarts.....	4.45
Half-gallons.....	
Jelly Tumblers—	
Barrels, 22 doz.....	per doz. .17
(No charge for barrels.)	
Jar Tops—	
½ gross, no rubbers.....	per gross 1.60
Jar Rubbers—	
Lip, wide.....	per gross .85
Acme, wide, 1 doz. cartons, 5 gross box, per gross.....	.45
" medium, 1 doz. cartons.....	per gross .40
Reliable, white rubber, wide.....	.26
" medium.....	.26
Black, medium.....	per lb. .25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....	per doz. .25
" Sage.....	.25
" Thyme.....	.25
" Savory.....	.25
Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, ½ doz. Thyme, ½ doz. Savory.....	per case 1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savory—	
½-lb. cartons, 1 doz.....	per doz. .40
¼-lb. " ".....	.75
½-lb. " ".....	1.25
¼-lb. screw cap bottles, 2 doz.....	.90
¼-lb. square cans, 2 doz.....	.85

-7-

CANNED GOODS.

Tomatoes—	Per doz.
Mrs. Hancock's, frying.....	1.20
DuBois', frying.....	1.10
Jersey King, No. 3, standard Jersey.....	.92½
" 5-case lots.....	.90
Silver Lake, fancy Jersey.....	.97½
" Jersey, No. 3.....	1.00
Peerless, extra fancy, No. 3.....	.90
Plantation, No. 10, standard, ½ doz.....	2.30
Silver Lake, No. 10, 1 doz.....	2.60
Golden Rule, off standard.....	.75
Alta, No. 2, good.....	.60
Favorite, No. 10, 1 doz.....	2.40
Brandywine Hill, extra fancy.....	1.00
Bull Dog, extra standard 25.....	.60
Mrs. Lippincott's, Frying.....	1.25
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake, fancy Jersey.....	1.00
Early Autumn, No. 2.....	.92½
Oxford, Maine packed.....	.87½
String Beans—	
Extra fancy.....	1.50
Boyer's, 25.....	.57½
Acorn, 35.....	.85
" No. 2.....	.57½
Safe, No. 2.....	.50
White Wax Beans—	
Boyer's, No. 2.....	.60
Acorn, No. 2.....	.57½
Brandywine Hills, No. 2.....	1.10
Winsom, N. Y., No. 10, 1 doz.....	3.60
Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
" No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.85
" No. 2, sauce.....	.85
Oxford, No. 3.....	1.05
Naragansett, No. 3, tomato sauce.....	1.37½
Van Camp's, No. 1, sauce, 4 doz.....	.87½
" No. 2, sauce, 2 doz.....	1.32½
Moore & Brady, No. 3, plain.....	.85
" No. 3, sauce.....	.90
" No. 1, picnic size, plain.....	.42½
" No. 1, picnic size, sauce.....	.47½
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97½
" No. 3, tomato sauce.....	1.05
" Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 2, sauce.....	.95
" No. 2, plain.....	.90
Snider's, tomato sauce, No. 3, 2 doz.....	1.70
" No. 2, 3 doz.....	1.32½
" No. 1, 4 doz.....	.85
Sunnyside, sauce, No. 3, 2 doz.....	.87½
" plain, No. 3, 3 doz.....	.87½
" sauce, No. 1, 4 doz.....	.47½
Red Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77½
Red Jacket.....	.85
Martin Wagner's, No. 2, 2 doz.....	.72½
Corn—	
Paris, fancy Maine.....	1.00
American Beauty, extra fancy, Shoe Peg...	.82½
Cream of Susquehanna.....	.90
Baker's, G. W., whole grain.....	.75
Shoe Peg, Susquehanna, No. 2.....	.80
" Osborn's.....	.75
Mark, crushed.....	.70
Rex, No. 2, fancy, whole grain.....	.67½
Vanity, No. 2, whole grain.....	.65
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
" fine, 100 cans.....	11.75
" medium, 100 cans.....	10.25
Boyer's, Midgets.....	1.55
" Extra Sifted.....	1.25
" Sifted.....	1.10
" Early June.....	.95
Jumbo June.....	.90
B. B. F., Early June.....	1.00
Hermit brand, No. 2, soaked.....	.52½
Lotus, Sweet Wrinkle.....	1.22½
Brandywine Hills, extra fancy.....	1.05
Kent County, Sifted.....	.87½
Our Favorite, No. 2.....	.87½
Plantation Standard, Early June, No. 2.....	.82½
Pride of Delaware Standard, No. 2.....	.77½
Wyoming, extra fine, June, No. 2.....	1.25
Beets—	
Red Belle, N. Y., No. 3.....	1.05
Silver Lake, fancy, No. 3.....	.95
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.12½
Poland, No. 2, fancy Maine.....	1.05
Brandywine Hills, extra fancy.....	1.05
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	.95
Farren's, No. 3.....	1.05
" No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Pumpkin—	
Silver Lake, No. 3.....	.72½
Catawba brand, extra fancy, N. Y. State, No. 3.....	.87½
Andrews & Co., No. 2.....	.42½
Silver Lake, No. 10, 1 doz.....	2.35
Asparagus—	
Oak, large.....	3.20
Superior, large, No. 2½.....	3.25
Staple, medium, No. 2½.....	3.00
Swan, medium, No. 2½.....	2.90
Del Monte Tips, No. 1½.....	2.55
Extra Tips, No. 1½.....	2.55
El Rio, medium, No. 2½, 2 doz.....	2.80

-8-

California Canned Fruit.

Apricots—	Per doz.
Extra quality.....	
Extra standard.....	
Standard.....	
Pears—	
Bartlett, extra quality, 2½s.....	
" extra standard, 2½s.....	
" standard, 2½s.....	
Cherries—	
Extra quality, 2½s.....	
Extra standard, 2½s.....	
Standard, 2½s.....	
Peaches—	
Goddess, No. 2½, ex. standard, lemon cling	
Tioga, No. 2½, extra standard, lemon cling	
Agate, No. 2½, standard, lemon cling.....	
Lake View, No. 2½, yellow, free.....	
Oak, sliced, lemon cling, No. 1, 4 doz.....	
Columbus, No. 2½, pie, peeled, yellow, free	
" No. 2½, pie, peeled, lemon, cling	

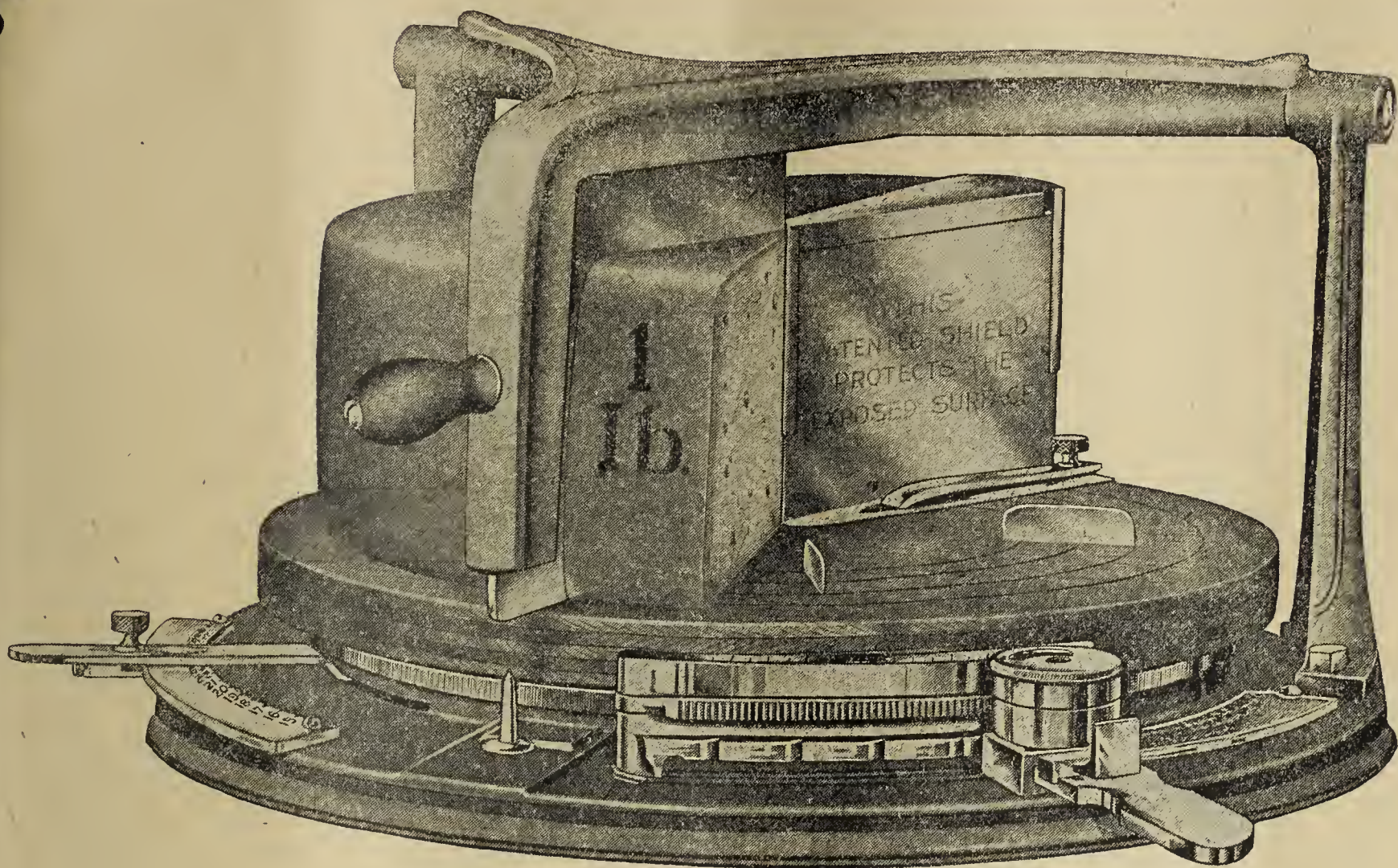
Plums	
Egg, extra standard.....	
Green Gage, extra standard.....	
Egg, standard.....	
Gage, standard.....	

Domestic Canned Fruit.

Apples	
Wayne Co., No. 10, 1 doz.....	
Booth's, oval, No. 3.....	
Blackberries—	
Farren's, extra preserved, No. 2.....	
Silver Lake, syrup, No. 2.....	
Nigger Head, No. 2.....	
Spring Garden, No. 2.....	
Blueberries—	
Loggies, No. 2.....	
" No. 10.....	
Cherries—	
Boyer's, No. 2, white, extra.....	
Flour City, white, No. 2.....	
Peaches—	
Maryland Leader, yellow, No. 3.....	
" white.....	
P. & B., yellow, No. 3.....	
Pears—	
Silver Lake, No. 3.....	
Fowling Creek, good, No. 3.....	
Ayres Good, No. 3.....	
Raspberries—	
Red Farmside, extra preserved, No. 2.....	
Pride of Rochester, fancy, preserved, No. 2	
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	
Silver Lake, No. 10, 1 doz.....	
Strawberries—	
Anchor, No. 2.....	
Jumbo, No. 1, 4 doz.....	
Silver Lake, No. 2.....	
Defence, No. 2.....	
Pineapple—	
Acorn, E. & C., No. 2.....	
General, E. & C., sliced, No. 2.....	
Indian River, E. & C., No. 2.....	
Terrapin, E. & C., sliced, No. 2.....	
Orange Grove, E. & C., No. 2.....	
Singapore Chunks, No. 1½, 4 doz.....	
Wallace, E. & C., sliced, No. 2.....	
Singapore, cubes, No. 1½, 4 doz.....	
Wagner's, No. 1, cocktail, 2 doz.....	
P. & B., grated, No. 3.....	
James, No. 3, pie, grated.....	
Singapore, cubes, No. 1, 4 doz.....	

Canned Crabs, Clams, Lobster, Shrimps, Mackerel, Kippered Herring and Oysters.

Crabs—		
Deviled, No. 1, 4 doz.....	2	1
" No. 2, 2 doz.....	3	2
Clams—		
Gold Label, No. 1, 4 doz.....	1	1
Star, No. 1, 4 doz.....	1	1
Lobster—		
B. & M., No. 1, flat, 4 doz.....	4	1
" No. ½, flat, 4 doz.....	2	2
" No. 1, tall, 2 doz.....	4	1
" No. ¾, flat, 4 doz.....	3	3
Star brand, No. ¼, flat, 4 doz.....	1	1
" No. 1, tall, 4 doz.....	3	3
" No. ½, flat, 4 doz.....	2	2
Shrimps—		
Peerless brand (Barataria), new, pickled,		
No. 1, 2 doz.....	1	1
Cotton Bale, pickled, No. 1, 2 doz.....	1	1
Mackerel—		
Pickert's, soused, No. 1, 4 doz.....	1	1
" No. 2, 2 doz.....	2	2
" No. 3, 2 doz.....	3	3
Underwood, soused, No. 1, 50 cans.....	5	5
" No. 1, 4 doz.....	1	1
Oysters—		
Boyer's, No. 1, 2 doz.....		
" No. 2, 2 doz.....	1	1
M. & B., No. 1, 2 doz.....		
Stewart's, No. 2, 2 doz.....	1	1
" No. 1, 2 doz.....		
Victory, No. 1, 2 doz.....		
Kipped Herring—		
Maconache's, 2 doz., plain.....		



Are You Getting Your Eyes Open?

Q Did you ever buy something just because you thought it would answer the purpose and perhaps enable you to save a few dollars? Can you remember a single instance of this kind where you haven't wanted to boot yourself for doing it?

Perhaps you bought one of those cheap Cheese Cutters that looked so good in the pictures and "listened" so good on price? If you did we can imagine just how you feel. We've had some of the same kind of bargains offered us in our time. We're all built over the same last, only it takes some of us longer to learn the good old lesson that you "can't get something for nothing."

We thought it would only be a question of time until the people had enough of cheap cutters; and true enough, our prophecy is fulfilled. The cheap cutter has come and gone, leaving only a trail of cast iron junk and a harvest of barren regrets.

Wouldn't you really like to indulge your fancy and satisfy a longing for something worth while, and equip your store with the finest Cheese Cutter in the world, and at the modest price of \$20.00?

Dayton Templeton Cheese Cutters, \$20.00

THE COMPUTING SCALE COMPANY, DAYTON, OHIO

— II —

Lowney's—

Premium Chocolate, 6-lb boxes, 12 boxes in case, $\frac{1}{8}$ -lb. packages.....

Premium Chocolate, 12-lb. boxes, 6 boxes in case, $\frac{1}{8}$ -lb. packages.....

Premium Chocolate, 6-lb. boxes, 12 boxes in case, $\frac{1}{4}$ -lb. packages.....

Premium Chocolate, 12-lb. boxes, 6 boxes in case, $\frac{1}{4}$ -lb. packages.....

Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case $\frac{1}{8}$ -lb. packages.....

Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, $\frac{1}{4}$ -lb. packages.....

Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, $\frac{1}{4}$ -lb. packages.....

Vanilla Sweet Chocolate, 50 5-cent packages in box..... per box

Cocoa, 6-lb. boxes, 12 boxes in case, $\frac{1}{8}$ -lb. tins.....

Cocoa, 12-lb. boxes, 6 boxes in case, $\frac{1}{8}$ -lb. tins.....

Cocoa, 6-lb. boxes, 12 boxes in case, $\frac{1}{4}$ -lb. tins.....

Cocoa, 6 lb. boxes, 12 boxes in case, $\frac{1}{2}$ -lb. tins.....

Cocoa, 12-lb. boxes, 6 boxes in case, $\frac{1}{2}$ -lb. tins.....

Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins.....

Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins.....

Diamond Chocolate, sweet, $\frac{1}{4}$ -lb. pkgs.
6-lb. boxes, 12 boxes in case..... per lb.
12-lb. " " " " " "

"Always Ready" Sweet Cocoa Powder,
1-lb. tins, 12-lb. boxes, 6 boxes in case..... per lb.

6-lb. boxes, 12 boxes case, $\frac{1}{4}$ -lb. tins "
 $\frac{1}{8}$ -lb. tins, 6 lb. boxes, 12 boxes case "
Milk Chocolate, 50 5-cent packages in box..... per box

	Per doz.

	Per doz.
Beefsteak Catsup, medium	2.00
P. P. Co., spiced, No. 32, 5 doz.....	1.15
Waldorf, medium, 12 oz., screw top, 2 doz....	.92½
Campbell's—	
No. 8, 2 doz.....	.87½
No. 8, Tobasco.....	.87½
Snider's—	
No. 16, 2 doz.	1.95
No. 8, 1 doz.....	1.20

Per Case

Curtime's "Blue Label" Tomato Ketchup—		Per Case
Small, 25 bottles in case.....		3.00
Medium, 25 bottles in case.....		4.75
Large, 12 bottles in case.....		3.75

Per lb.

Walter Baker & Co's—		Per lb.
Premium, $\frac{3}{8}$ s, 12 to 25 lbs.....		.30
Premium, $\frac{1}{4}$ s, 12 lbs.....		.30
Caracas, sweet, 6 lbs.....		.30
German, sweet, 12 lbs.....		.23
Auto, sweet, 6 lbs.....		.32
Cocoa, $\frac{1}{4}$ -lb. cans, 12 lbs. in box.....		.34
Cocoa, $\frac{1}{2}$ -lb. tins, 6 lbs.....		.34

CHOCOLATE AND COCOA.

Best Cocoa, $\frac{1}{2}$ -lb. size.....	per lb.	.31
$\frac{1}{2}$ -lb. ".....	"	.32
Premium Chocolate, $\frac{1}{8}$ s, 12 lbs.....		.28 $\frac{1}{2}$
" $\frac{1}{4}$ s, 12 lbs.....		.29 $\frac{1}{2}$
Best Sweet Chocolate, 1-5s, 6 lbs.....		.19 $\frac{1}{2}$
" 1-5s, 12 lbs.....		.19 $\frac{1}{2}$
Hershey's—		
Milk, 48 5 cent.....	per box	1.45
Epp's—		
Cocoa, $\frac{1}{2}$ -lb. tins, 7 lbs.....		.42
Van Houten's—		
Cocoa, 6-lb. boxes, 1-lb. tins.....	per tin	.72
" 6-lb. boxes, $\frac{1}{2}$ -lb. tins.....	"	.37 $\frac{1}{2}$
" 6-lb. boxes, $\frac{1}{4}$ -lb. tins.....	"	.19
Huyler's—		
Cocoa, $\frac{1}{8}$ s, 6-lb.....		.42
" $\frac{1}{4}$ s, 6-lb.....		.44

CONDENSED MILK.

BORDEN'S
CONDENSED MILK CO.
All BORDEN'S Brands guaranteed

HOOTON'S
SOLUBLE
COCOA

GUTHRIE DISTRICT, PORT KAITUMA
OF J. VANMOUTRIE & CO.

HOOTON'S
AMAZON
BREAKFAST
COCOA
PURE & UNBLENDED

Prepared by Hooton & Co., Ltd., London & New York

Cocoa, labeled, $\frac{1}{8}$ s.....		.36
Cocoa, labeled, $\frac{1}{4}$ s.....		.38
Premium Chocolate, $\frac{1}{8}$ s.....		.31
Premium Chocolate, $\frac{1}{4}$ s.....		.33
Bensdorp's Royal Dutch Cocoa, 12-lb. cases—		
	Per can.	Per doz.
$\frac{1}{4}$ -lb. round cans.....	.19	2.27
$\frac{1}{2}$ -lb. “ .....	.30	3.60
1-lb. “ .....	.59	7.08
$1\frac{1}{2}$ -oz. “ 50 cans in case	.07	
		Per lb.
5-lb. “	2 75	.55
Bensdorp's Chocolates, 6-lb. boxes, 24 boxes in case—		
Milk, 6 to lb.....		.45
Queen, 4 to lb.....		.42
Sweet Vanilla, 4 to lb.....		.28
“ 8 to lb.....		.28

EVAPORATED MILK.

Libby's, small family, 6 doz.....	
Libby's, family, 4 doz.....	
Peerless, hotel size, 2 doz.....	
Peerless, family size, 4 doz.....	
Peerless, 5 cent size, 4 doz.....	
St. Charles, family size, 4 doz.....	
St. Charles, hotel size, 2 doz.....	
Silver Cow, 5-cent size.....	6 doz.
Pet, 10-cent size, 4 doz.....	per case
Pet, 5-cent size, 6 doz.....	per case
Van Camp's, 6 doz., small.....	
Van Camp's, 4 doz., family.....	
Van Camp's, 4 doz., large.....	

CANDIES AND CONFECTIONERY.

Blooker's Cocoa Powder—		
¼-lb. tins, 2 doz. in box.....	per doz.	1.88
½-lb. tins, 2 doz. in box.....	“	3.50
1-lb. tins, 1 doz. in box.....	“	6.50
5-lb. tins, 1 doz. in case.....	per lb.	.52
10-lb. bags, 1 doz. in case.....	“	.50
Runkel's—		
Cocoa.....	per lb.	.33
Premium Chocolate.....	“	.30
Vienna Sweet Chocolate, ¼-lb. pkg... ..	“	.22
Vanilla “ ½ lb., 48 to box...		1.60
Wilbur's Cocoa—		
Breakfast, ¼-lb. tins, 6-lb. boxes.....	per lb.	.33
“ ½-lb. tins, 6-lb. boxes.....	“	.32
Wilbur's Chocolate—		
Sweet Clover, ½s, 6-lb.....	per box	1.60

CANDIES AND CONFECTIONERY.

Armour's Veribest, No. 1, 2 doz.....	2.50
Armour's Veribest, No 1/2, 2 doz.....	1.50
Fairbank's, No. 1, 2 doz.....	2.15
Libby's, No. 1, 2 doz.....	2.75

HERE IS YOUR QUESTION ANSWERED

Why put in Croft's Swiss Milk Cocoa when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

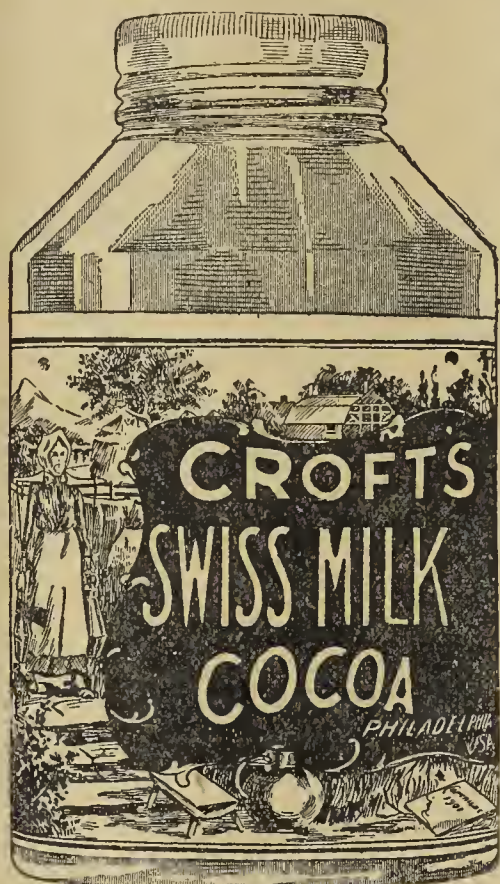
Another thing, Croft's Swiss Milk Cocoa is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. Philadelphia
PENNSYLVANIA



"GET SOME"

How to Sell More Beans!

VAN CAMP'S, of course

¶ If you sold a customer enough Van Camp's Beans for the rest of her life you KNOW she would always be satisfied. You KNOW Van Camp's Beans—so does *she*.

¶ There is *no more experiment* about them than there is about sugar or flour. Then why not offer a small discount on half-dozen and dozen lots and get her to *lay in a month's supply*?

¶ NOTE:—This plan is already proving a success.

The Van Camp Packing Co.
INDIANAPOLIS, INDIANA

To the Trade:

Do You Know That the

American Consumption

OF

CEYLON TEA

IS

INCREASING STEADILY,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea.)

DIRECT SHIPMENTS

TO

America, September 30th, 1908,

Show Increase of About a Million Pounds.



Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

We Are Not Satisfied

with being able to make the best Macaroni, Spaghetti, Noodles and Pastels, but we go one better and make the best proposition to the grocer.

Besides giving you goods that you can confidently recommend—

Besides giving you a good profit on them—

Every case brings you Universal Coupons which you can exchange for almost anything you would otherwise spend cash for.

The

Freihofer

**Vienna Baking
Company**

Philadelphia, Penna.

WASHBURN-CROSBY CO'S

**Gold
Medal
Flour**



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents **PHILADELPHIA, PA.**

-17-

FLOUR.

	Per bbl.
King Midas	6.70
Gold Medal	6.45
Millbourne	6.35
On Top	6.60
Ceresota	6.50
Pillsbury's Best	6.40
Taylor's Fancy	5.50
Semper Idem	5.00
Pride of the West	5.25
Sunbeam	5.15
Quaker City	5.75

Self-Raising Flour.

Franklin, 30 packages	3.50
Hecker's Superlative, 32 packages	5.12

Pancake Flour.

Aunt Jemima, 36 packages	2.85
Purina, 36 packages	3.00
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 36 packages	2.85

Buckwheat Flour.

Hecker's, 64 packages	4.50
" 32 packages	4.50
Fancy, 100-lb. sacks	3.20

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.45
Yellow, granulated, 100 lbs.	2.00
" table, 100 lbs.	1.90
Western, yellow, granulated, 100 lbs.	2.05
Quaker, Best, 1 and 3 doz.	1.20
Farina—	
Hecker's, 24 15.	1.50
Schumacher's, 24 packages	1.15
Beans—	
California Lima, about 80 lbs.	per lb. .05½
Marrows, fancy, N. Y. State, grain bags	2.47½
Extra choice, grain bags	2.40
Medium, fancy, grain bags	2.50
Pea, fancy, grain bags	2.45
" Michigan, grain bags	2.45
Red Kidneys	2.50
Peas—	
Green	2.10
Scotch	2.20
Split, yellow	2.10
" green	
Lentils—	
ooooo, 110-lb. bags	per lb. .04
Less quantity	.04½
Shaker Corn—	
Fancy, barrels	.05½
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.65
" Pearl, 100 lbs.	per bag 2.45
Schumacher's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100-lb. bags	1.95
" Grits, 100-lb. bags	2.00
Barley—	
OO	
No. 3, 100 lb. bags	2.65
Noodles—	
Climax, 24 10-c. packages, assorted	1.20
" 48 5-c. packages	1.30
" assorted, 24 5-c., 12 10-c.	1.30
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B.	per bbl. 7.35
B, 100-lb. kegs	per keg 3.87½
Oaten Goods—	
Avena, 18 packages	1.50
Banner Oats, 20 packages	4.30
H. O. Oats, 12 packages	1.53
Mother's, 18 packages	1.62½
" 10 packages, large	2.10
Quaker, 18 small size	1.50
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.75
" 90 lbs.	per keg 3.55
Standard, 180 lb. bbls.	6.00
" 90-lb. bags	2.95
Sago—	
Fine, bags about 175 lbs.	.04
Less quantity	.04½
Admiral, pearl, 24s.	.06½
apioca—	
Instantaneous, 50 1s.	.08½
Colburn's Hasty, 36 packages	.06½
Minute, ¼ gross	per box 2.75
Flake, about 125 lbs.	per lb. .04½
" less quantity	.04¾
Pearl, 150 lbs.	.03¾
" less quantity	.03¾

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.00
" Barley Food, 24 2s.	3.85
" Health Food, 36 2s.	4.50
Purina Cream Graham	per bbl.
" Whole Wheat Flour, 20 5s.	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	3.65
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 36 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	3.60
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.70
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.75
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.25

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57½
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87½
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87½
Jell-O Ice Cream Powder, 2 doz.	.97½
Jellycon, 1 doz.	.87½
" assorted flavors, 3½ doz.	.87½
Chalmer's, shredded	.95
" granulated	1.00
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Gelatine, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages	per case 2.70
Pudding, assorted, 2 doz.	1.65
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosa Alphabets, square 25 pkgs.	.05¾
" Elbows, square, 25 pkgs.	.05¾
" Macaroni, long, 25 pkgs.	.05¾
" Spaghetti, long, 25 pkgs.	.05¾
" Vermicelli, square, 25 pkgs.	.05¾
" Macaroni, bulk, 25 pkgs.	.05¾

FIXTURES.

H. F. Heacock—		
Scales, No. 1, Tin Scoop, 10.00	Brass	14.00
Scales, No. 2, Tin Scoop, 7.00	Brass	9.00
Scales, No. 3, Tin Scoop, 6.00	Brass	7.00
Scales, No. 4, Tin Scoop, 5.00	Brass	6.00
Less 30 per cent. discount.		
600-lb. Platform Scale		12.00
Tea Caddies, Red, No. 52		14.00
Tea Caddies, Red, No. 53		10.00
Tea Caddies, Red, No. 54		8.00
Tea Caddies, Red, No. 55		5.00
Scoops, Galvanized, Flour		.30
Scoops, Galvanized, Sugar		.25
Scoops, Galvanized, Starch		.15
Tobacco Cutters		1.25
Alarm Money Drawers		1.50
Bag and Twine Holders		.75
Barrel Covers, 21 in.		3.50
Barrel Covers, 19 in.		3.00
Cheese Cutters		15.00
Bung Bore, No. 2, 1½ to 2 in.		1.50
Coffee Mills, No. 7		10.00
Coffee Mills, No. 9		16.00
Coffee Mills, No. 18		45.00
Less 25 per cent. discount.		

Scoops.

	No. of	Each.
Indestructible, No. 4	per doz.	9.00
" No. 5	"	12.00
" No. 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" No. 4	"	5.40
" No. 5	"	7.20
X Quality, No. 3	"	2.60
" No. 4	"	3.00
" No. 5	"	3.40

Counters.

No.	Length.	No. of	Each.
6½	3 feet, 8 inches	9	15.00
8½	4 feet, 10 inches	12	20.00
10½	6 feet	15	25.00
12½	7 feet, 3 inches	18	28.00
14½	8 feet, 6 inches	21	31.00
16½	9 feet, 8 inches	24	35.00
18½	10 feet, 10 inches	27	40.00
20½	12 feet	30	45.00
Capacity of Drawers	40 to 60 lbs. each.		

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Beardsley—		
Dime cartons, 2 doz. in case	per doz.	.90
Tins, Keyed (Jewel), 2 doz. in case	"	.90
Large cartons or tins, 2 doz. in case	"	2.00
Dime Tumblers, 2 doz. in case	"	.90
Bulk, 15 lbs.	per lb.	.15

Thredded Fish.

Thistle, 24 packages	per doz.	.65
Swansdown, 2 doz.	"	
Osprey, 2 doz.	"	
Swift & Co.—		
Talisman brand, 20-lb. boxes	per lb.	.10½
" cartons	per case	1.50

Fresh Codfish Steak.

Swift & Co.—		
Talisman brand, 24 1-lb. tins	per case	3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	270-290				
Ex. Norway, No. 3	325-375	20.00	10.60	5.50	1.25
Ex. Norway, No. 4	410-460	16.00	8.60	4.50	1.05
Ex. Bloaters, XXX	90-95	40.00	20.60	10.45	2.25
Ex. Bloaters, XX	100-110	38.00	19.60	10.00	2.15
Ex. Shore, No. 1	130-150	35.00	18.10	9.25	2.00
Med. Shore	160-180	16.00	8.60	4.50	1.05
Large Shore	110-130				
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.00	8.10	4.25	1.00
Small Irish, No. 2	475-525	14.50	7.85	4.13	.97
Small Irish, No. 3	550-650	14.00	7.60	3.90	.95
New Medium Shore	160-180				
New Large Shore	110-130				
Large, No. 2	210-220				

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round, Large					
Shore, Round, Med					
Ocean Whitefish	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new	13.00	7.10	3.75	.88	.74
Shad, No. 2, Mess, new	11.00	6.10	3.25	.78	.68
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 3s, wood boxes	.15½
12 2s, "	.15½
24 1s, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 "	1.65
Strips, 40 size, boxes	.10
" 20 "	.10½
Middles, 40 size, boxes	.12
" 20 "	.12½

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08½

Star Brand Boneless Herring.

Beardsley—		
Tins, large size, 1 and 2 doz. in case	1.50	
" small size, 2 doz. in case	.90	
Small Tumblers, 2 doz. in case	.90	
Large Jars, sealed, 2 doz. in case	1.50	

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½
In original cases, 450 lbs., ¼ c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	.27
Cromarty Bloaters, 75s.	per box .90
" 100s.	"

Swift & Co.—		
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	per case.	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars		1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—		
Extra choice, ring cut, 50 lbs.	.06½	
" 5 and 10-lb. lots	.07	
Fancy N. Y. State, 25 lbs.		
Fancy N. Y. State, 48 1-lb.		
Fair N. Y. State, 50-lb. boxes	.07	

-20-

Apricots—			
Extra Choice Royals, 25 lbs., new.....			
Choice Royals, 25 lbs., new.....			
Oak Brand, fancy.....			
Cherries—			
California, unpitted, Black, 25 lbs.....			
California, pitted, Black, 25 lbs.....			
Currants—			
Gold Medal, recleaned, 36 1s.....			
Gold Medal, loose, 25 lbs.....			
Private Growth, extra, cleaned, 36 lbs.....			
“ cleaned, 30 lbs. bulk.....			
Peaches—			
Fancy Muirs, 50 lbs.....			
Extra Choice Muirs, 50 lbs.....			
Choice Muirs, 50 lbs.....			
Extra Choice, Yellow, 25 lbs.....			
Choice Yellow, 25 lbs.....			
Pears—			
Fancy California, Bartlett, 25 lbs.....			
Prunes—			
Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.
20- 30, 25 lbs...			
30- 40, 25 “ ...	.09	.08½	
40- 50, 25 “ ...	.08	.07½	
40- 50, 50 “ ...			
50- 60, 25 “ ...	.07¼	.07	
50- 60, 50 “ ...	.07	.06¾	
60- 70, 25 “ ...	.06¾	.06½	
60- 70, 50 “ ...			
70- 80, 25 “ ...			
70- 80, 50 “ ...			
80- 90, 50 “ ...	.05½		
90-100, 25 “ ...			
90-100, 50 “ ...		.04½	
100-120, 50 “ ...			
Raisins—			
Muscatsels, 4 crown, 50 lb.....			
“ 3 “	50 lb.....		
“ 2 “	50 lb.....		
Cal. Thompson Seedless, 50 lbs.....			
Cal. Cleaned Sultanas, 50 lbs.....			
Cal. Sultanas, 50 lbs.....			
Cal. Seedless Muscatsels, 50 lbs....			
Gilbert's, Layer, Valencias, 28 lbs.....			
Raisins, Seeded—			
G. & S. fancy, 50 1s.....			
Gold Ribbon, fancy, 36 1s.....			
Owl, fancy, 36 1s.....			
Harvest, choice, 36 1s.....			
Citron, fancy, boxes, 10 lbs.....			
“ fancy, 25 lbs.....			
Lemon Peel, fancy, boxes, 10 lbs., net.....			
Orange Peel, fancy, boxes, 10 lbs., net.....			

Preservatives in Foods are Injurious

The Government says so, and it won't be long before their sale will be prohibited. Be prepared for such an order by stocking only goods that are pure.

HEINZ

57 VARIETIES

PURE FOOD PRODUCTS

Your protection and the consumer's are assured by every Heinz label. It says—no preservatives—no coloring matter—no drug of any kind. There is no food law in existence that can affect the 57.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

PITTSBURG NEW YORK CHICAGO LONDON



"Exton" Flavor Made "Exton" Fame

Sixty-one years ago we started to tickle the taste of oyster eaters with the best Oyster Cracker made. It took purest materials, scientific baking and clean handling.

We have *built up the best sale* because we kept *up the best quality*.

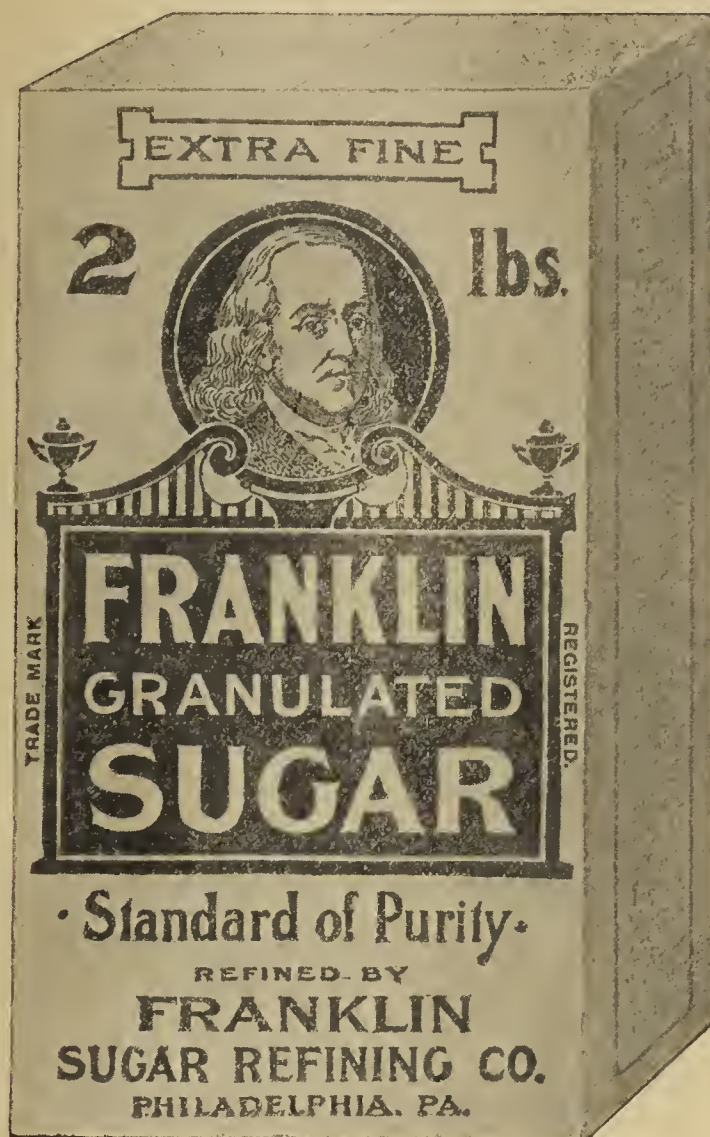
You can sell "EXTON" OYSTER CRACKERS better than crackers of no certain quality—customers appreciate a store where even the Oyster Crackers are the **BEST**.

A. Exton & Company
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.



YOUR STOCK 25 YEARS AGO

Look over your stock. How very many articles do you find in packages that twenty-five years ago were sold only in bulk.

Can you deny that the coming of the package has meant less work for you?

Or that the selling of **Franklin Carton Sugar** instead of sugar from barrels, would mean still less work for you? If it was only a question of labor **Franklin Carton Sugar** would have the best of it as against the barrels. But it has another and a mightier reason—it prevents that generous but expensive tendency on the grocer's part to give good measure. **There can be no overweight in the sale of Franklin Carton Sugar.**

Less work and more profit—that is the slogan of **Franklin Carton Sugar.**

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.10
Lewis'.....	3.25
Red Seal 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
100s, 1 gross.....	1.00
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
Parlor, 500s, 1 gross.....	4.25
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	Per gross.
100s, 5 gross.....	.90
500s.....	4.20
Vulcan Safety—	
65s, No. 2.....	.50
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazepa, parlors, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¼
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.10
" 18, 37 and 68-lb. buckets.....	.10½
" 6 10-lb. buckets.....	6.85
" 6 5-lb. buckets.....	3.95
" 6 5-lb. glass jars.....	4.50
" XXX, 18, 37 and 68-lb. buckets, per lb.....	.14
" 6 5-lb. glass jars, per case.....	5.10

	Per case.
Atmore & Son—	
Extra Family, Seedless—	
No. 5 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	Per box.
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....	11.00
Condensed, 6½ doz. in case.....	11.00
Keystone—	Per lb.
Bbls., ½s and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.08
18 and 37 lb. kanakins.....	.08½
10-lb. kanakins, 6 to crate.....	10.95
5-lb. " 6 to crate.....	6.10
5-lb. glass jars, 6 to crate.....	6.45
Campbell's, 30-lb. pails.....	.08
Mrs. Wells' bbls., ½ bbls and 30-lb. kits.....	.06
New Year, bbls., kegs and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.07
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.05¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¼

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" " ½ pints.....	2.20
" Extra, quarts.....	5.40
" " ½ pints.....	4.00
" " ½ pints.....	2.15
Fourees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per doz.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	9.00
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" " ½ pints, 2 doz.....	4.75
" " 8-oz. flasks, 2½ doz.....	7.50
" " 12-oz. flasks, 2½ doz.....	9.50
" Sublime, 8-oz. flasks, 2½ doz.....	7.00
" " 12-oz. flasks, 2½ doz.....	9.00
Finest Sublime, 1 gal., 10 in case.....	2.50
" 5 gal., 1 or 2 in case.....	2.40
" 1 quart, 40 to case.....	2.75
Sublime, 1-quart tins, 40 to case.....	2.5
" ½-gal. tins, 20 to case.....	2.40
" 1-gal. tins, 10 to case.....	2.30
" 5-gal. tins, 1 or 2 to case.....	2.20
La Toscana, J. L. Neff & Co., Agents—	Per case.
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5 gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	

	Per doz.
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-gal. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints 2 doz.....	4.75

	Per doz.
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....	2.10
10 ½-gal. tins.....	2.20
20 ¼-gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Speci. 1, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	per lb.
Roll—	Per lb.
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¾
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	per package
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

	Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.
Size of Bag.	
1/4	
1/2	
1	
2	
3	
4	
5	
6	
8	
10	
12	
14	
16	
20	
25	

	Price per 1,000 and not less than 500 lots.
Plain flour sacks, 12½-lb.....	per M. 4.00
" 25-lb.....	5.75
" 50-lb.....	11.25

PICKLED MEATS AND FISH.

	Per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....	2.50
Tripe, 10-lb. pails.....	.90
" 5-gal. kegs.....	per keg 2.00
Pigs' Feet, 10-lb. pails.....	per pail 1.00
" 5-gal. kegs.....	per keg 2.25
Pickled Beef Salad, in glass.....	per doz. 1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....	per keg .75
" 5-lb. pails.....	per pail .50
" 10-lb. pails.....	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	2.00
100 10-oz. ".....	3.90
24 20-oz. ".....	2.00
48 20-oz. ".....	3.90
I-X-L, 40 15, White Rice.....	2.65

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	Per doz.
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

	per bbl.
45 gal., 1200s.....	8.75
45 gal., 1000s.....	8.50
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....	per keg 3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	per pail 1.00
Williams Bros.—	Per doz.
No. 8, Sour Gherkins, 2 doz.....	.87½
No. 8, Sweet Gherkins, 2 doz.....	.87½
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions pints less quantity.....	3.30
Plain, pints less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

	1 doz.	1 doz.	1 doz.	1 doz.
Melon, Cucumber, Bur, Pepper—Mango—				
Glass, per case of—				
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.				
½ pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.2				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gal.				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

	Per
Duffy's—	
Pure Apple, extra old, bbls.....	
" 40 grain, bbls.....	
Pure Cider, 40 grain.....	
" 45 grain.....	
Corson's Gold Seal Cider, pure apple.....	
White Wine, 90 degrees.....	
Crown brand, pure cider, quarts.....	per doz.
White, distilled, 40 grain.....	
" 45 grain.....	
" extra strength.....	
Crosse & Blackwell's.....	per doz.

PROVISIONS.

	Per
Hams, skinback, 18-20 lbs.....	
" 14-16 lbs.....	
" 10-12 lbs.....	
Picnics, 6-8 lbs.....	
N. Y. Shoulders, 10-12 lbs.....	
Dried Beef, sets, city smoked.....	
" tenders and knuckles.....	
" flats.....	
" air dried, sets.....	
" tenders and knuckles.....	
Jersey Pork, butt.....	per bbl. 18
" family.....	20
Breakfast Bacon, rib in.....	
" boneless.....	
S. P. Bellies, 14-15 lbs.....	
Bologna, 25-lb. boxes.....	
Boiled Boneless Ham.....	
Beef Tongues, smoked, 5-6 lbs.....	per doz. 9
Cooked Compressed Ham, 25-lb. boxes.....	
Covered Hams, ½-cent extra; Covered Shoulders.....	
Picnics and Bacon, ½-cent extra.....	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	
" 12 to 14 lbs.....	
" 14 to 16 lbs.....	
" skinbacks.....	
Shield Hams, 10 lb. average.....	
" 12 ".....	
" 14 ".....	
" 16 ".....	
" 18 ".....	
" skinbacks.....	
Picnic Hams, 5 to 6 lbs.....	
" 6 to 8 lbs.....	
Star Smoked Ox Tongues, long cut.....	
" short cut.....	
Beef Bologna.....	
Shield Parafined Bologna.....	
Berliner Ham.....	
New Orleans Luncheon Meat.....	
Star Cooked Ox Tongue.....	
John Bower & Co.—	
Honey cure brand Hams, skinback.....	
" large.....	
" medium.....	
" small.....	
" Breakfast Bacon.....	
" boneless.....	
Beef, air-dried, regular sets.....	
" insides and knuckles.....	
Ham Bologna.....	
Beef Bologna.....	
Boiled Hams.....	
Beef Tongues.....	per doz. 8.00
Swift & Co.—	
Premium brand Hams, 8 to 10 lbs.....	
" 12 lb.....	
" 14 to 16 lbs.....	
" 18 lb.....	
" skinned, 18-20 lbs.....	
" boiled, skinned, fatless.....	
" Bacon.....	
" Dried Beef, insides.....	
" Beef Tongues, short cut.....	
Winchester brand Hams, skinned, all aver.....	
" Picnics.....	
" all averages.....	

LARD AND COMPOUNDS.

	Pure, per lb.	Compo, per lb.
Tierces, about 340 lbs.....	.11	.08
Plain tubs, 50 and 60-lb. cans.....	.11	.08
10-lb. tin pails, 60 lbs.....	.11¾	.08
5-lb. " 60 lbs.....	.11¾	.09
3-lb. " 60 lbs.....	.12	.09
Armour's—		
Shield Pure, 60-lb. tubs.....		
Simon Pure Leaf, 35, 55 and 105.....		
White Cloud Compound, tubs.....		
" tierces.....		
Vegetole, tierces.....		
John Bower & Co.—		
Pure Kettle Rendered, tierces.....		
" tubs.....		
" 3, 5 and 10 lb. cans.....		
Swift & Co.—		
Premium brand, tierces.....		
Silver Leaf brand, tierces.....		
Jewel, compound, tierces.....		
Cotosuet, tierces.....		

DRESSED MEATS



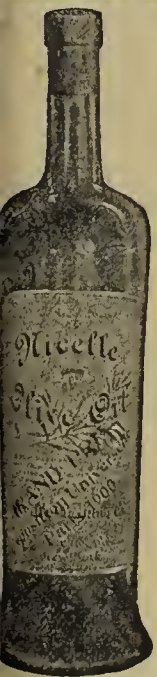
Despise Freak Cereals

There is a class of people who despise freak cereals, and have never bought a box since the craze began.

The grocer who sold only freak cereals, or who pushed them to the exclusion of solid, substantial breakfast foods like *Wheatena*, have lost considerable trade from people of the above class.

The toothsome kernels of hard winter wheat, roasted and prepared by processes of our own. Sterilized before being packed. There is nothing trifling about *Wheatena*—it is a food.

THE WHEATENA COMPANY
Rahway, N. J.



**Sell It
Under
Money
Back
Plan**

We who make Nicelle Olive Oil have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find Nicelle superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Now is the Time to Light Up!

The Grocery Store which presents the best appearance and carries a good stock is the one, other things being equal, which will do the most business during the coming winter months. Electrical advertising will do more to attract trade during the approaching holiday season than any other form of publicity. It is time to light up and keep lighted up—you cannot afford to wait a single day before obtaining estimates for installing electric lighting in your place of business.

Have you obtained our proposition for Tungsten Lamp fixtures?

**THE PHILADELPHIA
ELECTRIC CO.**

10th and Chestnut Streets

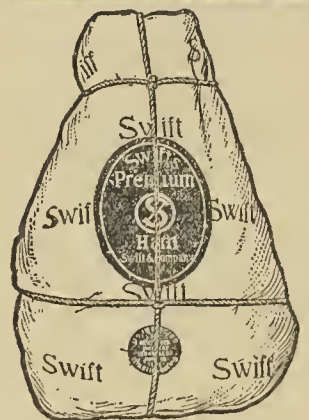
**IS HE
LOOKING
FOR YOU ?**

Health Officers Don't
Worry the Dealer who Sells

**ATMORE'S
Mince Meat**

"IT IS PURE"
*GUARANTEED free
from Adulterants
and Preservatives*

ATMORE & SON - Philadelphia



Ham without a name is "just ham," and has no uniform quality. It may be good once, but you don't know how it will be the next time.

Your customers can't depend on you if you sell that kind of ham.

SWIFT'S PREMIUM HAMS are uniform—always properly cured, tasty, appetizing. When a woman gets a **PREMIUM HAM** she wants another like it next time. The only way you can be sure to have all your hams uniformly good is to see that all you sell are **SWIFT'S PREMIUM HAMS**.

Swift & Company, U. S. A.

-25-

Western Dressed Beef—		
Choice, native cattle .....	.08	-.09½
Common to fair .....	.07	-.08
City Dressed Veal—		
Prime		-.12
Good to choice		-.10
Dressed Hogs—		
Pigs .....	.09	
Hogs, heavy .....	.09	
“ 180 lbs. ....	.09	
“ 160 lbs. ....	.09	
“ 140 lbs. ....	.09	
Dressed Sheep and Lambs—		
Lamb, western, good	-.11	
“ culls	-.09	
Sheep, choice	-.09	
“ medium	-.07½	

BUTCHERS' SUNDRIES.

Fresh Steer Tongues .....	.70	-.80
Cow Tongues .....	.50	-.70
Calf Heads, scalded .....	.50	-.75
Sweetbreads, veal .....	.60	-.90
“ beef	-1.00	
Calf Livers .....	.20	-.25
Beef Kidneys	-1.00	
Beef Livers	-.06	
Ox Tails .....	.50	-.65
Hearts, beef .....	.03	-.05
Rolls, beef	-.14	
Tenderloin, beef, western	-.20	
Fresh Pork, loins, city .....	.10	-.12
“ western	-.10	

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.		
Turkeys—	Per lb.	
Western, young hens, 8 to 10 lbs. ....	.18	-.22
“ young toms, 15 to 17 lbs. ....	.18	-.22
Old hens and toms .....	.18	-.22
Common to good .....	.17	-.18

Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy .....	.22	-.24
Philadelphia, fresh killed, 3½ to 4 lbs. to pair .....	.22	-.24
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy .....	.22	-.24
Western, 4 to 4½ lbs. to pair, fancy .....	.18	-.20
“ 3 to 3½ lbs. to pair, fancy .....	.18	-.20
“ fair to good .....	.16	-.17
Fowls—		
Western, fancy .....	.13	-.15
Heavy Roasters, 4 to 5 lbs. ....	.16	-.17
Fair to good .....	.14	-.15
Old cocks .....	.10	-.11
Western capons, fancy		
“ small		

Squabs—	Per doz.	
Prime, large, fancy	3.00-3.50	
Mixed	2.50-3.00	
Dark	1.25-1.50	

LIVE POULTRY.

	Per lb.
Spring Chickens, nearby, 1½ to 2 lbs....	.14 .15
Large Springers .....	.13 .15
Fowls .....	.13 .14
Roosters .....	.10
Ducks .....	.12 .14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small, or 10c. size, 2 doz.	per doz.	.90
“ 1 doz.	“	.90
Large, or 25c. size, 1 doz.	“	1.80
1-lb. cans, 1 doz.	per case	4.50
5-lb. cans, ½ doz.	“	10.00

SAUER KRAUT.

Extra quality, 50-gal. tierces	7.50	
“ 15-gal. kegs	3.00	
Victory, extra fancy, No. 3, 2 doz.	per doz.	.77½
Spring Garden, fancy, No. 3, 2 doz.	“	.75
Compass, No. 3, cans, 2 doz.	“	.70
Casks, 48 gals., long cut, new	7.75	
Bbls., 30 gals., long cut, new	6.75	

PLUM PUDDING.

Richardson & Robins—	Per doz.	
Individual size, ½ lb. ....	.95	
Round conical, with key, No. 1, 1 doz.	2.35	
“ “ No. 2, 1 doz.	4.20	
“ “ No. 3, ½ doz.	6.30	
“ “ No. 4, ½ doz.	8.15	
P. P. Sauce, No. 1, 2 doz.	1.50	

-26-

Atmore's Genuine English, seedless—	Per case	
Individual, 2 doz.	2.00	
No. 1, cans, 1 doz.	2.25	
No. 2, cans, 1 doz.	4.00	
No. 3, cans, ½ doz.	3.25	
No. 4, cans, ½ doz.	3.85	

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.	
No. 32, jars .....	.97½	
No. 5, toy pails	2.45	
American, pure apple, tumblers, assorted slices .....	.88	
Schimmel's, No. 10, tumblers .....	.83	
National, No. 10, tumblers .....	.72½	
“ No. 6, tumblers .....	.49	
Preserves—	Per lb.	
Schimmel's, pure, 30-lb. pails .....	.13½	
National, 30-lb. pails .....	.09	
Southwark, 30-lb. pails .....	.06¼	
“ 4½-lb. toy pails, ½ doz.	4.10	
Fruit Butters—	Per doz.	
Apple, No. 32, jars .....	.98	
“ Southwark, No. 3, tins	1.00	
“ No. 5, toy pails	2.70	
“ 30-lb. pails	per lb. 1.08	
“ 20 lb. crocks	per lb. .07¾	
“ Schimmel's, 30-lb. pails	“ .06	
Prune, 30-lb. pails	“ .07¼	
Peach, 30 lb. pails	“ .07	
Jams—		
Schimmel's, pure, jars, 2 doz.	1.70	
Southwark, assorted, jars, 2 doz. ....	.93	
Orange Marmalade—		
Hartley's, imported	1.80	
Schimmel's, pure	1.65	
Warrock's Guava Jelly—		
1-lb. tumblers	4.00	
½-lb. “	2.25	
Curtice Bros. Preserves—		
Cherries, jars	4.85	
Strawberries, jars	4.60	
Raspberries, jars	4.60	
Apricots, peeled, jars	4.85	
Pineapple, jars	4.60	

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint .....	.85	1.95	
Castor Oil .....	.45	.85	1.95
Sweet Oil .....	.40	.85	1.95
Spirits Nitre .....	.45	.85	1.95
Spirits Camphor .....	.85	1.95	
Spirits Painters' Commercial .....	.45	.85	1.95
Paregoric .....	.45	.85	1.95
Glycerine .....	.45	.85	1.95
Syrup Squills .....	.45	.85	1.95
Syrup Rhubarb .....	.45	.85	1.95
Syrup Ipecac .....	.45	.85	1.95
Turlington Balsam .....	.45	.85	1.95
Golden Tincture .....	.45	.85	1.95
Tincture Arnica .....	.45	.85	1.95
Balsam de Malta .....	.45	.85	1.95
Bateman Drops, rd bots. ....	.45	.85	1.95
Godfrey's Cordial, rd bots. ....	.45	.85	1.95
Turpentine .....	.45	.85	1.95
Machine Oil .....	.45	.85	1.95
Laudanum, 10c. size	per doz.	.90	
“ 25c. size	per doz.	1.90	

5 per cent. discount in gross lots assorted.		
Alum	per lb.	.03
Borax, powdered, bulk.....	per lb.	.07
“ lump, bulk	“	.06
“ 20 Mule-Team, pure, 24 1 lb....	per case	
“ 48 ½ lb.	“	
“ 96 ¼ lb.	“	

Butter Color, W. & R.	per doz.	1.67½
Bull's Cough Syrup	“	1.90
Bluestone, bulk	per lb.	.06
Copperas	“	.01¼
Camphor, gum, 1-oz. blocks	“	.67
“ flakes, 250-lb. bbls.	“	.02¾
“ “ less quantity	“	.03¼
“ Tar Balls, 250-lb. bbls.	“	.02¾
“ “ less quantity	“	.03¼

Castoria, Fletcher's	per doz.	2.80
“ Pitcher's	“	.85
Carbonate of Ammonia	per lb.	.11
Epsom Salts	“	.01½
Glauber Salts	“	.01½
Glue, ordinary	“	.12
“ white	“	.20
Gum Arabic	“	.50
Haarlem Oil	per doz.	.30
Husband's Magnesia	“	2.85
Jamaica Ginger, Hires', flasks.	“	.90
Licorice, P. & S., 5c. stick, imported, “	“	.36
“ M. & R., 5-lb. boxes	per lb.	.23
“ “ lozenges, 5-lb. boxes	“	.27
“ 4s, 6s, 8s, 12s, 16s, 5-lb. boxes “	“	.24
“ root	“	.11

Putty, 25-lb. cans	per 100 lbs.	1.60
“ 50-lb. cans	“	1.55
Petroleum Jelly, screw top, 5c. size ..	per doz.	.35
“ “ 10c. size	“	.75
Paris Green, 100-125-lb. kegs	per lb.	.24½
“ ¼-lb. packages	“	.29
“ ½-lb. packages	“	.28
“ 1-lb. packages	“	.27
Rosin	“	.03½
Roach Powder, Omega, 4-oz. cans	“	.80
“ “	per gross	9.00
Roachsalt, 10c. size	per doz.	.80
Saltpetre, crystal, about 350-lb. bbls.	per lb.	.06¾
“ granulated, about 100-lb. kegs “	“	.06¾

Sulphur, flour, 175-lb. bbls.	per 100 lbs.	2.55
“ 100-lb. bags	“	2.35
“ “ less quantity	per lb.	.03½
Venetian Red	“	.01
Whiting	“	.02

-27-

Goff's—	Per doz.	
Cough Syrup, 25c. size	1.75	
Herb Bitters, 25c. size	1.75	
Oil Liniment, 25c. size	1.75	
Sarsaparilla, 50c. size	3.50	
Worm Syrup, 15c. size	1.20	
Horse and Cattle Powder, 15c. size	1.20	
Dyspepsia Tablets, 10c. size .....	.75	
Iron Glue, McCormick & Co.—		
No. 5 .....	.40	
No. 10 .....	.75	
Tube V .....	.75	
McCormick & Co., Bee Brand—		
Insect Powder .....	.80	
Root Beer .....	.80	
Talcum Powder .....	.75	
Triangular Quinine .....	.80	
Quinine Capsules .....	.80	
W. F. Young's Veterinary Remedies, whole sale prices—	Per doz.	
Absorbine	18.00	
“ Jr., (Mankind)	9.00	
Taroleum, small cans	6.00	
“ large cans	15.00	
Young's Kidney and Nerve Powders	2.00	
“ Fattening and Condition Drops	4.00	
“ Colic and Indigestion Cure	4.00	
Less 2 per cent. cash 10 days. Net 30 days.		
F. O. B. Springfield.		

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	“	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
“ quarts	“	1.00
“ gallons	each	.30
“ ½ bbls.	“	3.50
“ bbls.	“	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size ..	2.00	
McCord's Magic Medicine, 25c. size	2.00	
“ 50c. size	4.00	
McCormick's Tasteless Chill Tonic, 25c. size ..	2.00	
“ 50c. size	4.00	
McCormick's Watermelon Syrup, 50c. size ..	4.00	
Reliable Brand Headache Powders, 10c. size ..	.75	

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.	
Vanilla, Rose, Pistachio, 10c. size .....	.90	
“ 25c. size	2.00	
“ 35c. size	2.25	
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet,	10c. size .85	
“ 15c. size	1.75	
“ 25c. size	2.00	

Sauer's Flavoring Extracts—		
No. 1, Lemon and Vanilla .....	.45	
No. 2, Vanilla and Rose .....	.90	
No. 2, Lemon and assorted .....	.85	
No. 4, “	2.00	
No. 4, Vanilla	2.25	
Assorted cases, Nos. 1 and 2	10.80	
“ Nos. 1, 2 and 4	11.80	

Bulk.	pts.	qts.	½ gals.	gals.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet	1.50	2.75	5.50	10.00
Orange, Banana, Pineapple, Almond, Raspberry, Pistache, Nutmeg, Mace, Cherry, Strawberry, Fruit	1.25	2.25	4.00	7.50
Tea	“	“	“	7.00

Kitchen Queen—	Per doz.	
Extract Vanilla, No. 25	2.00	
“ No. 2X .....	.80	
“ No. X .....	.45	
Extract Lemon, No. 25	1.75	
“ No. 2X .....	.80	
“ No. X .....	.45	
Ingersoll's Flavoring Extracts—		
High Grade Vanilla	1.75	
“ Lemon	1.75	
Select Vanilla .....	.85	
“ Lemon .....	.85	
“ assorted .....	.85	
“ small size .....	.45	

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz.	1.10
“ Rennet Tablets, 3 doz.	“	.75
Shinn & Kirk's Liquid Rennet	1.50	
Hanson's Junket Tablets, 3 doz. ....	.73	
Union Tablets, 3 doz. ....	.45	

CIDER.

Corson's—	Per gal.	
Barrels .....	.14	
½ barrels .....	.16	
Kegs .....	.19	
Bottled Cider—	Per case	
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50	
“ 2 doz. pts.	4.00	
Anchor brand Golden Russet, 1 doz. qts.	3.75	
“ 2 doz. pts.	4.25	
Mott's brand Golden Russet, 1 doz. qts.	3.75	
“ 2 doz. pts.	4.25	

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.7
“ boxes, 20 packages .....	.5
Gee Whizz, 72 packs .....	.4
Fleer's Chiclets, 3 lbs., bulk	1.2
Spearmint, 20 packs, 100 pieces .....	.5

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	Pe
Fancy Head, 100-lb. bags .....	.0
Extra choice, 100-lb. bags .....	.0
Choice, 100-lb. bags .....	.0
Prime, 100-lb. bags .....	.0
Japan, fancy, 100-lb. bags .....	.0
“ choice, 100-lb. bags .....	.0
Java, fancy, polished, 100-lb. bags .....	.0
B. Fischer & Co.—	



Fischer's Choicest Head, 1-lb. bags.....	.0
Queen Quality, ex. fancy head, 1-lb. bags....	.0
“ “ 3-lb. “ .....	.0
“ “ 5-lb. “ .....	.0
Coronet, choice head, 1 lb. bags.....	.0
“ “ 3-lb. bags.....	.0
Imperial, choice, Dom. Japan, 1-lb. bags....	.0
“ “ 3-lb. “ .....	.0
“ “ 5-lb. “ .....	.0
Extra fancy head, XXXX, 100-lb. bags.....	.0
Fancy head, 100 lb. bags.....	.0
Choice head, 100 lb. bags.....	.0
Fancy Java head, 100-lb. bags.....	.0
Extra fancy, Patna, 100-lb. bags.....	.0
Siam, Patna style, 100-lb. bags.....	.0
Choice broken, 100-lb. bags.....	.0
Extra fancy Japans, 100-lb. bags.....	.0
New crop choice Japans, 100-lb. bags.....	.0



Try This
for
a Week

Has it ever occurred to you that you can make **81 per cent.** on **OHIO BLUE TIP SAFETY MATCHES?**

Can you do that on any other match?

Just try for one week and see how many people you can sell these matches to. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street



Quick, Easy
Inexpensive Delivery

Delivering by a **Lindsley Car** is like playing at delivering goods. It is so quick, so easy, so inexpensive. No heavy team eating its head off when not in use; no horse to sicken and die when most you need it.

The **Lindsley Car** is much less likely to get out of order than a horse, and costs less to fix when it does. Moreover, it eats less than a horse, and does more. Fifteen hundred pounds, 30 miles on a gallon of gasoline (15 cents)—does a team live that can do that?

J. V. Lindsley & Co. SUITE 1112 Monadnock Bldg. **Chicago**

“The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States.”

Positively
The Best
Wagon
Ever Built
For the
Grocery
Trade

Strong,
Easy-
Running,
Finest
Steel Tires,
Wheels
Second-
Growth
Hickory



This wagon is exceedingly handsome and almost everlasting. There are more “J. M.” wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

Something That Sells!

A M M O
(DRY AMMONIA)

This scientific marvel is a dry, odorless powder, which is ammonia in a dry form.

It never loses strength nor evaporates like liquid ammonia. No bottles to freeze or break. **Ammo** comes in cans, and it is very economical. One 10 cent can equals **three** pints of ammonia.

We make it sell by demonstrating, sampling, advertising. Have it seen in your store and it will sell.

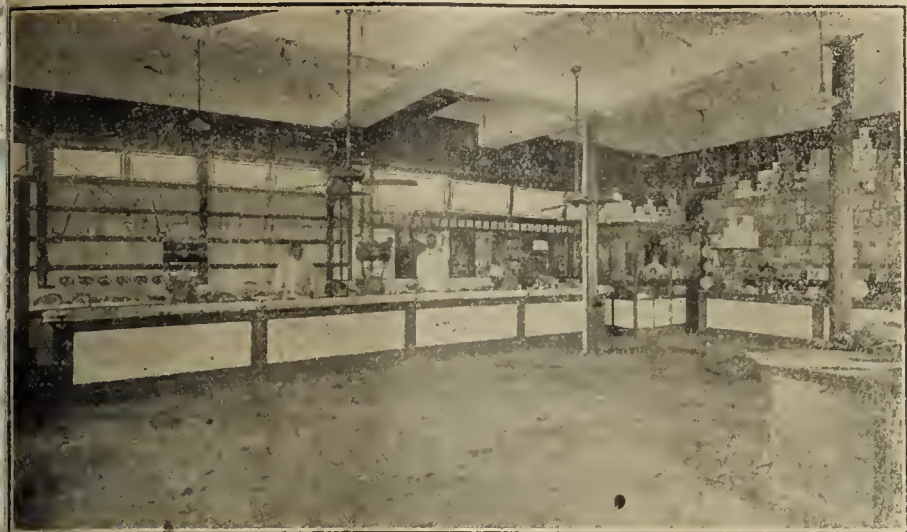
Ask your jobber, or write us for our strong proposition to dealers.

THE FRANK C. EBY CO.

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DETROIT, MICH.

We Can Save You Money



(Watch this space for changes in stores)

The fixtures of this ideal meat, grocery and provision store of Fred. P. Bell's, 52nd and Spruce Streets, Philadelphia, were put in by us.

We make a specialty of Store Fixtures and our record will show that we have fitted up more stores than any other concern.

Let us do your work, we guarantee to give the best in the market at reasonable figures.

We Challenge the World

RIDGWAY REFRIGERATOR CO.

E. B. ATKINS, Mgr.

3519 North Lawrence Street

5th and Tioga Streets

PHILADELPHIA

No Loss on Loose Goods



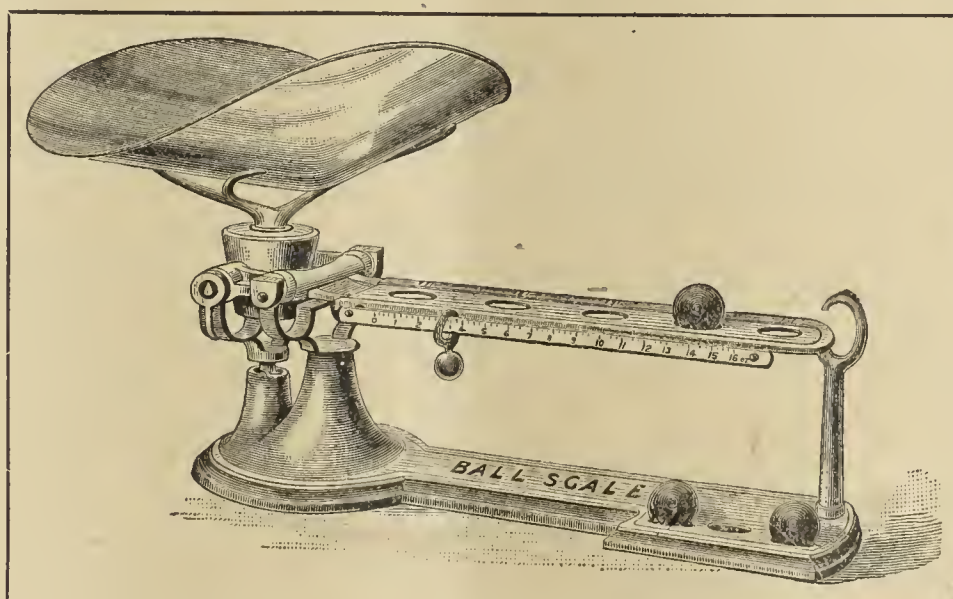
Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

Losing Your Weights?

Get a
Troemner
No. 24
Ball Scale



Greatest
Improvement
in Rapid
Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

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Contents.

	PAGE
New Jersey Food Authorities Said Benzoated Goods Could Not be Sold in that State At All.....	6
Federal Sugar Refinery Says Lower Sugar Duty Would Increase Grocers' Profits.....	7
Canadian Grocery Trust Defends Itself.....	8
Among the Trade.....	9
Editorial.....	10
A Movement That Will Grow. The Van Hoose Idea. Profits As Ammunition. A Complaint at Retailers' Coffee Profits. Grocery Failures at Last Show Decrease. National Secretary Green Roasts Cream of Wheat Co. Hard.....	11
Question Raised of Constitutionality of Pennsylvania Dairy and Food Commission.....	13
The New York Letter.....	14
Should the Sugar Tariff be Reduced?.....	16
Legal Department.....	17
Millers Want Retention of Flour Bleaching.....	18
Correspondence.....	18
Pennsylvania News Items.....	18
The Science of Advertising.....	19
Grocery Conditions in Dundee, Scotland.....	19
United States Strikes Three More Food Defendants.....	20
Pennsylvania Freight Manager Says Claims Should be Settled in Sixty Days.....	21
Magazine Notes.....	23
Grocers Everywhere Asked to Display Apples December 7-12.....	24
Window Dressing for Grocers.....	24
The Stroller's Column (Contributed).....	25
This Sounds Like a Fairy Tale. The Grocery Markets.....	27
Individual Market Reports.....	28
Window Dressing Articles Wanted.....	28
Market Notes.....	29
Talking Talks With Grocery Clerks.....	30
Association News.....	30
Ant Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World " Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	31
Angell & Co., S. H.....	20
Anker's Bouillon Capsules.....	26
American Can Co.....	9
American Slicing Machine Co.....	9
Armour & Co.....	11
Atmore & Son.....	45
Atsatt Bros.....	50
Barber & Perkins.....	8
Bell & Sons, Samuel.....	41
Birdsong & Co.....	50
Bishop, R. W.....	19
Borden Condensed Milk Co.....	22
Bower & Co., John.....	45
Bradshaw Company.....	50
Brown & Co., P. F.....	26
Buckley, Elton J.....	6
Ceylon Tea.....	13
Corn Products Mfg. Co.....	50
Croft & Allen Co.....	41
Daetwyler & Co. R.....	32
Eby Co., The Frank C.....	47
Electro-Silicon Co., The.....	21
Enterprise Mfg. Co. of Pa., The.....	4
Esterbrook Steel Pen Co., The.....	4
Exton & Co., A.....	39
Farwell & Rhines.....	31
Fell Manufacturing Co., E. C.....	2
Fels & Co.....	22

	PAGE
Fischer & Co., B.....	39
Fleischmann's Yeast.....	12
Flesch & Son, J. A.....	45
Fly Ribbon Mfg. Co., The.....	31
Forbes, J. P.....	32
Franklin Sugar Refining Co.....	23
Frehofer Vienna Baking Company.....	41
Fulton & Walker Co.....	47
Githens, Rexsamer & Co.....	29
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	25
H-O Company, The.....	43
Heinz Company, H. J.....	21
Hellenic International Bureau.....	45
Hetfield Extract and Mfg. Co.....	20
Hires Condensed Milk Co.....	Cover 3
Huebner, James J.....	12
Indexed Coupon Books.....	32
Iroquois Canning Co.....	41
Lamson Consolidated Store Service Co.,	25
Lautz Bros. & Co.....	43
Leggett & Co., Francis H.....	15
Lindsley J. V., & Company.....	Cover 2
Lititz Bretzel Co.....	12
Lowney Co., The Walter M.....	43
Manufacturers' Trade-Mark Association.	37
McCahan Sugar Refining Co., The W. J.,	Cover 3
Merrell-Haviland Oyster Co.....	20
Millbourne Mills.....	12

	PAGE
Miller & England.....	Cover 2
Moneyweight Scale Co., The.....	37
Moore & Co., E. B.....	Cover 3
National Cash Register Co.....	3
Nelke, L. D.....	16
Nicelle Olive Oil Co.....	29
Oakdale Baking Co.....	12
Ohio Match Sales Company.....	47
Philadelphia Electric Co., The.....	12
Phillips, F. H. & Co.....	20
Postum-Cereal Co., Ltd.....	7
Quaker City Preserve Co.....	26
Quaker Oats Company, The.....	4
Ridgway Refrigerator Co.....	49
Ritter Conserve Co., Philip J.....	16
Royal Specialty Co.....	26
Sauer Co., C. F.....	Cover 4
Scott & Co., Inc., John.....	Cover 1
Swift & Co.....	Cover 2
Swift & Co., Gloucester, Mass.....	29
Toledo Computing Scale Co.....	Cover 1
Troemner, Henry.....	49
Van Camp Packing Co.....	Cover 2
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Wheatena Company, The.....	47
Wilde's Sons Co., Samuel.....	43
Williams Bros. Co., The.....	47
Young & Co., Chas. W.....	26
Zipp Manufacturing Co.....	39

New Jersey Food Authorities Said Benzoated Goods Could Not be Sold in That State At All

They Recede from a Position that Would Have Either Excluded All Benzoated Goods from the State, if Made Outside the State, or Would Have Compelled the Outside Manufacturers to Put the Date of Packing on the Label. Some Interesting Correspondence.

The New Jersey State Board of Health has just receded from a position under the food laws of that State which, if carried out as begun, would have compelled every manufacturer and every jobber selling goods containing benzoate of soda in New Jersey to place the date of packing upon the label or stay out of the State entirely. The result would have been most widespread, since all Philadelphia jobbers who have a New Jersey trade sell benzoated goods within that State, and all manufacturers of jams, jellies, catsup, etc., excepting two or three, use benzoate and so mark their labels. The use of the date of pack would have inevitably destroyed the value of goods more than a year old, just as any dating law would.

In 1907 the New Jersey Legislature practically enacted the Federal food act of 1906 into a State law. It was amended in 1908, and at present contains the following provision:—

And provided further, that *all food products manufactured in this State* during the years 1907 and 1908, in which preservatives are used, which preservatives are not now specifically prohibited by the Department of Agriculture of the United States, shall be exempt from the provisions of this act, provided the use of such preservatives is stated upon the label or in branding such products, and also the date of their manufacture.

The New Jersey State Board of Health, which enforces the New Jersey food laws, interpreted this to mean that goods containing benzoate of soda and made outside the State could not be legally sold in New Jersey at all! They conceded that it would be difficult to always tell whether given goods were made inside the State or outside, for which reason they were willing to permit outside benzoated goods to be sold within the State, provided the date of packing appeared on the label. Acting on this view, the State

Board of Health served notice on several New Jersey retailers who were selling the catsup of a leading Pennsylvania manufacturer that since it contained benzoate they could no longer sell it unless it bore the packing date. At this juncture the manufacturer in question placed the matter in the hands of Elton J. Buckley, Esq., with the result, after much correspondence, that the Board of Health now rules that it will make no further present effort to enforce the section referred to.

The following correspondence explains the case and will doubtless prove interesting:—

NOTICE SENT TO NEW JERSEY RETAILERS.

BOARD OF HEALTH OF THE STATE OF NEW JERSEY.

Division of Food and Drugs.

Trenton, October 16, 1908.

Camden, N. J.

Gentlemen:—An inspector of this division reports that on October 13, 1908, you had in your possession with intent to sell tomato catsup manufactured by ———, Pa., the label of which contains a statement that the contents of the package are preserved with benzoate of soda. No markings were found on the label which revealed the date of manufacture. Your attention is directed to Section 5 of Chapter 217 of the laws of 1907, a copy of which is inclosed, and you are informed that the sale of all food products containing preservatives, manufactured during the years 1907 and 1908 is in violation of said section, unless the date of manufacture appears upon the label of the package containing such food products.

Very respectfully,

R. B. FITZRANDOLPH,
Chief of the Division of Food and Drugs.

October 22, 1908.

Mr. R. B. FitzRandolph,
Chief, Food and Drugs Division,
Board of Health,
Trenton, N. J.

Dear Sir:—I represent the ———, manufacturers of catsup, two of whose customers are ———, of Haddon Heights, N. J., and ———, of Camden, N. J. The Board of Health has sent to the two last-named concerns notice that certain catsup made by my clients, preserved with benzoate of soda, and so labeled, offended against Section 5 of Chapter 217 of the New Jersey laws

of 1907, as amended, by reason of the fact that it did not bear the date of its manufacture upon the label.

A reference to the statute to which you refer in your letter of notice shows that the language of the second half of Clause 5 is as follows:—

And provided further, that *all food products manufactured in this State* during the years 1907 and 1908, in which preservatives are used, which preservatives are not now specifically prohibited by the Department of Agriculture of the United States, shall be exempt from the provisions of this act, provided the use of such preservatives is stated upon the label or in branding such products, and also the date of their manufacture.

Since the catsup of which you complain was not manufactured within the State of New Jersey, but in Pennsylvania, your authority is not clear when you say in your letter of notice that "the sale of *all* food products containing preservatives manufactured during the years 1907 and 1908 is in violation of said section unless the date of manufacture appears upon the label of the package containing such food products." Will you kindly advise me, as a matter of information, as to your position on this point?

Very respectfully,

ELTON J. BUCKLEY.

Trenton, October 27, 1908.

Elton J. Buckley,

730 Drexel Building,

Philadelphia, Pa.

Dear Sir:—Your communication of the 22d inst. relating to the labeling of catsup offered for sale in this State has been received.

Your quotation of the latter half of Section 5 of the Food and Drugs Act is noted. In this connection you will observe that this section, when read in relation to the remainder of the act, only permits the sale in this State of articles containing benzoate of soda when such articles *have been manufactured within the State*, and when the presence of the preservative is declared and also the date of manufacture. Under the provisions of the act goods made outside the State containing preservatives may not be legally sold. In view of the great difficulty, and usually the impossibility, of this division ascertaining whether or not such goods were manufactured within the State, we are prepared to regard the sale of all articles of this character containing preservatives, not prohibited by the United States Department of Agriculture, as legal if the preservative and the year of manufacture are declared on the label.

Very truly yours,

R. B. FITZRANDOLPH,
Chief of the Division of Food and Drugs.

October 28, 1908.

Mr. R. B. FitzRandolph,
Chief, Division Food and Drugs,
Board of Health,
Trenton, N. J.

My Dear Sir:—Yours of the 27th inst., answering mine of the 22d, re the placing of the date of packing upon the label of catsup sold in New Jersey, but manufactured outside, has been received and very carefully noted. My understanding of your position is that the act of 1907, as amended, permits the use of benzoate of soda only where the products containing it are made within the State, and only then when its presence and the date of packing

are stated on the label. Because cannot always tell whether goods containing benzoate of soda made within the State, you are willing to regard all goods containing benzoate legal, whether made inside or outside the State, if marked as containing it and with the date of packing.

I am compelled to take issue with you when you say that under the Acts of 1907 and 1908, goods containing benzoate of soda made outside the State cannot be legally sold in New Jersey. My first answer to that is the suggestion that the New Jersey Legislature could not, under the Federal Constitution, enact a statute with such results. To admit a benzoated product to local commerce when made in New Jersey, but to deny it sale when made elsewhere, would, in my judgment, be a gross violation of Section 2 of Article V of the Federal Constitution which provides that "The citizens of each State shall be entitled to the privileges and immunities of citizens in the several States." Also of the Fourteenth Amendment, which forbids any State to "make or enforce any law which shall abridge the privileges or immunities of citizens of the United States, nor . . . deprive any person of life, liberty or property without due process of law, nor deny to any person within its jurisdiction the equal protection of the laws." There is also much reason to believe that such an act would be an unwarranted interference with interstate commerce.

Second, in my best judgment, the acts of 1907-08 have no such result as illegalizing the said sale of benzoated goods made either inside or outside the State. The provision upon which the use of benzoate of soda is forbidden, if forbidden at all, is Paragraph 5 of Section 3 of the Act of 1907-08, which is the identical clause contained in the Federal Food Act of June 30, 1906, and which provides that an article shall be deemed adulterated "if it contain any added poisonous or other added deleterious ingredient *which may render such article injurious to health.*" Under this clause, to illegalize benzoated catsup at all, whether made within or without the State, the State must prove that the 1-10 of 1 per cent. benzoate contained in catsup made that catsup harmful. I have consulted several leading chemists on the subject, including two of the present Pennsylvania State chemists and two ex-Pennsylvania State chemists, and each one states unequivocally that he does not believe 1-10 of 1 per cent. in catsup renders it injurious to health, particularly when it is remembered that the product is used sparingly. You are probably familiar with the fact that the United States Department of Agriculture, under the same clause precisely, permits the use of benzoate up to 1-10 of 1 per cent. I therefore respectfully submit to you that the New Jersey Legislature could not constitutionally pass a law

(Continued on page 22.)

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICES,
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

Federal Sugar Refinery Says Lower Sugar Duty Would Increase Grocers' Profits

Demands Tariff Reduction for this Reason and On General Economic Principles. Says the Grocery Trade Wants It.

The Federal Sugar Refining Co., of Yonkers, N. Y., one of the smaller but most active independent sugar refiners, has sent the "Grocery World and General Merchant" a statement arguing for a reduction in the tariff on sugar, and claiming that both wholesale and retail grocers are in favor of a reduction because they felt that it would increase their profits.

The statement is as follows:—

TARIFF ON SUGAR.

Now that the Ways and Means Committee of the House of Representatives is considering tariff revision, it is the general impression that something will be done in the near future towards reducing the present duty on sugar. There really seems to be no good reason why such a heavy tax of 1.685 cents per pound (which is the present full duty on 96 degree test raw sugar) should be levied on an article that is so universally used as sugar. The United States consumes nearly 1,000,000 tons of sugar annually or

about an average consumption of 78 pounds per capita. Of this, the domestic production of beet sugar last year was 440,000 tons, and cane sugar in Louisiana, 335,000 tons, a total of 775,000 tons. As most of the domestic beet sugar plants are located in the Western States, they, in addition to the tariff have the advantage of freights to most distributing points of from 30 to 50 cents per 100 pounds, giving them practically 2 cents per pound protection. In order that they may reap large profits, the Government taxes every man, woman and child practically 15½ cents per pound on every pound of sugar which they use.

The domestic sugar industry is controlled by the so-called "Sugar Trust." The Louisiana producers claim that they cannot raise 335,000 tons of sugar without a large protective tariff, but last December, when the advantage which Cuba received from the preferential tariff of about 35 cents per hundred was entirely lost to the Cubans, by the fact that prices on their product had, in New York, been forced down about 40 points under the parity of the markets of the world, the domestic producers in Louisiana were selling their sugars to the Sugar Trust at 55 cents per hundred under the New York

quotation, or 90 cents per hundred under the markets of the world, so that of the protective tariff of 1.685 cents, they were receiving a benefit to the extent of only .785 cent per pound.

By this it will be seen that while they had a protective tariff of over 15½ cents per pound, they were only being benefited to the extent of a trifle over ¾ cent per pound. Notwithstanding these facts which show how the Louisiana planter has failed to benefit by protection, the present crop which is just coming to market, is reported to be fully as large as the last one, with prospects that the ultimate outturn will be even larger. The prices prevailing for these sugars in New Orleans is now 5-16 cent under the New York quotation, and 52 points under the parity of the markets of the world, or the European quotation, and the pressure to force prices down has only just begun.

The wholesale and retail grocers generally are clamoring for a reduction in the tariff. Their profits on sugar are very small. Were they with free sugar able to buy a car of sugar for, say, \$1,000, where they now have to invest \$1,700, they would be making the same margin of profit on their sales and the percentage of profit would be much greater.

Furthermore, we must not overlook the fact that the Philippine Islands are a part of the United States, and that the Islands are physically located so that they are a natural sugar producing country. Notwithstanding the fact that the Philippine Islands are as much a part of the United States as any State, the United States not only refuses to permit Philippine sugars to come in free of duty, but gives them a concession of only 25 per

cent. on the regular tariff rates, which makes the importation of Philippine sugars almost prohibitive. We not only prevent our wards from participating with the other domestic producers in the benefit derived from a protective tariff, but actually tax them on shipments to this country to such an extent that any increase in the sugar production of the Philippines is effectively stifled.

Certainly there is no justice in this treatment by the United States of the helpless people dependent on them for support and encouragement, while sugar from Porto Rico and the Sandwich Islands comes in free of duty, and from Cuba, which is not an American colony, at 20 per cent. reduction.

Lower sugar duties would not only benefit the wholesale and retail grocers, but every manufacturer who uses sugar, every farmer who grows fruit, as well as every consumer. Most important reciprocity treaties which would benefit our farmers and manufacturers have been prevented by our high sugar duties, so that a reduction now would be a great benefit to the country in general.

What will be done remains to be seen; that something should be done seems certain.

The interest of the Federal refinery in the subject is believed to be due in part, at least, to the hostility which is growing between itself and the Trust. This antagonism, which extends to other refiners also, is partly responsible for the price mix-up which now exists. Early during the past week, for instance, the

WE SELL

Post Toasties TO YOU

Then Sell Them For You.

It is our guarantee to every merchant. Quality and advertising makes it possible to do this.

All risk of loss on the part of the merchant is removed.

If you have tried Post Toasties, with a little sugar and cream, you will understand why ~~save~~ have much faith in them—the crisp, toasty flavour appeals immediately to grown-ups and young folks alike.

"Tid-Bits made with Toasties," the little book in every package, tells how to combine the food in dozens of toothsome dishes.

"THE TASTE LINGERS."

Made at Pure Food Factories of Postum Cereal Co., Ltd., Battle Creek, Mich., U. S. A.

Trust advanced its list quotations 10 points. Almost simultaneously the Federal Co. *declined* its own 5 points.

Canadian Grocery Trust Defends Itself.

Puts Manufacturers on the Stand to Say that They Were Never Influenced by Dominion Grocers' Guild. One Jobber Says His Last Year's Profits Were Only One Per Cent. Recital of the Plans of the Trust in Detail Closes Case.

Special Correspondence of "Grocery World and General Merchant."

Toronto, Canada,

November 19, 1908.

The trial of the Canadian Wholesale Grocers' Guild, on the charge of conducting a trust, has continued during the week. Witnesses for the defense were chiefly heard. A number of witnesses representing well known manufacturers were called for the defense to prove that the Guild had no say in the fixing of the prices, that distribution through the wholesale trade was the only practicable and indeed the cheapest way of carrying on business and that the Guild had not dic-

tated or influenced the arrangements which manufacturers had found it expedient to make with their wholesale customers.

Among the witnesses who gave testimony to this effect were H. S. Burke, secretary of the Empire Tobacco Co., Montreal; H. S. McBean, treasurer of the Shredded Wheat Co., Niagara; Robert Hendry, of the Packers' Association of Vancouver; Ernest E. Henderson, of the Canadian Salt Co., Windsor; George F. Benson, president of the Edwardsburg Starch Co.; W. H. Rowley, president of the E. B. Eddy Co., of Hull, and R. L. Innes, secretary of the Canadian Cannery Co., Ltd.

Mr. Burke was questioned closely as to an exclusive clause referred to in a circular sent out by the Guild with regard to tobacco. Mr. Burke explained that contracts had been entered into with the wholesale trade, a condition of which was that the Empire Tobacco Co. should give a rebate of 5 cents per pound if the wholesalers handled their goods exclusively. The exclusive clause had been investigated by Judge

MacTavish on behalf of the Government and declared to be legal.

H. N. Kittson, of W. H. Gillard & Co., wholesale grocers, Hamilton, said the Guild was organized to educate the members of the wholesale trade as to the conditions of trade, to endeavor to promote legislation when it was necessary, to enable members to consult one another as to the standing of customers, and to promote the welfare of the trade generally. So far as prices were concerned, all the Guild had done had been to ask the manufacturers to fix their price and to allow the wholesale houses so much as remuneration for handling their goods. The expense of conducting a wholesale business was such that if sugars and tobaccos were charged with their proper share they would show a loss. The profits were made on other articles.

Mr. Kittson stated that during the past ten years the profits of W. H. Gillard had averaged less than 1 per cent. net.

Thomas Kinnear, wholesale grocer, Toronto, gave evidence similar. He said his profits had

been larger proportionately before the organization of the Guild than since. He estimated that he lost 1½ per cent. on the goods specified in the indictment. Every retailer bought direct from the manufacturer the cost to manufacturer would be far more than the profit he allowed to wholesaler.

The last witness was H. Beckett, of the W. H. Gillard Co., jobbers, of Hamilton, who one of the leaders of the Guild. Mr. Beckett revealed the intimate history of the Guild's formation and work, and gave a general opinion as to the charges in the indictment. He explained that the Guild was organized in order that members of the wholesale trade might get together and confer with the view of improving the conditions of trade, which at the time were demoralized.

"Was the Guild formed for the purpose of regulating prices?"

"Not at all."

In its early stages the organization was more or less a one-man affair and it was not until 1907 that by-laws were adopted. It had never been the motive of the

YOU Will NEED a Few Extra Dollars for Christmas, and they will be EASILY obtained by keeping CLOSE tab on our PRICES. The more liberal your orders, the more Dollars you will SAVE

Absolutely Pure New New York State BUCKWHEAT

FLOUR, 125-lb. bags	per 100 lbs., \$2.85
Fancy New New York State Medium Beans, an unusually fine lot, grain bags about 2½ bushels	per bush., 2.40
New Yellow Split Peas, 1-bushel bags	per bush., 2.00
Schumacher's Avena, barrels	per bbl., 5.85
90-lb. bags	per bag, 2.80
Oneida Brand Rolled Oats	per bbl., 5.45
90-lb. bags	per bag, 2.57½
Extra Fancy New Japan Rice, 100-lb. bags	per lb., .04¾
Sequoia Brand Extra Choice New Muir Peaches, bright, meaty fruit, 25-lb. boxes	per lb., .07¾
5 or 10-box lots	per lb., .07¼
Purple Ribbon Brand Extra Fancy New Yellow Crawford Jumbo Peaches, very large, and very, very bright, 25-lb. boxes	per lb., .09½
5 or 10-box lots	per lb., .09
New Khadowee Dates, boxes about 70 lbs.	per lb., .04¾
5 or 10-box lots	per lb., .04¾
Kings County Fancy Coast Packed Seeded Raisins, 36 ls	per lb., .07½
These are particularly fine quality goods, and in our opinion very decided bargains in Seeded Raisins. We particularly recommend the quality.	
Wheel Brand New Extra Fancy California Pared Peaches, extra large, extra bright, 25-lb. boxes, per lb., .20	
Wheel Brand Fancy California New Bright Pared Peaches, 25-lb. boxes	per lb., .17½
Eldorado Brand New Fancy Silver Prunes, 20-30s, 25-lb. boxes	per lb., .10
Choice California New Bartlett Pears, 50-lb. bxs., per lb., .06¾	
New Marbot Walnuts, bags about 110 lbs.	per lb., .11½

New California Paper Shell Almonds (Nephus), bags about 80 lbs.	per lb., \$0.12
50-lb. lots	per lb., .12½
Excellent Brand Maine Style Crushed Corn, No. 2 cans, 2 doz.	per doz., .60
You had better begin to get ready to buy CORN. This is a special bargain. Not over fifty cases to any one buyer.	
Eastern Shore Brand Fancy Canned Pumpkin, No. 3 cans, 2 doz.	per doz., .60
Armour's Lard Compound, 60-lb. tubs	per lb., .07¾
5 or 10-tub lots	per lb., .07¾
Standard Brand Lard Compound, 60-lb. tubs	per lb., .07¾
5 or 10-tub lots	per lb., .07¾
Nelson Morris' Lily Leaf Brand Absolutely Pure Lard, 60-lb. tubs	per lb., .10½
New Boneless Herring, 10-lb. boxes	per lb., .10½
Quaker Puffed Rice, 36 packages	per case, 2.65
Fancy New 2-in. 4-crown Smyrna Layer Figs, boxes about 12 lbs.	per lb., .08½
2½-in. 6-crown, boxes about 14 lbs.	per lb., .10
2¾-in. 7-crown, boxes about 14 lbs.	per lb., .11½
Bevan's New Imported Table Raisins:—	
Royal Buckingham Clusters, 22-lb. boxes	per box, 3.65
Extra Dessert Clusters, 22-lb. boxes	per box, 3.20
Connoisseur Clusters, 22-lb. boxes	per box, 2.45
Golden Wedding Brand Extra Fancy Imported Sultana Raisins, very bright fruit, 36 ls	
per lb., .10	
Boyer's Oysters, No. 1 cans, 2 doz.	per doz., .82½
No. 2 size cans, 2 doz.,	per doz., 1.55
Best Quality Sugar Cured Hams, 10 to 12 lbs. average, barrels	
per lb., .10¼	
14 to 16 lbs. average, barrels	per lb., .10¼
Less quantities, ¼c. per lb. advance.	

These Prices for This Week Only—November 23d to November 28th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

ild to regulate prices. It was
ely in the protection of the
nufacturer that steps were
en to have prices fixed. If
nufacturers did not fix their
ces, wholesalers and retailers
uld not take any interest in
ir goods. The fixing of prices,
wever, did not affect the con-
ner. The price committee of
Guild was formed when the
laws were adopted.

ts object was to set before
manufacturers the conditions
trade and to induce the manu-
turers to give the wholesalers
arger margin of profit where
ey considered it was too small.
estimated that 95 per cent. of
e members of the wholesale
de were members of the Guild.
Mr. Beckett explained what led
to the overtures made by the
olesale trade to the sugar re-
ers. They were being "made
ls of," he said, and he and sev-
l other wholesale grocers ap-
ached the refiners and submit-
l that they were entitled to
re reasonable consideration.
e result of their representations
s the equalized rate system.
ere was no agreement with the
iners, but there was a verbal

understanding that if the refiners
observed the rules laid down in
regard to the handling of sugar
the wholesalers would be fair to
them and refuse to handle the
sugar of refiners who did not al-
low the 5 per cent. margin. The
equalized rate system had en-
abled retailers to get their sugar
on a lower basis than before and
had also enabled the refiners to
so adjust the delivered price of
sugar as to more effectively meet
foreign competition. The Guild
has never asked a manufacturer
to strike anybody off his list.

The Guild has done absolutely
nothing to limit the manufacture
or distribution of the commodities
mentioned in the indictment to in-
jure or restrain trade, to enhance
prices or to lessen competition.

Mr. Blackstock quoted from a
Guild report advising the whole-
sale trade not to handle Crosse
& Blackwell's product and asked
Mr. Beckett whether that was not
interfering with the natural
course of business.

"No, it is not," was Mr. Beck-
ett's reply.

This closed the evidence for the
defense.

R. BARTRAM COREY.



The first annual meeting of the
Philadelphia Association of
Grocers' and Manufacturers' Rep-
resentatives was held at the
Course on Tuesday. The busi-
ness meeting was executive, and
was followed by a banquet in the
evening. The following officers
were elected: President, A. M.
Warren, of the Great Western
Cereal Co.; vice-president, C. L.
Raynor, of the W. M. Lowmyer
Co.; secretary and treasurer, B. R.
Penworthy, of the N. K. Fair-
bank Co.; executive committee,
George H. Dean, Jr., of P. Duff
Son; U. C. Warner, of Williams
Sons Co., and R. H. Whitmore,
of the Egg-O-See Co.

The T. A. Snider Preserve Co.
will open an office at 10 South
Front street, Philadelphia, in charge
of L. Schwarzschild, who succeeds
T. Austin as representative of
the Snider Co. for Eastern Penn-
sylvania, South Jersey and Dela-

ware. The New York end of the
Snider business will be handled by
A. C. Monagle, formerly with the
Egg-O-See Co.

Dr. Charles H. Lawall, chemist
to the Department of Agriculture,
will address the meeting of the
Philadelphia Retail Grocers' Asso-
ciation on November 23d. Sub-
ject, "The Retail Grocer as a Fac-
tor in the Education of the Public
Concerning Foods."

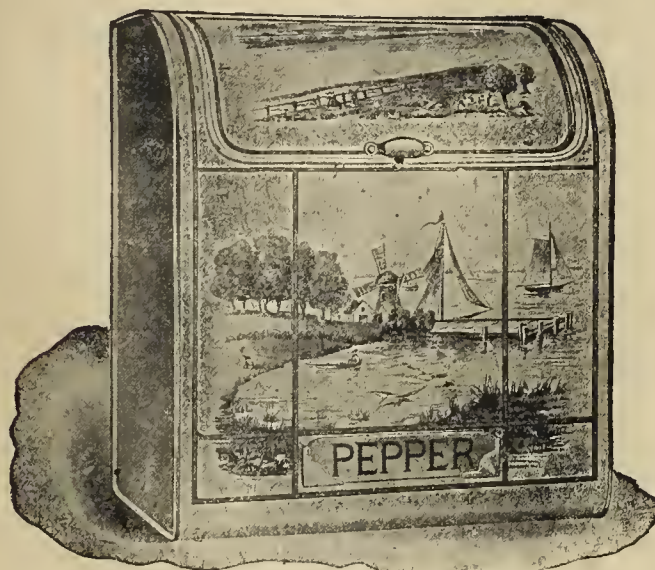
The Girard Grocery Co., for
which a Pennsylvania charter has
been applied for, is a new Phila-
delphia wholesale grocery house,
which will take over the buying
business of the Philadelphia Retail
Grocers' Association. It will do a
general jobbing business.

How to Do It.

Suppose you make up your mind to get
the best meat products in the world for
your customers, absolutely clean, pure
and as delicious as human skill can make
them. The one and only way to do that
is to sell Libby's products. They are
made under such cleanly conditions and
made so well that you could not find a
manufacturer able to produce their equal
if you made a special contract with him.

You know the big advantages of hav-
ing the "best" in goods that are used as
often as meat products.

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy,
Decorated in Blue, White and Gold—with Delft design
—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

HAVE YOU YOUR SHARE?

How much sliced meat—ham, bacon, dried beef, sausage, etc.—
is being sold in your town or neighborhood?

How much are you selling?

Why aren't you selling more?

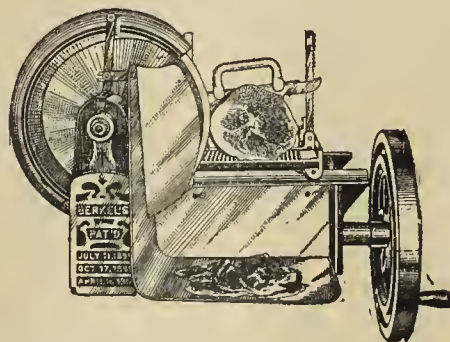
Ever stop to think of that?

The average consumption of sliced meat per family per week the
country over is about a pound and a half.

An up-to-date store ought to sell anywhere from 250 to 800 pounds a
week, depending upon thickness of population.

Usually this trade is divided among half a dozen or more stores.

DO YOU WANT IT ALL?



The American Slicing Machine Will Get It for You

It will give your customers better-looking, cooking and tasting
sliced meat, and make you a better profit on each sale.

Here's what it has done for thousands of merchants:—

"The machine has increased our trade in sliced meat business over 200%.
It gives us a whole lot better profit because it saves in waste. It pleases our
customers and we never receive any complaints about our sliced meats. We
consider it to be one of the most valuable pieces of fixtures in our store."

TUSSUP GROCERY CO., Galveston, Texas.

We can tell you some interesting things if you'll write us.

American Slicing Machine Co.
54 Fifth Avenue, Chicago

Grocery World AND General Merchant

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President and General Manager.

ELTON J. BUCKLEY,
Vice-President and Editor.

DAVID EZEKIEL,
Advertising Manager.

WILLIAM H. NAYLOR,
Circulation Manager and Manager Prices-Current.

Monday, November 23, 1908.

As reported briefly in another
column, the New Orleans (La.)

Retail Grocers'

A Movement That
Will Grow.

Association has

launched a move-

ment looking to
the abolition of the practice of re-
tailers buying futures. The oppo-
sition seems to be founded on two
main objections: First, the gam-
bling character of future pur-
chases of canned goods, with its
accompanying chances of loss;
and second, the disadvantage of
having to receive and store blocks
of goods large enough to last for
several months.

The "Grocery World and Gen-
eral Merchant" predicts that this
movement will grow. While
there is every reason, from the
packer's standpoint, for the prac-
tice of selling goods for future
delivery, there has never been any
good reason for it from a retailer's
standpoint. It has always been a
guess and a gamble. In years
when the market advanced before
delivery, the retailer—if he got
what he bought—chuckled and
felt happy all over. He had saved
2 or 5 or 10 cents a dozen, as the
case may have been. But when
the market declined, and the re-
tailer found himself loaded with
six months' supply of goods he
could have bought *as wanted* for
several cents a dozen less, then
the plan seemed not so great.

The packer will fight hard
against the elimination of future
business. For him it is as stated
a big thing. He sells his goods
before he packs them and usually
has no need to store them a
day. But from the buyer's stand-
point, the practice of buying fu-
tures is a snare and a delusion.

In this week's correspondence
of National Secretary Green, he
reproduces a
statement sent
him by President
The Van Hoose
Idea. Van Hoose, of

the Southern Wholesale Grocers'
Association, defining what is in
Mr. Van Hoose's judgment a le-
gitimate wholesaler and what is a
legitimate retailer. The writer is
concerned at this time only with
Mr. Van Hoose's definition of a
jobber, which is of course aimed
to exclude retail grocers' associ-
ations which buy co-operatively.
The Van Hoose idea is as fol-
lows:—

Our idea of a legitimate whole-
sale business is one where the per-
son, firm or corporation buys on its
own account and in selling, sells only
to the merchants or to established
commissaries to sell again, and in
which firm or corporation no re-
tailers are directly or indirectly in-
terested to any appreciable extent.

Any retailers' association buy-
ing co-operatively can satisfy the
above definition down to "and in
which firm or corporation no re-
tailers are directly or indirectly
interested to any appreciable ex-
tent." Applying that condition
as a test is wholly illogical and
wrong. Consider where it would
lead. It would exclude such con-
cerns as the Merchants' Whole-
sale Grocery Co., of Philadelphia,
which does a general jobbing
business, but whose stock is held
by retail grocers. Under the Van
Hoose definition the Merchants'
Co. would be a retailer! And it
would exclude many another in-
corporated jobbing house whose
stock is partly held by customers.
Take Young, Smyth, Field & Co.,
the Philadelphia dry goods job-
bers, for example. A great block
of the preferred stock of this con-
cern is held by retail merchants
who are its own customers. Judged by Mr. Van Hoose's
definition this concern is a retailer
and should not be permitted to
buy direct. What utter rot!

Take the well and favorably
known jobbing house of John
Scott & Co., of Philadelphia.
This is a corporation, and like

other corporations, issues stock.
If Mr. Van Hoose's test is to be
adopted it would be wholly un-
safe for John Scott & Co. to sell
one share of its stock to a re-
tailer, because by that act Scott
& Co. would become retailers,
though they sold only dealers and
had not changed the character of
their business in the slightest
degree.

The absurdity of the definition
is clearly shown by revealing its
absurd results when applied. The
"Grocery World and General
Merchant" does not yet see the
need of any artificial division of
the factors of trade into "jobbers"
or "retailers." Rather let them
be divided into classes of buyers
based on their buying capacity.

The forthcoming campaign by
the associated flour millers of
the country to
offset some of the
inroads which
the cereal manu-
facturers have made in their busi-
ness came to mind when the
writer read a recent article in a
flour and feed journal as to the
relative yields from a given quan-
tity of wheat.

The article in question stated
that the quantity of wheat neces-
sary to make a barrel of flour, for
which the miller received \$6.50,
would yield \$92 if turned into
wheat flakes or some other wheat
cereal!

If the parties to the conflict use
their profits as ammunition, there
would seem to be small doubt as
to the issue.

Again have the retailer's profits
been complained of, this time
his coffee profits.

A Complaint at
Retailers' Coffee
Profits.

The complain-
ant is Arnold
Schramm, of New
York, the well-known coffee man,
who incorporates the following
in a statement regarding the cor-
ner in Brazil coffee:—

The interesting article giving the
views of Mr. Nortz, of Havre, as to
stimulating the increase of coffee con-
sumption, is all right as far as it
goes, but the main trouble rests with
the shameless prices demanded by
retailers. No drinkable coffee can be
bought under about 20 cents, and fine
grades (or blends) sell at from 30
to 40 cents per pound. Now a Bour-
bon Santos of good grade is a very
nice coffee and costs green not over
9 cents, equal to 11 cents roasted,
figuring in loss of weight (15 per
cent.) and expense of roasting. A
blend of "Bogota" (probably now the
finest coffee that is obtainable in

quantity) with 50 per cent. fi-
Bourbon would figure as follow-
50 per cent. Bogota at 13 plus
per cent. Bourbon at 9 equal
cents average, which, roasted, wou-
cost not over 14 cents, yet is bet-
than most coffees sold by retail-
at 30 to 40 cents per pound, and
some lying name, mostly "Moc-
and Java." Everybody, of cour-
knows that no article can be sold re-
tail at the wholesale cost; but if ev-
100 per cent. profit was asked, the
price would only be 28 cents for the
choicest. Coffee, however, appea-
to be the grocers' mainstay, and
therefore is sold only at inordinat-
profits, which makes it possible
market a lot of noisome substitut-

Here re-enters the vexed qu-
tion of profit. What is a ju-
stifiable profit, where is a stand-
by which it can be judged,
who is to apply that stand-
when it shall be found?
"Grocery World and Gen-
Merchant" has repeatedly raised
these questions; so have oth-
but the invariable answer
has been purposeless discussion
echo. Mr. Schramm says
grocer's coffee profits are
high, but the grocers say t-
are just right and they point
the custom which in many ca-
makes law. Who is to judge
between them?

So far as the "Grocery Wo-
and General Merchant" is con-
cerned, it knows of no possi-
rule or standard as to what
constitutes a proper retail pro-
Even if there were such a rul-
is clear that it could never h-
anything like general applicat-
Circumstances alter profits.
only factor even remotely
proaching a criterion is the ne-
of the individual business.

Grocery Failures at Last Show Decrease.

For the First Time in Months Octo-
Report Shows Fewer Grocery Di-
tters than a Year Ago. General S-
Failures Increase.

The official report of groc-
and general store failures for
month of October, 1908, sho-
an increase in the number of g-
eral stores, and for the first t-
in many months a decrease
grocery failures as compared v-
October, 1907. The figures
as follows:—

General store failures—
tober, 1908, 142; liabilities,
269,298; October, 1907, 116;
bilities, \$925,721.

Grocery failures—Octob-
1908, 190; liabilities, \$730,7-
October, 1907, 219; liabilities,
041,686.

National Secretary Green Roasts Cream of Wheat Co. Hard

Every Retailer Should Write Them a Protesting Letter. Hopes Retailers Will Rise in Their Might Against Such Concerns. Some Correspondence with Walter Baker & Co. Which the Secretary Doesn't Like.

Special Correspondence of "Grocery World and General Merchant,"
Cleveland, Ohio,

November 18, 1908.

would respectfully call the attention of the retail grocers to the following discussion contained in "Grocery World and General Merchant," of Philadelphia, under date of November 9th, between M. Wessels, president of the "Grocery World" Publication Co., Philadelphia, and the secretary of the Cream of Wheat Co., Minneapolis, Mr. E. Mapes.

It seems hardly creditable that the secretary of any company manufacturing goods to be distributed through the retail grocers of the United States should use the language attributed to him in the issue of the "Grocery

World and General Merchant" referred to below. But when we read the letters received from the chocolate company, reprinted in this issue, we are prepared to see almost anything.

I sincerely hope that every trade paper in the United States print this clipping from the "Grocery World and General Merchant," that the retailer may rise in his might and show to such arrogance as displayed by these two firms that he is not the kind of character they would suppose him to be.

Let every retailer who reads this send a letter to this company protesting against the following language:—

Mr. Mapes.—We don't care a continental for the grocer. He has to

sell our goods whether he wants to or not. We make him. We used to give the retailer a profit, but we found that the best way to keep him good was to keep him poor. Now we give him very little profit.

Mr. Wessels.—Of course it is much easier for a concern to take that attitude if he has no competitors.

Mr. Mapes.—But we have competitors. Vitos (made by the Pillsbury-Washburn Co.) is exactly the same as Cream of Wheat. If the retailer has so much influence, why don't he substitute Vitos for our goods?

Mr. Wessels.—But doesn't it mean anything at all to you, Mr. Mapes, to have the friendly feeling of the retail grocer?

Mr. Mapes.—We don't want it—don't need it—don't care anything about it. The grocer hasn't any say about handling our goods. We make him handle them—he must! The grocer has got to handle Cream of Wheat no matter what he says.

At the recent convention of the Southern Wholesale Grocers' Association, at Asheville, N. C., in the course of an address President Van Hoose referred to the legitimate retailer, which called forth the question as to who was the legitimate retailer. The trade press generally commented upon the question, and several letters were received at this office, one especially from our esteemed associate, L. J. Callanan, of New York City. So much had been

said on the question that I felt justified in asking President Van Hoose for an explanation as to whom, from the wholesaler's standpoint, he considered a legitimate retailer. The following concise answer has just been received at this office:—

John A. Green, Secretary National Association of Retail Grocers.

My Dear Mr. Green:—I sincerely trust that you will pardon such a long delay in answering yours of the 8th. This delay was on account of a lengthy absence in the interest of the association.

It gives me pleasure to outline our idea of distribution concerning the wholesaler on one hand and the retailer on the other.

Our idea of a legitimate wholesale business is one where the person, firm or corporation buys on its own account and in selling, sells only to the merchants or to established commissaries to sell again, and in which firm or corporation no retailers are directly or indirectly interested to any appreciable extent.

Our idea of a legitimate retail business is one in which the person, firm or corporation buys on its own account and in selling, sells only to the consumers, and in which wholesalers are not directly or indirectly interested to any appreciable extent.

The following correspondence between the Walter Baker Chocolate Co. and H. L. Meader, president of the Washington, D. C., Association, a member of the

What the Name "Armour" Means

The name "Armour"—on "Star" Hams or on anything else—means that the article is above the common. Have you ever thought of this? Back of every Armour product is a world-wide business that depends for success on quality.

People will eventually get what they like best. There is no doubt of that. We can't hold your trade unless we deserve it. And we must deserve it better than others, because of our larger production. We must control an enormous trade to dispose of it.

No skill is too costly, no care too extreme, if it improves our products even a trifle. For we can't sell the most of an article if anyone makes a better. That goes without saying. We cannot long be leaders unless we lead in quality.

Our products are clean and healthful, and correctly branded. The laws insure that. We have a small army of Government inspectors around us. From the animal to the consumer, every process is watched by them. We could not put out anything deceptive, un-

clean or unhealthful, even if so inclined.

But the name "Armour" means more.

It means that the highest skill that we know has been employed in the making. It means that years of experience has served to perfect it. It means that our vast reputation, and all that depends on it, is deliberately placed at stake on it. We are not so unwise to seek your trade in this expensive way, without knowing that our products will keep it.



Now is the Time to Light Up!

The Grocery Store which presents the best appearance and carries a good stock is the one, other things being equal, which will do the most business during the coming winter months. Electrical advertising will do more to attract trade during the approaching holiday season than any other form of publicity. It is time to light up and keep lighted up—you cannot afford to wait a single day before obtaining estimates for installing electric lighting in your place of business.

Have you obtained our proposition for Tungsten Lamp fixtures?

**THE PHILADELPHIA
ELECTRIC CO.**
10th and Chestnut Streets

Oakdale Pretzels Are What You Want

☐ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

☐ Many a customer will walk out of his way to patronize you if you have genuine

**Oakdale
Steam Pretzels**

☐ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the
7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

38% PROFIT



Huebener's Lititz Bretzels
will make this for you, and you'll sell more of them.
IT'S their quality and good-to-eat-ness that makes you like them. Ask for sample carton.
Lititz Bretzel Co., Lititz, Pa.
James J. Huebener, Prop.

GOFF'S COUGH SYRUP

"Have sold 6 doz. Goff's Cough Syrup to 1 doz. any other kind," writes W. P. Fenton, Collegeville, Pa.

Write for our advertising plan and 1/2 gross deal.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

committee appointed by President Kramer on the manufacturer maintaining the minimum retail selling price, is self-explanatory. The attitude of the company in question is arbitrary, to say the least. I believe the retailer of to-day is bigger than the company in question, has the position in his own hands, and should make his influence felt to the extent of having a different explanation of the position of any company than the one given by the company in question.

I publish the correspondence in full, so that the entire matter may be fully understood.

The disposition of the leading manufacturers at the present time is to take into consideration the question of maintaining a reasonable profit on the goods distributed, believing that it is better to do this than to have their goods relegated to a place beneath the counter or thrown out of stock entirely:—

Washington, D. C., Sept. 24, 1908.
Messrs. Walter Baker & Co.

Gentlemen:—I beg to call your attention to the fact that Hecht's, a department store of this city, is advertising and selling one of your products, viz., 1/2 pound cocoa at 19 cents and 1 pound chocolate at 30 cents, a price which you know cannot be met by the retail grocer, who is endeavoring to sell goods at a living profit on the goods he handles.

I am advised they purchase the goods from a jobber in this city and also in Alexandria, Va., and if such is the case, I feel that it is due the retail grocers of this city who are endeavoring to make a living profit on their goods, that you make some effort to extend to them the protection which I feel they should receive from the manufacturer whose products they handle.

The Retail Grocers' Protective Association of this city, of which I have the honor to be president, has for some time advocated the fixing and maintaining, by the manufacturer, of a minimum retail price at which his products are to be sold to the consumer, and I honestly believe that if you would fix and maintain such a price, by contract, that you would find that the sale of your products would be greatly increased because of the kindly feeling which the retail grocer would entertain towards your firm.

You no doubt realize that price cutting is demoralizing to business, and that the manufacturer who permits his products to be cut is not as highly esteemed by the retail grocer as the one who does not, and for that reason does not always receive the same loyal support.

I do not desire to have you feel that I would dictate or do anything to injure your business, but on the contrary, would be willing to make considerable sacrifice in order to bring the manufacturer and retailer closer together, so they might mutually enjoy the benefits which I believe would be obtained through closer relationship.

I have been selling your products for a number of years, but must confess that I cannot conceive how

I am to continue to do so unless there is something done to protect me in my efforts to obtain a living profit.

I should be pleased to hear from you relative to this matter, and to receive any reply you make at the next meeting of the Retail Grocers' Protective Association, if you desire to do so.

Yours very truly,
H. I. MEADER

Boston, Sept. 29, 1908.

H. I. Meader, President, the Retail Grocers' Protective Association, Washington, D. C.

Dear Sir:—We are in receipt of your letter of the 24th inst., and have noted carefully its contents. In reply will say that we have but one price for our products, beyond which we do not attempt to dictate the price at which they shall be sold. As they are a standard product, of many years' standing, they are subject to just such a circumstance as your letter relates, and are used by both the retail and wholesale dealer as an advertisement and inducement to attract business for the sale of other merchandise of standard quality than our own.

The sale of our goods is so widely extended in all sections of the United States that it would be impossible for anyone to regulate the selling price of this product, and, while we desire that everyone should handle our goods and make a reasonable profit upon them, yet the difficulties standing in the way of establishing a fixed price on our goods appear to us insurmountable.

Very truly yours,
WALTER BAKER & Co., Limited
H. C. Gallagher, President

Washington, D. C., Oct. 17, 1908.
Messrs. Walter Baker & Co.

Gentlemen:—Your favor of Sept. 29th, the contents of which shocked me beyond expression temporarily, is before me. In reply will state that after very materially considering the contents of your letter I am forced to the conclusion that you either do not consider the retail grocer a very important factor in the distribution of your products, or else that you believe your products are of such vital importance to the retail grocer that he must continue to handle them, regardless of profits, if he cares to continue in the grocery business. If we have arrived at the correct conclusion, don't you think that it is about time that the retail grocer was beginning to sit up and take notice? If the large manufacturer whose power and influence in past years has been largely brought about through the assistance received from the retail grocer is the future going to say "We will take your business if it comes our way, but we are not willing to do anything to assist you in your effort to get a living profit," isn't it about time for the retail grocer to look up some new associates who have not grown so independent? I believe it is, unless the retailer is going to drift into a state of servitude such as he has never before witnessed. The retail grocer has always been in a position to assist the manufacturer and has done so for a number of years and prior to the advent of the chain and department stores was much sought after and respected by all manufacturers, but since the arrival of the above-mentioned stores, a few of the manufacturers appear to come to the conclusion that the retail grocer is not worthy of their consideration, and right here, these few manufacturers, in my opinion, are making a mistake, for it is not reasonable to suppose that the manufacturer who permits the price on his

ducts to be cut is going to receive the same loyal support that is given by other manufacturers. Our statement that your products are used by both the wholesale and retail dealers as an advertisement inducement to attract business is other merchandise of less standard quality is, in my opinion, one of the strongest arguments that could be made in favor of the fixed price principle, for if there is anything that lowers the quality of an article in the eyes of the public is the fact that it is being sold at the same price of an inferior article. Time and again I have seen the most popular articles entirely cut off the market, I might say, by the price cutters, because they are primarily responsible, inasmuch as their action in cutting the price has caused the retailers who were endeavoring to obtain a living profit to direct their efforts toward the products of another manufacturer's products and all this before the grocers throughout the country had organized. Now what can be expected from the grocers of the country organized and carrying on a campaign of education among their members, indicating them to handle only the products of the manufacturer who is willing to extend to them the protection necessary to enable them to obtain a living profit.

It may be that you are right when I say that it would be impossible for any one to regulate the selling price on your products, though I hold a different opinion, and I am loath to admit that I believe that if I were convinced that it would be to your interest to fix and maintain a retail selling price on your products you would find a way to do

Experience has taught me that the manufacturer who desires to can do a great deal to aid the retailer and do not doubt that you will, upon mature consideration, be willing to do as much as other manufacturers are doing to aid the retailer in his efforts to obtain a living profit on the goods he sells. The Retail Grocers' Protective Association will not attempt to coerce any manufacturer into doing that which the manufacturer believes is not to his interest, but it will do all in its power to co-operate with the manufacturer who shows a disposition to assist the retailer in his efforts to obtain that to which he is justly entitled, a living profit.

I am hoping to hear from you at an early date, I beg to remain,

Yours very truly,

H. I. MEADER.

Boston, Oct. 19, 1908.

H. I. Meader, President, Retail Grocers' Protective Association, Washington, D. C.

Dear Sir:—We are in receipt of your letter of the 17th inst., and have read with interest its contents, and thank you for your courteous expression of opinion regarding the price of our goods.

Very truly yours,

WALTER BAKER & Co., Limited,
Per W. B. Brooks, Jr.

JOHN A. GREEN,

National Secretary.

Defending Philadelphia's Flour Trade.

William F. Brey, chairman of a committee of the Philadelphia Commercial Exchange, has filed with the Interstate Commerce Commission a brief, charging the

Pennsylvania Railroad, the Philadelphia and Reading Railway and the Baltimore and Ohio with discrimination in favor of New York in the flour trade. A portion of the brief showing the complaint made by members of the flour trade of Philadelphia is as follows:—

That the defendants unlawfully discriminate against the flour trade of Philadelphia and in favor of the flour trade of the city of New York in the matter of free storage granted upon flour handled upon the domestic rate of freight to the two ports, storage being an integral part of transportation.

That at the Philadelphia terminals the defendants grant but four days of free storage upon flour handled under the domestic tariff; and upon flour destined for New York City the defendants grant ten days of free storage at their terminals in Jersey City or elsewhere upon the Jersey side, and (after lightering free the flour to their New York City dock terminals) three days additional at New York City, or thirteen days in all, exclusive of the time consumed in the lighterage.

Wherefore, the petitioner prays that the defendants may be required to answer the charges herein, and that after due hearing and investigation an order be made commanding the defendants to cease and desist from said violations of the act to regulate commerce, and for such other and further order as the commission may deem necessary in the premises.

Old Question Raised of Constitutionality of Pennsylvania Dairy and Food Commission.

A Pittsburg Oleo Dealer, Convicted of Violating Law, Raises Point that Under Pennsylvania Constitution the Commissioner Has No Right to Inspect Merchandise.

The old question of the Pennsylvania Dairy and Food Commissioner's right to inspect food products under that section of the Pennsylvania Constitution which forbids the creation of any office for the inspection of merchandise, was argued again before the Pennsylvania Superior Court in Philadelphia on Tuesday. The case was Com. vs. F. A. Hanley, a Pittsburg oleo dealer. This was the precise question which the supreme Court refused to decide in Com. ex rel Carson vs. Warren.

Hanley had been restrained by order of Allegheny County court from selling oleomargarine, and later was charged with violating this order. He pleaded nolle contendere, and a rule was granted to show cause why he should not be attached for contempt of the order, and his answer was declared by Judge Haymaker to be an attack

To the Trade:

Do You Know That the

American Consumption

OF

CEYLON TEA

IS

INCREASING STEADILY,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea.)

DIRECT SHIPMENTS

TO

America, September 30th, 1908,

Show Increase of About a Million Pounds.

upon the constitutionality of the Act of May 29, 1901, which had been declared constitutional by the Superior Court, where the power of the court to issue a restraining order was distinctly raised under similar circumstances and determined adversely to the contention of the defendant.

In his appeal the defendant claimed that the State Dairy and Food Commissioner was a State office, created by this act in violation of Section 27, Article 3, of the Constitution, raising a new question relating to the officer's powers, and claimed the court erred in making the order for an attachment absolute. This section reads: "No State office shall be continued or created for the inspection or measuring of any merchandise, manufacture or commodity, but any county or municipality may appoint such officers when authorized by law."

The statute provides for a chemical analysis of the oleomargarine made by the Dairy and Food Commissioner and by the experts, chemists and detectives duly appointed by him. The attorney argued that the Supreme Court held there was nothing in the Act of 1895 which made the Dairy and Food Commissioner an inspector of merchandise, but it intimated that if subsequent legislation made him an inspector, it might be unconstitutional. He claims that the Act of 1901 made this officer an inspector of oleomargarine and therefore an inspector of merchandise, and consequently the office is unconstitutional.

"If the office is unconstitutional," the Department's attorney declared, "the Commissioner or his agents could not originate any proceedings under the Act of 1901 for a restraining order in contempt, as in this case, and therefore this proceeding fails for want of a proper officer to prosecute it."

If there is no officer under the law to prosecute injunction proceedings, as in the Hanley and similar cases, they cannot be haled before the court for contempt, but they can still be tried by a jury for violation of the law.

If the Superior Court upholds Hanley's contention, it removes one method of placing dealers in jail for violation of the act

Instead of having to offer customers stale oyster crackers, it pays better to sell Exton oyster crackers, which have a large lively sale all during the oyster season.

The New York Letter

Good Thanksgiving Business Doing. Efforts to Inspire Interest in a Sunday Closing. General Items of Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, November 20, 1908.

Jobbers say, as a rule, that the business preceding Thanksgiving has been reasonably brisk, with a tendency on the part of retailers to buy in moderate quantities instead of buying ahead in large lots. The general view of the jobbers seems to be that this condition is satisfactory all around and that the buying will be steady, so that the total for the next few months will be all that can be desired.

Retailers who find time to talk also speak much more cheerfully of conditions of trade than they did a few weeks ago. The heavy retail trade for Thanksgiving is still to come, but indications are of the right sort. The appearance of the stores, as commonly observed, shows preparations for a big trade in the next week.

In one respect the chain and department stores have a distinct advantage in soliciting holiday trade, as they can afford to fill large space in the daily papers with their announcements. This subject was brought home to an officer of the New York Retail Grocers' Union to-day as he observed the half-page advertisements of groceries to be had of these concerns. He said:—

"The corner grocer can compete in advertising only by making combinations for advertising purposes and by exercising ingenuity. He cannot afford to pay for space in the big daily papers. But he can do quite a little of what I call neighborhood advertising by means of circulars and otherwise.

"I know a grocer in suburban Flatbush who joins with a prosperous meat dealer, the owner of a novelty store and one or two other merchants who have stores in the same block. They print attractive circulars with room for making all the announcements they desire and the circulars of all of these merchants are delivered together. Sometimes all the announcements are given on the same sheet. The circulars and sheets are delivered at all houses in that part of the city. The delivery is accomplished largely by having the circulars or sheets inclosed by the newsdealers in the

daily papers that are delivered Sunday mornings.

"This has been done to such an extent by these merchants that the people of that part of the city look for the announcements and keep them on hand in their houses, so as to order from them.

"There are other plans that can be followed to advantage by the corner grocer so as to keep his trade in the holidays, as well as at other times. He must do something of this kind if he is to counteract the influence of the alluring advertisements of the big concerns."

The Brooklyn Retail Grocers' Association will conduct a food show in Prospect Hall, in that borough, from April 16th to May 10th. The association will follow the example set last winter by the New York Association in having the members manage the show, instead of entrusting this work to professional promoters.

Efforts are being made to get all the grocers' associations and the delicatessen dealers and others interested to agree on the terms of a Sunday-closing bill to be presented at the coming session of the State Legislature. Peter Becker, the chairman of the Legislative Committee of the Brooklyn Retail Grocers' Association, called the attention of the members to the subject at the meeting last week. He said that almost every member is in favor of having a law that will prohibit the sale of groceries, delicatessen, fruits and vegetables on Sundays. He said that such a law would benefit every man in the business and he asked all members to do what they can to have the bill passed when the Legislature again assembles, in January.

This has been a week in which much public attention has been given to both oil and sugar, principally as the result of the Government's suits. Mr. Rockefeller has been the star witness in the case in which the Government is trying to break up the Standard Oil Co.

The American Sugar Refining Co. has given out an answer to the charges made in the case brought

by the Government for the recovery of sugar duties that the company did not pay, but should have paid, according to the allegations. The company says that the Government began by bringing prosecutions against several employees who were accused of withholding the customs dues. The company did everything in its power, it says, to aid the Government in getting at the facts in these cases, but charges against the men were dismissed by the courts.

It is further claimed by the company that it invited the Government authorities to join in friendly proceedings to ascertain if it owes the Government anything because of the failure on the part of employees to pay duties, and hoped that the matter would be disposed of in that way, as it has been at all times ready to pay anything that it should pay and to make good for omissions of the past. Instead of joining in a proceeding of this kind the Government brought the present suit.

In the period to which reference is made in the suit, the company says it paid duties of \$300,000, and the Government now asks about 1/2 per cent. of that amount. This claim, the company says in effect, is a sort of a guess, without verification, and it indignantly denies all implication of fraud on its part.

Sales of cheese ceased last Sunday at the Watertown (N. Y.) Produce Exchange. In the first months of the season, 185,883 boxes were sold, at an average of 11 cents a pound, which was about 10 per cent less than the average for the corresponding season of last year, the figure for which was 12 cents.

The fluctuations of the sugar market have continued this week. The quotations were 4.60 cents several times, this being a decline of 30 cents a hundred pounds since the market became unsettled. Grocery jobbers are inclined to be conservative for the most part, only for current requirements, the situation making them feel uncertain as to whether or not the bottom prices have been reached.

Discussion continues as to whether or not the Arbuckles are carrying on a genuine campaign against the Havemeyers. From Washington comes reports of dresses made by Claus Spreck

THROUGH THE FACTORY

With a few stops by the way to look into some startling facts generally unknown by dealer and consumer alike

We frequently meet a merchant who, in spite of the hundreds of thousands of dollars representing the output of the food products prepared in our own factory, is utterly ignorant of the fact that that factory exists. Almost daily we experience the pleasure of escorting little companies of dealers from other cities through our King street plant, invariably to their wonder and amazement. In fact, no dealer in retail groceries who becomes an eye-witness to the extraordinary conditions which surround the making of our Premier and Nabob food products fails to confess the fact that he is both startled and surprised with what he sees on his tour of inspection.

All this lack of knowledge on the part of the dealers themselves, of what is, perhaps, the greatest food factory anywhere in the world in point of the ideals of quality and rare excellence which are at work under its roof, is the result of our refusal to resort to the advertising methods of the day. These methods are nothing short of an attempt to compel the dealer to handle goods of certain manufacture, whether he wants to or not, regardless of their claims to quality. The enormous cost of advertising is included in the price of the advertised article, and the dealer, often unconsciously, is compelling in turn his customers, who confide and trust in his ability to serve them well, to foot the bill for the tremendous campaign of publicity which many manufacturers of food stuffs find necessary to create a market for their products.

Any article of our manufacture, bearing the Premier or Nabob label, means the utmost of quality which can be produced by scientific and modern methods without the inclusion of enormous newspaper and magazine advertising expenses, which not only do not and cannot add to the quality of the articles advertised, but which on the contrary usually mean that the advertised article has been sufficiently cheapened to make it bear the cost of its publicity.

To briefly indicate the size of our King street factory, we will begin a series of little journeys to the various floors of our modern, fire-proof, ten-story brick building, in the very heart of the New York market, and at the very edge of the vast system of ocean transit, which brings the products of the entire world directly to our doors.

Our first stop will be in our Coffee Section, which is situated on the tenth and ninth floors. Here are assembled in their original bags those almost extinct coffees, Arabian Mocha and Dutch West Indian Java, together with coffees of our own selection from the most famed plantations producing what are known as Santos, Bourbon, Guatemala, Bogota, Maracaibo, Rio, etc., and their various subdivisions. On these floors many fascinating points of interest make their appearance and **FACTS ARE LEARNED WHICH THE GREAT MAJORITY OF DEALERS AND MANY OF THE SELF-STYLED "COFFEE EXPERTS" ARE ENTIRELY UNFAMILIAR WITH.** It is not generally known, for instance, that coffee berries **FROM THE SAME TREE GREATLY DIFFER IN CHARACTER** in two different crops, the 1908 crop being altogether different from the 1907 crop and the 1907 in turn possessing peculiarities foreign to the crop of 1906.

These differences are owing to climatic conditions, chemical changes in the soil, etc. In this one fact lies the explanation of much of the coffee difficulties which confront the average merchant. Coffee uniformity cannot be maintained except by real, not "so-called," experts.

Coffee science, not coffee luck, is responsible for uniformity.

The berry which last year possessed mild and fragrant properties would be so rich this year in acidity and bitterness that its cup quality would be almost destroyed. The merchant who supplied a splendid coffee to his customers in 1907 and was so pleased with the results that he decided he would always give them the same coffee from the same plantation is greatly surprised and worried to note that his coffee in 1908 is not giving satisfaction. This is generally the result of hurry-up methods of many importers and roasters.

Our coffee business, in its extraordinary growth, is the direct result of coffee satisfaction, which in itself is the direct result of coffee science. Chemical analysis and expert knowledge reveal to us exactly what is needed to make the coffee cup ideal. Skill supplies deficiencies in one berry by a blend of other coffee containing the missing element, or it reduces the acidity or bitterness of an otherwise high-grade and desirable berry by the addition of a milder berry. This cup quality is made uniform and this is the secret of not only our coffee success, but of the success of many a dealer who depends on us for coffee satisfaction.

The capacity of a coffee plant such as ours can best be indicated by referring to a few startling figures. Our cylinder roasters have a capacity per day of twenty-four hours of 94,080 pounds, which gives us an annual capacity of 34,323,200 pounds. This coffee represented in cups makes the almost inconceivable total of 1,097,942,400 cups, or approximately 35,000,000 gallons. The gallon is equal to a cylinder seven inches in diameter and six inches in height. In volume, therefore, this quantity of coffee would represent a continuous pipe seven inches in diameter and over 3,045 miles long; or, if estimated in solids, would constitute a cable of gold seven inches in diameter stretching from New York City to San Francisco. If represented in cubic inches of solid stone, a monument fifty feet square at the base and 1871 feet high would be erected. It would take the architects now building the Metropolitan Tower in New York City between five and eight years to complete such a structure. To carry such a quantity of coffee, a tank ship three times longer than the giant "Lusitania" would be necessary.

From these amazing and almost incredible figures, our friends among the trade who have never paid us the honor of a personal visit to our factory can obtain some idea of its size, and in these figures they have a silent, but subtle proof of the existence of a plant which by the unthinking is sometimes an object of actual doubt.

We claim for our King street factory, unsweepingly and without fear of contradiction, basing our claim entirely upon the quality of its products, that it is the most unique and finest food factory in the world to-day.

Our visiting friends to New York are always welcome and we extend them a standing invitation to come to our Franklin street office, where we will provide them with a guide, who will conduct them without loss of time to the building wherein are manufactured the products which have justly earned the proud title, "Aristocrats of the Table."

Next month we will go through another section of our factory and make a few more startling comparisons.

P. S.—Come and see our display of holiday goods.

Francis H. Leggett & Co. = = New York

Have you seen the Folder on Premier Mocha and Java Coffee, or the Folder on that surpassing blend of the finest South American berries, Nabob Coffee? If you have not, a little Coffee literature awaits you that carries with every word the spirit of truth and the delicious aroma of the urn.

We are making low prices for the coming season for

Galvanized Poultry Netting AND Painted Wire Cloth

Get our prices before you place your order.



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia



WANT TO ATTRACT CUSTOM?

Get the newest, brightest

ELECTRIC FLASHLIGHT SIGN

The cheapest and most attractive Electric Sign made. Face is 11 x 21 inches, and can be changed as often as desired. The lettering is on paper placed between two sheets of glass.

The light flashes automatically. Readily attached to any electric light socket. Costs only 1/4c. per hour. Get Catalogue K.

Price complete, with any lettering, \$7.50.

L. D. NELKE - SIGNS - NEW YORK
27 MURRAY STREET

SHOW-LIGHT TRANSPARENT SIGNS

Best Window Signs Made
Look Well All Day
Brightly Illuminated at Night



Made of Heavy Opaque Paper. Letters cut out and made of Transparent French Tissue in bright colors through which the light shows.

Finely made, handsome and attractive in appearance both DAY and NIGHT.

Size, 11 x 21 inches. Price, 35c. each, or four different letterings for \$1.00. Very low prices for large lots. Send sample order. Ask for Booklet No. 3.

L. D. NELKE - SIGNS - NEW YORK
27 MURRAY STREET

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

and a representative of the Arbuckles against the present sugar duties, which, the "independent" refiners said, simply serve to fatten the Sugar Trust. These reports do not indicate harmony.

Percy O'Sullivan, who has been the director of the coffee purchasing department of the Arbuckles, resigned this week.

The Pacific Coast Condensed Milk Co., Seattle, Wash., is demonstrating its Carnation milk in several grocery stores, including that of L. J. Callanan.

FRED. A. MCGILL.

Shall the Sugar Tariff be Reduced?

Hearings Before Ways and Means Committee at which Sugar Representatives Give Their Views on Continuing or Reducing the Duty. Federal Refinery and Arbuckle Bros. Want Reduction. American Beet Sugar Manufacturers are Opposed. Other Duties Considered.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

November 19, 1908.

The Ways and Means Committee has been giving hearings during the week to representatives of the sugar interests of the country on the question of reducing the sugar tariff.

Secretary of War Luke Wright made the plea in favor of lowering the tariff between this country and the Philippines.

"The total exportation of sugar from the Philippines," said the Secretary of War, was only 118,000 tons during the past year, and even if all of that came to this country it could not affect the local markets. There can be no danger from the Philippine imported sugar until, in the first place, the Philippines have absorbed the bulk of the foreign export sugar trade to this country, and in the second place until the domestic manufacture of cane and beet sugar in this country is enough to supply the local markets."

The question whether the Sugar Trust does or does not dominate the home-made beet sugar industry of the country also came up at Monday's hearing. Secretary F. A. Hathaway, of the Michigan Sugar Co., denied that the Trust had any interest in the beet sugar industry.

Secretary Wright, on the contrary, testified that he had that the Trust held as trust per cent. of all the American sugar refineries. Mr. Hathaway retorted that all the directors of the Michigan company, for example, were Michigan men, that all but \$100,000 of the was held in the State.

Mr. Colcock, representing sugar interests in Louisiana, painted a gloomy picture of the condition in which both the planter and the independent manufacturers had been left that part of the country by the Sugar Trust. He attributed the condition of affairs to the tariff.

Henry T. Oxnard, pioneer of the American beet sugar business, also gave testimony. Oxnard, representing the beet sugar interests, started the flat assertion that there should be no change, or if any an increase of rates in the sugar schedule and that this was what the country at large was expecting and desiring. There would be no room here for larger foreign importations, and are now sent to our shores, and lower duties would reduce revenues. The task of arranging the schedule, often difficult in the past, was easy to-day. In a high duty had existed on sugar, hence raw sugar was made from 1890 following the accumulation of an enormous surplus and bounty was offered to domestic sugar to make up for the loss of the protection. In 1894 there was a return to the duty on sugar, the duty was not high enough to do any good either as a revenue producer or as a protective measure. The world's price fell substantially and this affected revenue unfavorably.

The Dingley act was designed to bring in an adequate revenue and also to grant protection. Producers were, however, provided in addition to the rates fixed in the Dingley measure an additional quarter of a cent per pound as a bounty to advance the development of the industry. On the face of a threat on the part of the Senate minority to defeat this latter proposition, inevitably it became necessary to abandon the bounty scheme and to resort simply to the ordinary tariff duties. Thus the sugar industry was deprived at the start of some of the protection leg-

tely due to it and which had been promised.

Mr. Oxnard said that more protection must be had if producers are to go ahead with the industry successfully. We were easily able of producing at home all the sugar that we needed. There were cane lands not only in Louisiana, but also in Texas. Yet we had suffered this promising industry to be checked, and to have had no more beet sugar factories than we had two years ago. The industry was hanging on Congress waiting to be relieved of the anxiety incident to cuts to cut down the tariff or to have more sugar free.

The investment in beet sugar factories in this country was now about \$63,000,000 in some 63 beet sugar factories. Yet on this capital only about 6 per cent. had been paid. This was far too little to permit of the steady development of the business and attract timid capital into it. The American Beet Sugar Co. made its statements public and had not a drop of water in its capital stock.

Mr. Oxnard further said that the whole revenue from sugar was needed, while the whole protection was needed by the producer. Nevertheless the protection accorded by Congress had become steadily smaller. He decided that the American Sugar Refining Co. had an interest in the American Beet Sugar Co. and said that the latter was independent. There was not even co-operation between the concerns.

F. R. Hathaway, previously mentioned, also opposed any reduction in the tariff, on the ground that it would injure the Michigan sugar interests. Several other American beet sugar representatives also testified, all taking the same attitude.

Another important witness was F. Atkins, of Boston and Cuba. Atkins represented the other side of the controversy. He is a land owner in Cuba and believed that the duty on Cuban sugar could be reduced 50 cents per 100 pounds. With this advantage he believed the Cuban producers could be able to hold their own against cheaper Java and European sugar.

In the event that domestic producers should refuse such a concession, said Mr. Atkins, the

effect would be disastrous. As long as Cuba is prosperous under some form of United States control a republican form of government may be maintained. Remove the prosperity, throw the Cuban masses out of employment, and the result would be discontent among the unemployed, with resulting revolution. The outcome, Mr. Atkins thought, would be disturbance which the Government of the United States could meet only by annexation and free trade would follow as a natural consequence.

Referring to the question of costs to the domestic beet men Mr. Atkins contended that they were well able to get along under a much lower tariff than the present one. He almost completely undermined the figures presented by Mr. Hathaway in behalf of the Michigan people. The Michigan producers employ crude and obsolete methods of production and have only a low percentage of sugar from their beets. There was no reason why they should pay exorbitant prices for beets to farmers as they were doing. This was not a necessary element in cost of production, it was a case where unreasonable prices were paid. The farmers could go into some other line of agriculture, as their lands were well enough fitted therefor.

Claus S. Spreckels, of the famous Spreckels sugar family, also testified. He appeared as president of the Federal Refining Co. and made an argument for a reduction of the duty. (His argument followed the lines of the

Federal Co.'s letter in another column.—ED.)

Discussing the question of competition with the beet people Mr. Spreckels said the Eastern refiners controlled the beet east of Pittsburg. Then there was a zone in which there was competition between the refiners and the beet men. Then west of Chicago the territory was the beet men's. But this was true only of the peculiar product of the beet men, for beet sugar was unfit for certain purposes and could not be used. Hence the cane sugar had to be resorted to even west of Chicago.

G. W. Swink, a Colorado beet grower, also opposed lower duties, as did J. R. Babbitt, president of the United States Sugar and Land Co., of Kansas.

A. F. Stillman, representing Arbuckle Bros., of New York, talked for a reduction in the duty. He thought that free sugar would be a good thing for the refiners and for the country at large, but he thought it would crush the beet sugar industry. The beet sugar industry was badly conducted at the present time. It needed better methods. It must pay less for beets and get more sugar out of them. He did not think that the differential could well be abolished. Refiners were willing to stand their chance with all sugar free, but if there was to be protection they must have the exigencies of the industry recognized. He said that his firm owned no sugar lands, and neither did the stockholders of the concern.

On Wednesday the committee gave a hearing to representatives of the starch industry and kindred lines.

Senator Hale, of Maine, was among those who wanted new articles of production added to the protected list. He appeared for manufacturers of tapioca in his own State, in advocacy of a duty upon that commodity.

His arguments were met by importers and dealers in tapioca and in corn products, who pointed out that this country already controls the market so far as these are concerned and that the effect of a duty would be merely to increase the price to the consumer.

Joseph Morningstar, of New York, declared that the Corn Products Co., of the United States, is a combination, affiliated with or controlled by the Standard Oil Co., and that it sells its goods abroad cheaper than they are sold in the home markets.

E. B. Walden, representative of the company, was called to the stand, and, while denying that his organization is a trust or is connected with Standard Oil, he admitted that it sold its goods abroad at lower figures than in this country and that it competes with foreign manufacturers in their own territory. Mr. Walden said they were compelled to do that.

After all the discussion, Chairman Payne, Representatives Dalzell and Boutelle suggested an amendment to the tariff law providing a duty of 1½ cents a pound on tapioca as likely to prove satisfactory to Senator Hale and his manufacturing constituents.

Representatives of the California and Florida citrus fruit growers urged a higher tariff on oranges and lemons. A protective tariff on pineapples and fresh vegetables was requested by Florida growers of these articles.

On Thursday a decided difference of opinion arose as to what would be the effect of a reduction of the duty on olives. H. C. Newcomb, of Philadelphia; James Magee, of New York, and William Rode, of Chicago, representing grocery concerns and importers of Spanish olives, asked for a reduction of the duty on olives from 15 to 10 cents a gallon. W. O. Johnson, of California, representing the growers, wanted the duty increased to 25



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconception. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
Legal Editor GROCERY WORLD,
927 Arch Street.

Question: "B.," Jonestown, Pa.—We noticed that the Pure Food Commission has passed a law that the bags or packages in which goods taken from their original package are delivered must be marked the same as original package. In this case,

what provisions are made? Must they be labeled with printed labels? If so, can these be purchased ready printed in assorted lots, or will ordinary writing do on these packages, and must everything be marked that is taken out of its original package, or such things that have some kind of a preservative? If labels are needed, where can such labels be purchased?

Answer.—No special form of label is necessary for retail packages; the requirement is to give notice, and any label that will do that is sufficient. No ready-printed labels can be obtained, so far as I know.

All goods that require any special marking on the original package should have the marking repeated on the retail package.

cents a gallon on green and ripe olives and to 75 cents a gallon on olive oil.

The dealers and importers contended that the California olive isn't of much account. Mr. Newcomb said a sledge-hammer is required to keep corks in bottles containing California olives.

Ten years ago, said Mr. Newcomb, this country imported no olives stuffed with peppers. Now our importations of these olives is about 350,000 gallons annually. In spite of the fact that California has had protection on its olives for ten years, that State produces only 2 per cent. of the consumption in this country.

Mr. Rode and Mr. Magee assured the committee that a reduction of the import tax on olives to 10 cents a gallon would increase the revenues of the country. The increased importations, they said, would be the small olives, and they felt certain the consumer would be benefited.

Tulio Larrinaga, Resident Commissioner to the House of Representatives from Porto Rico, argued for a duty of 5 cents on coffee, which, he said, was the principal crop of the island. "It is the poor man's crop," he said. "Under the protective tariff the sugar and tobacco production of Porto Rico have increased rapidly. Coffee is not protected, and its production has fallen off to 35,000,000 pounds. The coffee planter has always been in the hope of getting protection from the Government, and he has been raising it at a loss. Many farmers who up to a few years ago could live comfortably are now practically no more than peons, working for 30 cents a day.

"The people of the United States are not having the benefit of free coffee. At the time coffee was put on the free list Brazil put an export duty on the coffee bean, which the American consumer has been paying."

Abraham T. Louisan, delegate to Congress from Hawaii, also asked for protection for coffee. Barry Mohun, of Washington, D. C., advocated a differential for coffee in shell if the committee decides to recommend a duty on coffee.

HOLT.

Florida beans command \$2.50, meaning the best, and the demand is taking them in moderate quantities.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Independent Salt Companies.

Levant, N. Y., Nov. 12, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you please publish in your next issue of "Grocery World and General Merchant" a list of salt manufacturers who are not in the salt combine or trust, and their addresses, and greatly oblige,

Yours truly,

P. MURNAN.

The "Grocery World and General Merchant" advises this correspondent to correspond with Alex. Kerr & Bro., Delaware avenue and Green streets, Philadelphia, Pa.

Who Buys Empty Lard Cans?

Coplay, Pa., Nov. 12, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Would you kindly inform me where I could sell about 100 empty fifty-pound lard cans, only used once?

Awaiting your reply, I am

Yours truly,

CALVINUS KNERR.

The "Grocery World and General Merchant" has communicated with several of the most likely concerns in Philadelphia, but not one buys second-hand empty lard tins. Does any subscriber know of such a buyer?

Millers Want Retention of Flour Bleaching.

Federal Food and Drug Board Opens Question and Gives Hearings to Representatives For and Against.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

November 20, 1908.

The Federal Food and Drug Board has reopened the question of bleaching flour by holding several hearings during the week. The first witness was A. L. Goetzman, of St. Louis, secretary of the National Federation of Millers, which includes the milling industry of twenty-two States and represents the production of 500,000 barrels of flour daily. He presented the

claims of the millers. No evidence will be taken in opposition to the process until the millers have concluded their testimony.

The process of bleaching consists of subjecting the flour to currents of air which have been subjected to electric discharges. This forms peroxide of nitrogen, which is absorbed into the flour in the form of nitrates. The millers contend that this bleaching process gives the same whiteness to flour that age does, and that without it cargoes of flour would not show the same color on delivery that the sample does, and they would often lose sales.

They say that if any discredit is placed on the process by the Government the foreign trade in American flour will be practically killed, and that great loss will result to the American farmer.

Among those attending the hearing were Pure Food Commissioners Bird, of Michigan; Ladd, of North Dakota, and Pearson, of New York. The largest flouring interests represented were Kauffman & Co., of St. Louis; Rothwell & Co., of Boston, and Erskine, of Indiana.

When asked by Secretary Wilson: "Will you object to marking your whitened flour with the word 'bleached?'" all of the milling representatives said they would and do object.

They gave as a reason that if the Government insists on having any marks on the flour tending to show that any unusual methods were employed in its manufacture, the bulk of the customers would interpret this to mean that the flour contained deleterious or injurious substances.

After Mr. Goetzman came George S. Lewis, the president of the Operative Millers' Association. He dealt with the question of bleaching from the mechanical standpoint entirely. The reasons for its adoption, he said, was the demands of the housewife for white flour. The effect of it was to "age" the flour and to give the same results that would be obtained from keeping the wheat for a time before milling it. It was not true that the aging process made it possible to use poor wheat. On the contrary, the process tended to throw out flours that would otherwise be availed of because the specks and impurities invisible under other conditions became conspicuous and obvious as they would not otherwise be.

It was also true that some flours cut and threshed their wheat the same day. This prevented absorption of the moisture and prevented the aging of the wheat the way that would otherwise occur. Therefore the coloring matter did not come into play as it would otherwise do, and bleaching became necessary.

Dr. Wiley, at the close of his paper, asked why the speaker referred to the bleaching process as aging. Mr. Lewis said it was a trade term and implied that the same result was produced as was produced as by keeping the wheat.

Dr. Wiley remarked that he always supposed that aging implied a lapse of time and not a chemical operation. The witness had nothing to say to this and his seat, being succeeded by Secretary Kaufmann, the representative of the St. Louis Millers' Association, who went over much the same ground as his predecessor.

Other speakers succeeded in another, dealing with the matter from slightly different points of view, but all pleading for the retention of the process.

HOR

Pennsylvania News Items

The Corry (Pa.) Retail Grocers' Association has adopted the following plan of taking order.

The grocers of Corry, believing that it will prove best for both customer and merchant, and also believing it to be more humane, considering horse and driver, have agreed that during cold weather and in condition of roads not to take orders for delivery after 6 o'clock Saturday evening. This agreement to take effect Saturday, November 21, 1908, and continue until May 1, 1909.

To Stop Prune Frauds.

It is reported from Santa Rosa, Cal., that aside from their efforts to establish a better market for their prunes and their being put up for sale in the most attractive manner, the members of the Corviseville Prune Growers' Association are going to take up the matter of labeling the prunes correctly and stating exactly where they are grown, to do away with a system as much as possible. They send the finest Sonoma County dried prunes away under the brand of Santa Clara County.

Florida oranges are in good demand and a few more good ones are coming forward. The rate is \$2 to \$3 and the demand is

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, on request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their proper order and taken up according to strict rotation.

Mr. H. Troutman, proprietor of the West End Cash Store, Shamokin, Pa., sends in a copy of a local paper containing his large display advertisement. The space occupied is 13 inches across four columns, and here is the reduced reproduction:—

M. H. TROUTMAN

Corner Spruce and Third Streets

WEST END CASH STORE

We have turned our business into a strictly cash basis and our motto will be to treat everybody alike. We'll sell goods at lowest cash prices.

Flour in all Grades

25 lbs Pastry Flour.....60c
50 lbs Best Blended.....\$1.45
50 lbs Good Spring Wheat Flour \$1.50
50 lbs Best Spring Wheat Flour.....\$1.60
\$3.15 for 100 pounds.
50 lbs Highest Grade.....\$1.70

Meats Lower in Price

Best California Hams, per pound.....10c
Plain Hams, before 15c.....14c
Skin Back Hams, before 16c.....15c
Best Lard.....14c

Coffee and Tea

Good Loose Coffee, worth 15c.....10c
Very Good Loose Coffee.....15c
Best Coffee, loose, before 20c.....18c
Good Mixed Tea.....2c
Our Best Tea, before 50c.....38c

Shoes and Felt Boots

We will have many bargains in the Shoe Department and will close out many that we have only a few pairs of a kind.
A full line of Rubbers at the lowest prices. Our stock of Felt Boots is complete and are sold at the very lowest cash prices.

Rugs Reduced

A large line of assorted patterns 30x 62 inches—reduced to 88c.

Grocery Bargains

25c Cake Chocolate.....18c
10c Box Cocoa.....9c
25c " ".....23c
3 packs 10c Noodles.....25c
10c pack Lard Starch.....8c
3 lbs Raisins.....25c
3 lbs Prunes.....25c
12c Peaches, per pound.....10c
3 packs Egg-o-See.....25c
1 dozen boxes Matches.....9c
10c bottle Stove Polish.....9c
10c bottle Shoe Polish.....9c
3 lb. pack Self Raising Buckwheat Flour.....15c
10c pack Corn Starch.....8c
10c bottle Wash Blue.....8c
10c bottle Ammonia.....8c
10c glass Mustard.....9c
3 lb crock Applebutter.....15c
5 lb can Applebutter.....30c
5 lb can Jelly.....30c
5 lb can Plumbutter.....35c
5 lb can Preserves.....38c
10 lb can Plumbutter.....65c
10 lb can Preserves.....70c
7 pieces Circus Soap.....20c
Good Smoking Tobacco, a lb.....20c
1 lb box Good Baking Powder.....9c
1 can Soused Mackerel.....15c
3 cans Battlesh-p Corn.....25c
4 big cans Mustard Sardines.....25c
Miners' Oil, a gallon.....22c
Or 5 gallons for \$1.00.

These are a few of our special prices on groceries—but we have many other big bargains to show you

Outing Flannels

A very large assortment of them.
Our 12c value at 10c.
Our 10c value at 9c.
Our 9c value at 8c.
And a large assortment at 7c a yard.

Corduroy Pants and Storm Coats

Men's heavy Storm Coats for \$2.48.
Men's Corduroy Pants for \$1.48.
Men's heavy Corduroy Pants \$1.88.

Men's Heavy Fleece Underwear

Regular 50 cent goods for 45 cents a garment or 88 cents a suit.

Blankets and Comforters

We have reduced them all and will sell them at these low prices as long as they last:
60c Blanket reduced to 50c.
75c Blanket reduced to 65c.
98c Blanket reduced to 88c.
\$1.25 Blanket reduced to \$1.10.
\$1.65 Blanket reduced to \$1.50.
\$1.98 Blanket reduced to \$1.85.
\$2.25 Blanket reduced to \$2.00.
\$2.98 Blanket reduced to \$2.75.
98c Comforters reduced to 85c.
\$1.25 Comforters reduced to \$1.10.
\$1.50 Comforters reduced to \$1.35.
\$2.75 Comforters reduced to \$2.50.
Come and look them over before buying elsewhere.

ment strikes me as if it was prepared in a great hurry; as if the man who wrote it had to rush it through so quickly that he hadn't time to say much about the goods. It's a great mistake to slur an advertisement like that. In the early days of the cash change it it obviously necessary that great care should be taken to make it seem advantageous to buyers. There ought to be a little talk about the fact that selling for cash would enable you to sell for less money, and to prove that I should quote the new cash price and tell what I sold exactly the same goods for under the credit plan. Some of the goods named in this advertisement seem to

that the inconvenience will be worth while. A paragraph like the following would be almost sure to do it:—

What It Means to Meats.

Now that I am selling only for cash, I can afford to sell every cut of meat in the store for less money than before. Witness these:—

	NOW	BEFORE
Best California hams, lb...	.10	.12
Plain hams .....	.14	.15
Skinback hams .....	.15	.16
Best lard .....	.14	.16

Let me repeat—these are exactly the same goods.

The comparison has been made here and there, but it should have been made throughout. Altogether I believe the whole advertisement is too much like a price-list to be a good advertisement. Particularly to be an advertisement which will fit the particular need.

Grocery Conditions in Dundee, Scotland.

Jute Mill Operatives There a Class in Themselves. What Food They Eat, What They Pay For It, and Where They Get It.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

November 19, 1908.

The operatives of the great jute mills of Dundee, Scotland, constitute a class by themselves. How they live, the food they eat, and where they buy it, will probably prove an interesting subject. I have obtained some information concerning it from reports just received at the State Department.

The family of the Dundee mill worker usually orders every Saturday night enough supplies to last them the coming week. The usual breakfast is porridge and milk, tea, bread and butter. The father or mother will generally have an egg. Scotch broth soup is the staple dish for dinner, being made with one-half pound boiling beef, a pennyworth of leeks, carrots and turnips, and a half-pennyworth of barley. The meat is eaten with potatoes as a second course. Poorer families will only have one-fourth of a pound of beef, with a pennyworth of bone or parings, and there is no second course. Pea and lentil soups are also used. Potatoes are largely used. Some families will have rice pudding for dinner also. Supper consists of bread, butter, jam or syrup, and where it can

be afforded a little "kitchen" for the father, this latter being the term for a small fish, some ham, or other kind of meat.

Coffee is little used, tea being the general beverage.

The largest food expenditure is for bread. "Scones" are baked by some of the women, but bread almost never, though it is usually figured that bread, cheap as it is, costs twice as much as its constituents. Bread is bought by the loaf of 4 pounds. Flour, like sugar, potatoes, etc., is always sold in Dundee by the "half stone" of 7 pounds.

In the following table, which shows the September, 1908, cost of foodstuffs in Dundee, the half stone and other measures are reduced to their units:—

Articles.	Unit.	Average price.
Oatmeal	Peck	22
Bread	Pound	3
Butter	Pound	28
Potatoes	Pound	0.6
Tea	Pound	40
Sugar	Pound	4.5
Flour	Pound	3
Cheese (American Cheddar)	Pound	15
Roll bacon (Ayrshire)	Pound	20
Mince and sausage	Pound	10
Beefsteak	Pound	24
Boiling beef	Pound	14
Mutton leg	Pound	16
Pork chops	Pound	16
Hams (Yorkshire)	Pound	26
Fish (fresh had-dock)	Pound	8
Chickens	Each	67
Milk	Quart	6
Paraffin oil	Gallon	16
Coal	112 pounds	26

The price of bread, per 4-pound loaf, runs from 11 to 13 cents, outside loaves, which are subjected to a greater amount of heat being sold at 10 cents.

The operatives buy at either the regular grocery stores or at the co-operative stores. There are two co-operative societies of the usual type, and their membership is nearly 9,000. There is also a co-operative coal society, with a membership of 2,000. The co-operative stores charge a higher rate than the regular stores, but the surplus profits are returned to members semi-annually in the form of a dividend, and this, in many cases, amounts to enough to pay the house rent.

HOLT.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

This advertisement apparently announces the adoption of a cash plan of doing business. If this is the very first announcement, I consider that a good chance has been lost. I mean a chance to make the cash plan seem a good thing to the consumer. This exploitation of it is too laconic. As a matter of fact, this advertise-

ment strikes me as if it was prepared in a great hurry; as if the man who wrote it had to rush it through so quickly that he hadn't time to say much about the goods. It's a great mistake to slur an advertisement like that. In the early days of the cash change it it obviously necessary that great care should be taken to make it seem advantageous to buyers. There ought to be a little talk about the fact that selling for cash would enable you to sell for less money, and to prove that I should quote the new cash price and tell what I sold exactly the same goods for under the credit plan. Some of the goods named in this advertisement seem to

Coffee Offerings

TO WHOLESALE TRADE BY

S. H. ANGELL & CO.

Jobbers Coffees and Teas Only

129 Maiden Lane : New York City

70 bags Roasted Rio, small separation 7c. lb.
 Coffee Siftings, roasted, 300 bags 3c. lb.
 25 bags Broken Roasted Coffee 6c. lb.
 4800 lbs. Pure Fresh Ground Coffee 4c. lb.
 120 chests English Breakfast Tea 11c. lb.

United States Strikes Three More For Defendants

Under Federal Food Law Prosecutes Washington Egg Dealer for Selling Old Eggs as Fresh. Confiscates Forty-six Barrels of Spurious Vinegar and Confiscates One Hundred and Thirty-nine Cases of Glucose Molasses.

The United States Department of Agriculture has sent the "Grocery World and General Merchant" the facts of three other prosecutions under the Federal Food and Drugs Act, two confiscation cases and the other a criminal case. The cases were founded on the misbranding of eggs, the sale of adulterated and misbranded vinegar, and the adulteration and misbranding of molasses.

The defendant in the egg case was Golden & Co., 922 Louisiana avenue, Washington, D. C. The facts were as follows:—

On December 19, 1907, an inspector of the Department of Agriculture purchased from the F. Rogerson Co., 920 Louisiana avenue, Washington, D. C., samples of eggs which were contained in crates, upon the ends of which were pasted labels bearing the statement "Strictly Fresh Eggs from Golden & Co., 922-928 Louisiana avenue, Washington, D. C." The eggs had been purchased on said date by the Rogerson Co. from Golden & Co.

The eggs were forthwith examined in the Bureau of Chemistry of said department and the result disclosed that they were not fresh; that the albumen in some of the eggs clung to the shell membrane; that the size of the air chamber varied from one-fifth to almost one-half the size of the egg, showing a large amount of evaporation; that minute rosette crystals were in the albumen of each egg, and that large rosette crystals were in the yolk of each egg. The eggs were therefore misbranded within the meaning of Section 8 of the act.

On January 28, 1908, the Secretary of Agriculture accorded the parties a hearing. As nothing was disclosed at this hearing tending to show any fault or error in the result of the aforesaid examination, the facts were duly reported to the Attorney-General and by him to the United States

Attorney for the District of Columbia, who, on the 29th day of May, 1908, filed an information in the police court of said district alleging the sale of misbranded eggs by said Golden & Co. to said Rogerson Co. The plea was guilty and the fine \$75.

The vinegar case was a confiscation case, and the actual defendant was the Oklahoma Sugar Co. The facts of this case were as follows:—

On or about May 4, 1908, an inspector of the Department of Agriculture located in the session of the Oklahoma Sugar Co., of Oklahoma City, Oklahoma, 65 barrels of distilled vinegar which was consigned to the Illinois Vinegar Manufacturing Co., Chicago, Ill., on January 30, 1908. There were labels or other descriptive matter on the barrels except a strip of blue paint from 6 to 8 inches wide placed upon and across one end of each barrel, and together with a stamp upon this blue mark were figures showing the number of gallons and the number "112".

A sample of the product was analyzed in the Bureau of Chemistry of the Department of Agriculture. It was evident that the product was both adulterated and misbranded within the meaning of the act; adulterated for the reason that it was a distilled vinegar colored in imitation of apple cider vinegar, thereby concealing its inferiority; and misbranded because the barrel contained distilled vinegar colored to imitate an article of distinctive name, is to say, apple or cider vinegar without being labeled, tagged or branded so as to plainly indicate that it was an "imitation" without having that word plainly stated upon each of the barrels.

On May 15, 1908, the facts were reported by the Secretary of Agriculture to the Attorney-General who referred them to the United States Attorney for the Western District of Oklahoma. Labels



What Do Your Extracts Do for You?

Do you feel sure you sell all the flavoring Extracts you should? Are your Extracts so good that they not only hold everybody who tries them, but brings people to the store?

If not, suppose you try **Waldorf Lemon and Vanilla?** There is something about their strong and mellow flavor that has caused a constant increase in the sales. Made only of the finest materials and guaranteed to comply with all food laws everywhere. Splendid quality!

Hetfield Extract & Mfg. Co.
 370 Greenwich Street
 NEW YORK

You Have Room for VITA GOODS

Don't class all imported sardines together, and think that because you sell a brand of French you have no room for Norwegian.

Norwegian Sardines are absolutely different from French. Many people who wouldn't like French, would eagerly take Norwegian. Our **VITA** Sardines for instance (Norwegian), are finer than any French sardines we ever saw. Packed by native Norwegians (the most expert fish packers in the world) from young, tender, silver-skinned fish.

You can sell a great many **VITA** Sardines.

F. H. Phillips & Co.
 444-446 GREENWICH ST., NEW YORK

Here's a Treat for You and Your Trade

Oysters—in cans—with all the true flavor and natural taste of fresh oysters retained. These oysters are selected for their size and quality; are guaranteed to be pure and free from all contamination and are taken from selected stock, grown on our own beds and put up by the most sanitary methods known and under our personal supervision.

We use our monogram to designate these oysters and call them our

MONOGRAM BRAND

They are put up in quart cans and are shipped two, three or four dozens to the case. We should like to quote you prices on these, and also on New York Counts and Culls, opened or in shell.

We operate under permit from the Board of Health of New York City.

Merrell-Haviland Oyster Company
 Boat 2, Foot of Bloomfield Street, New York City

zure and condemnation under Section 10 of the act was duly filed in the district court of the United States for the said district. The case duly came on for trial and the court adjudged the product to be adulterated and misbranded; and upon the filing of claimant of a good and sufficient bond under the provisions of the decree hereinbefore set forth, the goods were released. In the molasses case 139 cases, 1,656 cans, were condemned. The goods were made by the White, Wilson, Drew Co., of New Orleans, and were packed under private label. The facts were as follows:—

On or about July 17, 1908, an inspector of the Department of Agriculture found in the possession of the W. C. Early Co., Memphis, Tenn., 139 cases containing 1,656 cans of a product, each can being branded "Early Bird Brand Sugar House Molasses, put up by W. C. Early Co., Memphis, Tennessee." On another part of the label appeared the statement "Louisiana Sugar House Molasses and Grape Sugar, in Solution Mixed." The goods were shipped from New Orleans to the W. C. Early Co. by the White, Wilson, Drew Co. on October 28, 1907; January 15, 18, and July 5, 1908. A sample of the product was procured and analyzed in the Bureau of Chemistry, Department of Agriculture, and the following results obtained and stated:—

Polarization at 20° C.:—	
Direct (°V.)	+78.0
Invert (°V.)	+39.0
Polarization at 86° C.:—	
Invert (°V.)	+50.0
Sucrose (per cent.)	29.3
Glucose (per cent.)	27.8
Dextrin (per cent.)	4.0

It was evident that the product was adulterated within the meaning of Section 7 of the act, in that glucose had been substituted in part for molasses, thereby reducing its quality and strength, and that it was misbranded under Section 8 of the act, for the reason that the label represented the content of the cans to be molasses containing a solution of grape sugar, while, as a matter of fact, the product was a mixture of molasses and glucose.

On July 20, 1908, the facts were reported by the Secretary of Agriculture to the United States Attorney for the Western District of Tennessee, and libel for seizure and condemnation under Section 10 of the act was duly filed. On

the 23d day of July the said White, Wilson, Drew Co., claimant, appeared, waived the publication of monition and consented to entry of an order condemning and confiscating the molasses to the United States, whereupon the court adjudged the molasses adulterated and misbranded, and upon the filing by claimant of a good and sufficient bond, in accordance with Section 10 of the act and under the provisions of the decree hereinbefore set forth, the goods were released.

Pennsylvania Freight Manager Says Claims Should be Settled in Sixty Days.

Significant and Important Letter Presented to Other Railroads' Representatives by P. R. R. Freight Traffic Manager. Believes All Claims Should be Paid or Refused in Two Months. For Some One Month is Enough.

The growing dissatisfaction among the shipping interests over the neglectful and arbitrary delays of the railroad companies regarding the settlement of freight claims has aroused some of the railroads to make proffers of reform. For example, at the annual meeting of the Freight Claim Association in Atlantic City, N. J., recently, a letter was read from George D. Dixon, Freight Traffic Manager of the Pennsylvania Railroad Co., which manifests the first attempt which the writer remembers where a railroad has shown any bona fide interest in the subject of claims. A copy of this letter has come into the "Grocery World and General Merchant's" possession, and portions of it are here reproduced:—

In considering the question of prompt settlement of claims as between two or more railroads there can be but one question before us, namely:—

Is the claim a just or reasonable one, or is it not?

After this question is determined only two courses of action are possible:—

First.—If the claim is just, pay it at once.

Second.—If not just and reasonable, decline it at once.

While we all know that we are presented with a number of unjust and unreasonable claims (and since the recent agitation, both National and State, against railroads, these have materially increased) this is no excuse for us to delay either the prompt investigation and decision upon the same, or advising the claimants what disposition will be made of their claims. I cannot go into details as to the method that should be followed in reaching an early decision upon the disposition



No Longer Needs to Hunt

The user of **Electro-Silicon** is in a condition of chronic satisfaction. She knows by the appearance of the metals she polishes with it that nothing can be any better, and the certainty that one has the best is always restful.

So she keeps using **Electro-Silicon** year after year, never tempted for a single minute by other brands.

That is the story of **Electro-Silicon** in a nutshell. It explains why so many thousand dealers have sold it so many years—it sells constantly and steadily and always gives satisfaction. Packed in a yellow box with red woman on the lid.

The Electro-Silicon Co.

PROPRIETORS
NEW YORK, N. Y.

The Law is Clear

on the subject of harmful ingredients in food products. It prohibits them. And now, the Government declares that preservatives are harmful. That means their sale is illegal. Don't invite prosecution by carrying impure goods.

HEINZ

57 VARIETIES

PURE FOOD PRODUCTS

will not get you into trouble with the food laws because they are pure. No preservatives—no drugs of any kind—that's the protection that every Heinz label carries for you.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

PITTSBURG NEW YORK CHICAGO LONDON

of claims, but would suggest and ask the freight claim agents and others who have direct charge of these important questions if they will not at this meeting give this question careful consideration with a view to improving the present situation.

Realizing as we do the complexity of the rules made by the carriers to insure the prompt moving of traffic, the mechanism of paying freight bills, the errors in quoting rates and calculating weights which our employees may make, and recognizing that the shipper is liable to overlook some of these, let us look at this question from the shipper's point of view and see what is our duty.

I am aware that a great many claims are settled promptly, often immediately, as indeed they should be in all cases where their justness is apparent, yet I will venture to give you my views as to the cardinal principles which should govern our practices in dealing with all claims, however complex:—

1. In the case of claims arising out of a movement between two points on the same railroad, we should either pay or decline them within thirty days after they have been presented, provided there is no unusual complication.

2. The carriers should arrive at a definite basis of co-operation between themselves for the investigation and settlement of claims arising out of a freight movement over two or more lines, to the end that all joint claims shall be paid or declined within sixty days after presentation, provided there is no unusual complication. In thus helping one another each carrier will help himself.

You may say this cannot be done, but until it is done, or in fact something better, are we not subject to

just criticism from our patrons, the public and the press?

There must be some good reason why the disposition of claims has been neglected, and should we not all try to find the reason and apply a remedy?

If it is a claim for overcharge in rate or weight, should it take more than sixty days to say what the correct rate or weight should have been?

If it is a claim for damages should it take more than sixty days to find out if the goods were damaged or not?

If a claim for loss, should it take more than sixty days to find out that we cannot deliver the goods?

While I realize perfectly that the facts in many cases are exceedingly difficult to establish, and that the present rigid Federal laws make it very important that in making an apparent refund it must be in accordance with the various laws, yet I believe that exceptions to the observance of this time limit of sixty days should be extremely few in number and for reasons which are palpably good and sufficient.

The Freight Claim Agents' Association have it in their power to find a way to improve the present situation and by co-operation this way can be found.

I trust therefore that your association will give this subject your most careful thought and come to some understanding whereby through co-operation between all carriers we shall all be able to pay or decline any claims presented to us within sixty days after receipt of same.

Notice how the "Ralston Kids" look in the big fall magazines? Your customers' kids ought to look just as healthy.

New Jersey Food Authorities Said Benzoated Goods Could Not be Sold in That State at All.

(Continued from page 6.)

denying sale to benzoated catsup only if made outside the State, and if the latter half of Section 5 has any such object, it is clearly unconstitutional, in which case benzoated catsup, foreign and domestic together, must stand on Paragraph 5 of Section 3. Under that provision it is legal unless the State can prove that in the quantity used it does harm. Because this, in my judgment, cannot be done, and because unless it is done, benzoated catsup is a legal product. I further submit that the Acts of 1907-08 cannot be flatly construed to forbid the use of benzoate of soda in catsup. If I am right, my client is under no legal obligation to place the date of packing upon his label.

It seems quite as important for you, as for my client, that this question should be settled by judicial decision. Please advise me if you will agree to an amicable test case upon this one point.

Very respectfully yours,
ELTON J. BUCKLEY.

Trenton, November 3, 1908.
Elton J. Buckley,
730 Drexel Building,
Philadelphia, Pa.

Dear Sir:—Your letter of the 28th ult. has been received and the contents carefully considered. I understand from that communication that you are at variance with me in the interpretation of Section 5 of Chapter 217 of the laws of 1907, as

said section was amended in 1908. I have carefully gone over the arguments set forth by you and am still of the opinion that my reading of the section in question is correct.

In your letter you assert that the section above referred to is unconstitutional. This is, of course, not a matter for me to attempt to decide. I am simply engaged in attempting to enforce the law as I find it. If the section is in fact unconstitutional, the courts of this State will undoubtedly so declare it as soon as opportunity offers.

You state further in your letter that you desire that we should make a test case to determine this matter. If you will inform me how you desire this to be brought about I will submit the matter to the State Board of Health for such action as they may deem proper.

Very truly yours,
R. B. FITZRANDOLPH,

November 5, 1908.

Mr. R. B. FitzRandolph,
Chief, Food and Drugs Division,
Board of Health,
Trenton, N. J.

Dear Sir:—Yours of the 3d inst., in re the status within the State of New Jersey of goods containing benzoate of soda and manufactured outside, is received and carefully noted. I venture to add a little to what I have already said, since the matter is of exceeding importance, and affects every outside manufacturer or jobber who makes or sells benzoated goods within your State.

I did not wish to be understood as arguing to you that Section 5 of the Act of 1907-08 is unconstitutional, because it is, of course, obvious that such an argument would

THERE IS SATISFACTION

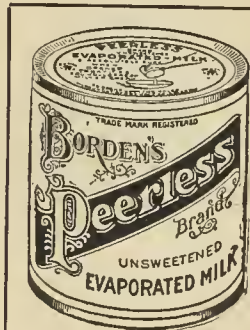
In handling a product which you know to be high grade. Gail Borden was the Pioneer in the condensing of Milk. The Borden Products have been Manufactured for 50 years with scrupulous care for those who demand the Best, and you are safe in recommending the Borden Brands as the

STANDARDS OF QUALITY.

PEERLESS BRAND EVAPORATED MILK

An Unsweetened Condensed Milk.

ONE OF THE
BORDEN
STANDARDS.



EST. 1857

BORDEN'S CONDENSED MILK CO.
"LEADERS OF QUALITY"

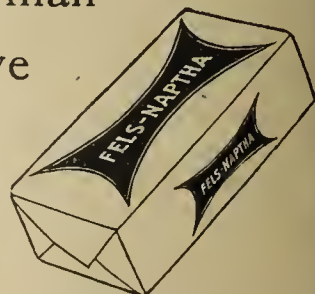
NEW YORK

The Premium Scheme

and Fels-Naptha soap never kept company. We gave the woman just merit and quality, instead. She understood, and gave

Fels-Naptha her unlimited support.

Hint enough for the progressive dealer what soap to keep well stocked!



be futile except to a court with authority to dispose of it. My real contention was that your interpretation of the section, i. e., that it arbitrarily closed New Jersey to benzoated goods made outside, was incorrect, for the reason that the law could not constitutionally do any such thing. Because the law would probably not be held to have intended as unconstitutional thing, the chance was that it really had no such meaning, in which case you were in error. If it has no such meaning, benzoated goods made outside can be sold inside without any legal requirement as to the date of packing, unless they offend against Paragraph 5 of Section 3. If it was your intention to prosecute benzoate goods on the ground that the preservative had rendered them injurious to health, we should have to defend on the general issue that they had not. If, on the contrary, it was your intention to prosecute the goods of my client on the ground, not that they contained harmful preservatives, but because the label bore no date of packing, we should defend on the ground that the act did not compel the manufacturer to place it there. You would then assert your right to exclude such goods from the State altogether, and contend that you had made the manufacturer a substantial concession by permitting him to sell them if the label bore the date of packing. One defense to that would be that the act did not and could not constitutionally exclude goods of an outside manufacturer which it permitted to be sold when made by an inside manufacturer, for which reason there was no concession, but only a ruling unsupported by law.

I have been at some pains to make my understanding of the issue clear, because of the immense importance

of the point involved. Packers of food products and the general distributing trade fight with all their strength against every effort to date canned goods. Their argument is that—first, there is no need for it, since properly sealed canned goods five years old are fully the equal of those packed yesterday, and if improperly sealed they will swell and become unsalable within a few months without the date; second, that in spite of the above fact, the consumer would almost invariably refuse to buy canned goods that bore any but a recent date, thus greatly demoralizing the trade and depreciating—without reason—the value of a large proportion of each year's packing.

This explains why I am working so hard to convince you of the injustice and, if you will pardon me, the illegality of your ruling, that my client must date his packages to sell in your State. Will you kindly state to me directly whether you shall insist upon this, and in the event that it is not complied with, begin prosecution against my client's goods. If you will be this frank, I will venture to ask you further what form such prosecution could take? It could scarcely take the form of an action for a penalty, since Section 5 is a permissive provision and no penalty is prescribed for its violation. Neither is sale by my client or any New Jersey merchant of undated goods—when made outside the State—a violation of the law at all, since the law makes no dating requirement as to outside goods.

If you will be good enough to let me have a comprehensive reply to this letter, I will take it up with you again as to the question of a test case on the point involved.

Respectfully yours,

ELTON J. BUCKLEY.

Trenton, November 17, 1908.

Elton J. Buckley,
730 Drexel Building,
Philadelphia, Pa.

Dear Sir:—I regret that my absence from the laboratory has caused delay in answering your last letter. The points which you raise in that communication are now under consideration, and until a decision has been reached regarding them, no active measures will be taken to enforce the section of the act to which you refer.

Very truly yours,

R. B. FITZRANDOLPH,
Chief of the Division of Food and
Drugs.

The final letter is interpreted as a complete withdrawal from the original position. The point would not, as appeared, have been confined to goods made in 1907 and 1908, because it was the intention of the New Jersey Legislature to pass a supplement each year carrying the ruling along until the Federal Government decided what it would do about benzoate.

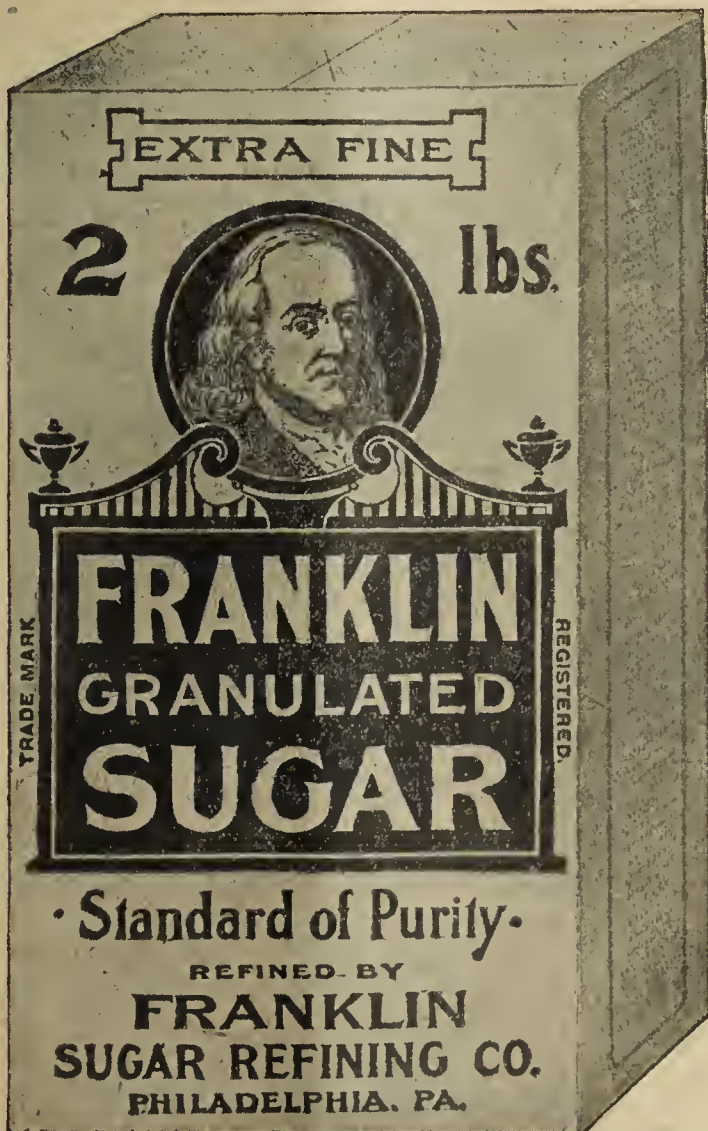
Low Priced Teas and Coffees.

S. H. Angell & Co., wholesale dealers in teas and coffees at 129 Maiden Lane, New York, make a specialty of low-priced teas and coffees. They are building up quite an extensive trade in pure roasted coffee siftings, water-damaged and broken roasted coffees and a general line of coffee by-products. They also have to offer from time to time low-

priced Congou, Formosa and other well-known lines of teas. Many dealers have found that coffee screenings are cheaper and better than chicory. They have the advantage of being recognized as pure coffee within the meaning of the pure food law and interstate commerce regulations. All the low-priced teas sold by Angell & Co. are Government inspected.

MAGAZINE NOTES.

Among the younger American writers, none seems more likely to do big things in days to come than Mary Roberts Rhinehart. Mrs. Rhinehart, who is not yet thirty years of age, has been writing for about four years. Her first book, "The Circular Staircase," was brought out during the past season and promptly took its place among the "best sellers." Since then she has completed a new novel entitled "Seven Days," which is published complete in the December "Lippincott's." This is a humorous mystery story, with a plot hinging upon the predicament of a number of the "smart set"—and a few other persons—who find themselves unexpectedly quarantined by the health board when a case of what is supposed to be scarlet fever breaks out among the servants of the house in which they happen to be. During this time many strange things happen. Valuables disappear, the telephone wires are cut, and a girl is brutally seized and kissed on a dark stairway by some person unknown. One of the women masquerades as the wife of the host, to spare the feelings of his moneyed aunt, after which the real wife happens on the scene. A more ingeniously complicated plot has seldom been evolved, or one in which the mystery is better sustained. Yet, despite this, the tale is pure comedy, and it is just the sort to put the reader in good humor and in tune with the coming holiday season.



What Will YOU Find?

☞ Pretty soon it will be time to cast up accounts and see how much the various departments of your business have made or lost for you during the year.

☞ If you have sold **Franklin Carton Sugar** you can look forward with pleasure to your sugar returns—what you find will surprise you.

☞ No grocer who sells **Franklin Carton Sugar** has ever lost any money on it unless he did so designedly and deliberately. If he gives overweight he doesn't have to pay for it. It is bound to be a profitable proposition.

☞ The seller of bulk sugar never knows where he is—until afterward. The work of selling—of digging, weighing, tying—and the good measure, eat up most or all the profit.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.
PHILADELPHIA PENNSYLVANIA

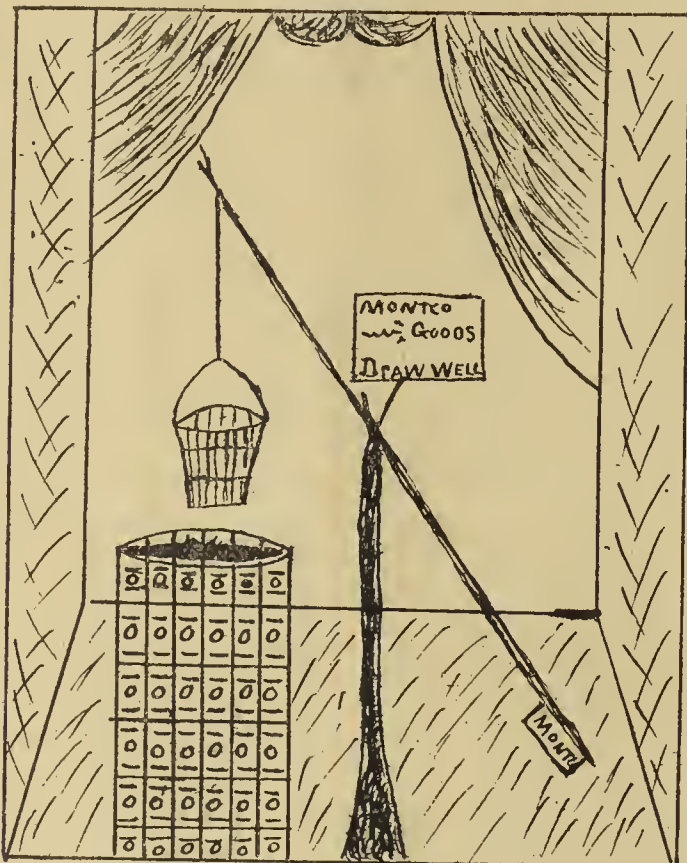
Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Private Brand Window.

This window is one that I used to very good advantage during canned goods season. First you take three-dozen 3-pound cans of tomatoes and make a well. Then take a fork of a small tree to rest

square and cover floor with loose raisins. In the upper right-hand square make five little piles of different kinds of nuts. In the lower left-hand square place five dishes, on which display your citron, lemon peel, orange peel,



the lever on; then use any small stick for lever.

After doing that take about two feet of 1/2-inch rope and tie a bucket to the lever directly over the well. Then place in the fork a card bearing these words:—

Montco Goods Draw Well

While I used Montco goods as my leader, any one special brand of goods will do.

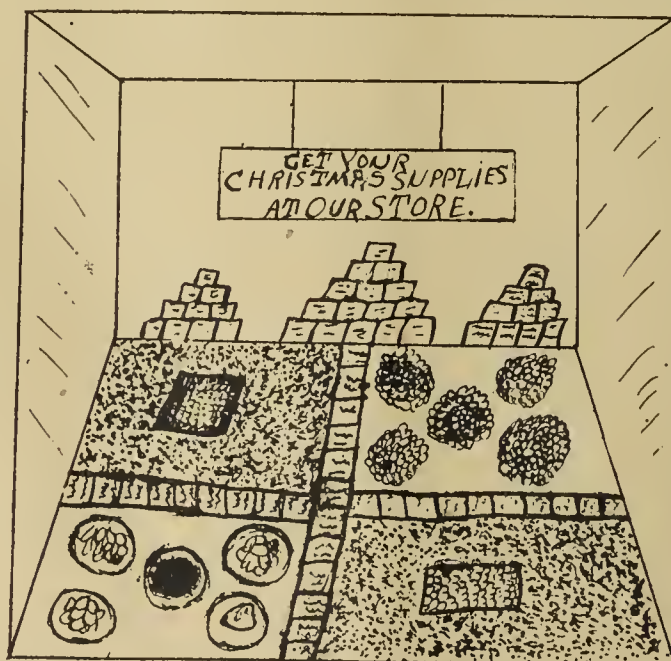
WM. C. COOPER.

Cor. Duke and Philadelphia St.,
York, Pa.

A Christmas Window.

Here is a Christmas window that was very successfully used by our store last year: First make three pyramids at the back of the window with package currants, seedless and seeded raisins. Then divide the window into four parts with the same package goods. Place a box of Fard dates in centre of upper left-hand

mince meat and baking butter. In the lower right-hand square place a box of figs and cover floor with loose currants. Then put small price cards on each article and suspend a card from the ceiling at the back of your window that will read something like this: "Get your Christmas supplies at our store."



This will make a very neat and attractive window display, and as it is nearing the Christmas season it will be very appropriate and ought to increase the sale of these articles.

J. L. BEACHAM.

309 N. Queen St.,

Lancaster, Pa.

Grocers Everywhere Asked to Display Apples Dec. 7-12.

Then Occurs the World's First Apple Show, to be Held at Spokane, Wash., for the Purpose of Popularizing Apples as a Food Product Everywhere. Copy of Letter to be Sent to Grocers Throughout the United States.

Special Correspondence of "Grocery World and General Merchant."

Spokane, Wash.,

November 16, 1908.

Grocers all over the continent will be invited by the National Apple Show, Inc., to observe Apple Week in America by making displays of apples in their stores from December 7th to 12th, when the competitive exposition, open to growers of the world for premiums aggregating \$35,000 takes place in Spokane. Harry J. Neely, secretary and manager of the association, headed by Louis W. Hill, president of the Great Northern Railway Co., announces that a silver cup, valued at \$50, will be presented to the grocery or commission house making the most attractive display. The text of the letter to be sent to the dealers follows:—

Do you sell apples?

Millions of red ones, yellow ones, green ones, pink ones, blue ones, striped ones and speckled ones, of every size and flavor will be eaten all over the United States and Canada during Apple Week.

Apples will be displayed in more ways and in more windows and on more counters than ever before, and

every man, woman and child on the continent will be expected to eat at least one apple each day. Maybe you can get your customers to eat two.

December 7th to 12th has been officially designated as Apple Week in America, on account of the National Apple Show to be held in Spokane during that time.

This is the first big event of the kind in the world for the exclusive benefit of the apple industry. Apples from all over the North American continent and from many foreign countries will be shown.

The apple will receive advertising which will double its consumption wherever eaten. Every person connected with the growing or marketing of apples will be benefited.

You can take advantage of it yourself by making a special effort on apples during Apple Week, making as attractive and prominent displays of the fruit as possible. A prize of a \$50 silver cup will be awarded by the management of the National Apple Show for a photograph of the best display or exhibit of apples made during Apple Week in any store on the continent where apples are sold. Photographs should reach this office not later than December 20th.

Mr. Neely announces that attractive posters, now in preparation, will be sent to the grocers all over the continent to attract attention to the significance of Apple Week in America and the national festival in Spokane. It will contain an attractive cartoon by Morris, showing the apple as the king of fruit, giving also extracts from letters and papers by authorities declaring the apple to be the most wholesome food and healthful fruit that can be eaten.

Five million apples, representing every variety grown in the world and including the best products of thirty-seven States in the Union, four provinces in Canada, England, Germany, France, Scotland, Wales, Denmark and Japan, have been entered in the various competitions for premiums amounting to \$35,000. Judges of national reputation in the United States and Canada will make the awards.

There will also be demonstrations touching every branch of the apple industry and displays of by-products, showing the various uses of the apple as a wholesome food and a healthful fruit.

The primary purposes of this exposition, the first of its kind and scope in the world, are to show the value of the apple as a food and fruit, to demonstrate its manifold uses and by-products and stimulate an industry, which already means millions of dollars annually to the growers and handlers on this continent. It is purposed to create a greater demand by reason of the increased

consumption of apples and encourage the growing of cleaner and better fruit and more of it. When this shall have been accomplished it is believed that the apple will occupy its rightful place as the king of fruit, as well as being among the foremost of the staple commodities of the world.

Small yields of apples are reported in many of the Eastern and Middle Western States this season, due to failures in numerous instances, but generally because of pests and diseases. Hundreds of matured orchards have been made barren through neglect and in scores of places the trees were permitted to die because of lack of even ordinary attention. It is to improve these conditions by investigations and suggesting remedies to bring about satisfactory results that the growers have been invited to come to Spokane. It is also to educate the growers in the uses of spraying apparatus and showing them the value of rigid fruit inspection laws, with the view to having the State Legislatures enact laws for the protection of trees by making spraying or other means of eradicating pests compulsory.

Thousands of growers on this continent are in favor of eliminat-

ing barrels and using only boxes of 50 pounds' capacity. These are more easily handled, they occupy less room in transport and are in every way better adapted to marketing the fruit. There will be cash prizes of \$100 and gold medals for the best pack, also for a barrel, box or package, more practicable and economical than the receptacles now in use.

Those familiar with the apple industry will recall that in 1896, the banner year in the history of that fruit in the United States, the total yield of the orchards was 69,070,000 barrels, or 177,675,000 bushels. Hundreds of thousands of acres of land have been added to the apple-producing area and methods of growing have vastly improved since then, yet the Government reports for 1908 show that the aggregate crop of all the States in the Union was not more than 25,000,000 barrels, or 62,500,000 bushels during the season just closed. The necessity for greater efforts in this important industry must be apparent when the enormous decrease in production with largely increased acreage is taken into consideration, and, it is believed, will appeal to every one having any connection with apple growing.

AUGUST WOLF.



This Sounds Like a Fairy Tale.

There's a whole lot of retailers in business to-day who think they're making money, but they ain't.

A lot of 'em are losing money.

A lot more are making some money, but nowhere near what they think they are.

Know why?

Because they don't know how to figure cost on their goods.

"You've heard a lot about that?" Sure you have, and you're going to hear some more, right now. It's coming to some of you fellows, and I'm here to deliver it.

Only last week I was in the store of a retail grocer I've known for eighteen years. He's a pessimistic cuss—thinks things are on the bum, or are just going to be.

"Work like thunder all day long and make a bare living." You know, that kind of a fellow.

I guess a living's about all he has made, too. At least he don't give any signs of having put much by.

He was talking to me last week, as usual, about how tough things were.

"I've about made up my mind," he said, "to get out. I'll sell this business to-morrow to anybody who'll pay inventory price for the goods! I'd come out whole then, anyway, and I could put what little money I had somewhere else."

"What d'ye mean by saying you'd come out whole?" I asked him.

"Why, it's plain enough, ain't it?" he said grumpily. "If I get what I paid for my goods I'm coming out whole, ain't I? I ain't losing anything, am I?"

I looked at him a moment in solemn silence.

"Jim," I said, after a minute, "if you really believe that, you



The Grocer His Own Master in the Matter of Profits!

The MOTHER'S OATS POLICY urges you to a "living profit." Thirty-five per cent. profit and over is shown on MOTHER'S OATS, because no price is printed on the package or advertised to the consumer. **The more MOTHER'S OATS you sell, the more money you make.**

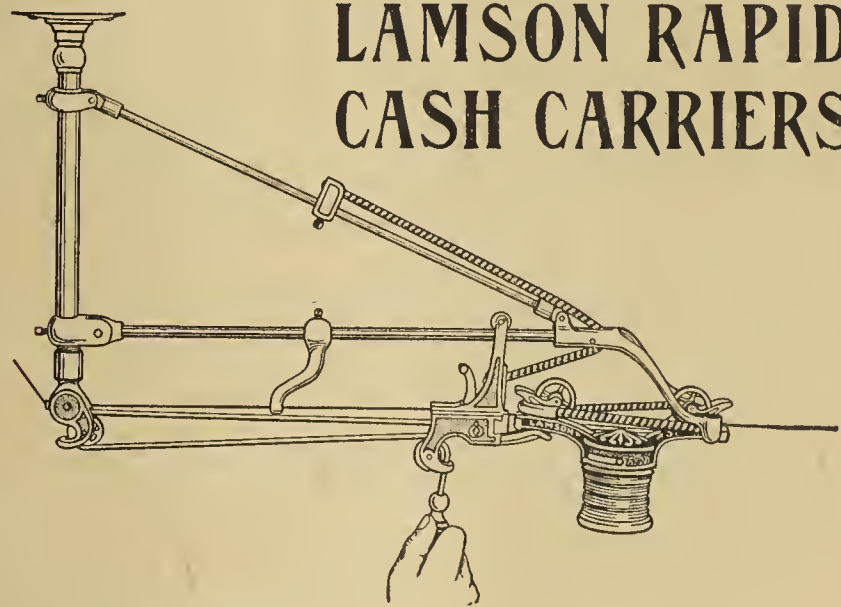
How can you obtain more than 10 and 25 cents respectively for standard and family size packages of other brands when these profitless prices are printed thereon, or are otherwise advertised to the consumer?

Regardless of the statements of their manufacturers to the contrary, **the more of such profitless brands you sell, the less money you make**, because you lose the opportunity of supplying other brands, which pay you a "living profit."

Compare the profits shown on MOTHER'S OATS (standard and family size) with those shown on competitors' brands.

Post your Clerks to recommend MOTHER'S OATS.
HIGHEST QUALITY AND BEST VALUE!

**THE GREAT WESTERN CEREAL CO.
CHICAGO**



These Carriers will

*Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.*

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Building

District Offices
in all
Principal Cities

Boston Office
161 Devonshire Street

ought to get out, for you don't know the first principles of business."

"Is this a joke?" he said, crossly. "If it is, cut it out; I don't feel well."

"No, it's no joke," I replied, "it's solemn earnest. I believe I'm on the verge of a great discovery—why you work like a nigger and only make a living. How much did you pay for that Formosa tea?" pointing to a half chest on his shelf.

"Twenty-three cents."

"And if I paid you 23 cents for it, you figure you'd be getting your money back, do you?"

"Why wouldn't I?" he said belligerently.

"Because the tea stands you more than 23 cents," I said. "Don't you pay rent, and heat and light and interest on your money, and your own time and cost of delivery and a heap of other things? Ain't that a part of your cost? You ain't doing business here under 25 per cent. That means your 23-cent tea really cost you about 29 cents. What are you selling it for?"

"Forty cents," he answered.

"And thought you were making 17 cents a pound. Well, you ain't—you're making 11 cents, which is a mighty different proposition. Why, I'll bet a thousand dollars, Jim Boone!" I went on, "that you're selling some of the stuff in this store below cost! No wonder you're grubbing along the way you are!"

What I say now you're very likely going to call me a liar for. But it's the simple truth that that fellow owned up to me, after I was through talking with him, that he had never, since he went in business, figured anything for the cost of doing business!

Hard to believe, ain't it? It was for me, too, and when I got back to the hotel that night I was telling some of the boys about it—four or five of us, all road men, were sitting there together.

I told it as one of the greatest surprises I ever had in my life.

"Nothing unusual about it at all," said one of the fellows, on the road for a big wholesale house furnishing firm. "I've seen a lot of cases like that, and I've put many a one straight on it, like you did, too. Why, not long

ago I was trying to convince a big general storekeeper down here in Illinois that he wasn't getting enough for his goods. He had a kitchen range there that I knew cost him \$27. He was getting \$38.

"That's not enough," I told him. "I suppose if I were to buy that range you'd give me the usual extras, wouldn't you?"

"What d'ye mean?" he said.

"Why," I replied, "such things as Russian iron pipe and a zinc board and a coal hod."

He figured a minute and said he guessed he would.

I figured, too, and I found that the range with the extras cost him \$31.

"How much d'ye think you'd make at \$38?" I asked.

"Oh, about \$7."

"You wouldn't at all!" I said, "you'd lose about six!"

He thought I was nutty.

"How would I?" he asked.

I showed him where he hadn't counted in a cent for doing business, whereas it cost him between 20 and 25 per cent. He never thought of it before, and said it explained why the house had for

years done a big business yet never seemed to have any money.

Then another one spoke up.

"I told another one the same thing last month," he said. "I was in his office marking up price tickets, and the figures he put on as cost he copied off the jobber's bills. Not cost at all—only on item of it. He'd never thought about it before, either."

"I know a jobber," said the fellow who told the range incident. "who for years sold a piece of goods that under a scheme of the manufacturer's jobbed at exactly the price it cost. At the end of three months the jobber got a 10 per cent. rebate, which was his profit. He thought he was making a clean 10 per cent. profit, whereas he was making only about 3, for it cost him 7 per cent. to do business. Do you know, I had to work hard to make him see that."

I could tell a lot more. Someday I will. Nothing on earth more important to a merchant than this.

THE STROLLER.

Isn't it worth while to be proof against competition? Then sell Extol oyster crackers, because no competitor can sell any as good.

Here Is a Good Scheme!

Grocers sometimes demonstrate these with fine results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.



Anker's
Bouillon
Capsules

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

Mrs. Williams' Brands

OR

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.



Even Then You'd Need It

Even if you can find a print butter as good as Gurnse, and find it as good as Gurnse all the time, still there would be two good reasons for handling Gurnse—the fact that Gurnse has individuality, which no bulk prints, no matter how good, can have, and the fact that we are doing a lot of advertising for it, of which you can get the benefit. Gurnse is indeed a rare butter—the finest, cleanest product of our high class dairies, inspected and nursed through all the stages of manufacture. You can't find a better butter, no matter where you look or what you pay, and you'll seek far before you find another as good.

Packed in 20, 30 and 50-pound boxes—pounds and half-pounds—36 cents.

Prices subject to market changes.

P. F. BROWN & COMPANY

39 South Front Street, Philadelphia

THE GROCERY MARKETS

Tea.

The tea market is in healthy, steady condition, but without change of any character. The demand can surely be called no more than fair, as it has been for several months. Prices are unchanged and anything desirable is steadily held.

Coffee.

The market for actual Rio and Santos coffee has remained stupid the entire week. The recent large arrivals of Brazil coffee in this country has filled the trade up for their immediate wants, and no extra inducement is present anywhere to cause the trade to go beyond that. The feature of the option market has been the switching by holders of December options to future months. The recent advance of 35 points in options from the low point ruling in late October has been wholly lost and options have sunk again to their former low level. The receipts of actual coffee at Santos keep very heavy, and evidently the syndicate interests are beginning to be worried. Through their American representative, Herman Sielcken, of New York, they issued early in the week a vituperative statement attacking those who had aided in creating the general impression that the corner in Brazil coffee was likely to collapse. Among the objects of his attack was United States Consul Anderson, stationed at Rio, whom Sielcken accused of being a tool of the opponents of the syndicate. Charges were made in this which if true would surely warrant the Consul's removal by the Government. Sielcken also attacked the trade papers of the country for printing articles calculated to keep the trade from buying and thus helping the syndicate to carry the burden of the coffee corner. Mild coffees are unchanged. High grades are steady and unchanged. Medium and low grades are more or less a drug and are weak. Java and Mocha are unchanged and quiet.

Sugar.

The refined sugar market is still uncertain and unsettled. Most refiners are willing to sell granulated at 4.80 cents, but the Federal continues to quote at 4.60 cents. Naturally the latter price affects only a limited territory.

The raw sugar situation shows no radical change. Refined is in fair demand for the season. As long as the refiners continue to be at loggerheads it is difficult to foretell the market.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in fair demand at unchanged prices. Sugar syrup is wanted moderately at ruling prices. New crop molasses is coming forward in good shape, the receipts showing good quality and moving out well at moderate prices.

Fish.

Norway mackerel seem a little firmer, though no appreciable change has occurred up to the present time. The demand is very fair. Irish mackerel are partially neglected, possibly because much of the fish available now are winter caught and not of very good quality. Cod, hake and haddock are unchanged in price and in fair demand. Salmon is quiet and unchanged in price, this applying to all grades. Sardines are in light demand, price of all grades being about maintained.

Canned Goods.

Tomatoes are unchanged on a 70-cent basis for Maryland 3-pound standards, and the demand is exceedingly light. Corn is also dull at unchanged prices throughout. Cheap peas are wanted to some extent at ruling prices, but the better grades are neglected, though steady. Apples are unchanged, both new and old, and the demand is fair. Peaches are unchanged, Eastern brands being very scarce and Western brands about cleaned up. California canned goods are unchanged and dull. There is much reason to believe that California canned goods are a good purchase at present prices. Small Baltimore canned goods are unchanged, except baked beans, which are somewhat higher.

Dried Fruits.

Prunes are very dull at unchanged prices. Peaches show an advance of $\frac{1}{4}$ to $\frac{1}{2}$ cent from the lowest point, but the demand is only fair. Apricots are quoted at another advance on the coast, but secondary markets in the East show no change. The demand is light. Raisins are unchanged and very dull. Present prices, however, are $\frac{1}{2}$ cent above the lowest point for seeded. Currants

are active at ruling prices. Dates, figs and citron are in good demand at ruling prices.

Beans and Peas.

New domestic pea beans are unchanged, but still firm and fairly active. Imported are unchanged and moderately wanted. Marrows are working higher, both imported and domestic, and can be quoted about 5 cents per bushel on each. California limas are unchanged and in fair request. Split and dried peas of all grades are unchanged, firm and in fair demand.

Butter.

The butter market is firm at an advance of 1 cent per pound on solids and prints of all grades. There is an active consumptive demand for everything in the butter line and the market is very healthy throughout. A continued good trade is looked for.

Eggs.

The egg market is firm at an advance of 2 cents on all grades. The demand is quite active and the supply of all grades short. A healthy market can be reported and it will likely continue healthy, with an active demand for some time to come.

Cheese.

The cheese market is very firm at unchanged prices. The trade are having a normal consumptive demand. Stocks of all grades are light and the market healthy and strong. The chance is against any material change in the near future.

Provisions.

The market on everything in smoked meats is dull, as is usual for this season. There has been no change in price during the week. Both pure and compound lard is firm and unchanged and in normal demand. Dried beef, canned meats and barrel pork are all dull at unchanged prices. The demand throughout is quiet.

Produce.

White potatoes, 85 to 90 cents per bushel, demand good; sweets, firsts, 50 to 60 cents per basket; seconds, 25 to 35 cents per basket, demand fair; carrots, 30 to 40 cents per basket, demand fair; Jersey cabbage, 20 to 25 cents per basket, \$3 to \$5 per hundred, demand good; York State, \$18 to \$25 per ton, demand fair; white turnips, 15 to 20 cents per basket; yellow, 20 to 25 cents per basket, demand fair; beets, \$1.50 to \$2 per hundred bunches, demand

fair; yellow onions, 60 to 65 cents per basket, demand fair; horseradish, \$3.25 to \$3.50 per barrel, demand fair; watercress, \$1.50 to \$2 per hundred bunches, demand poor; Florida salad, \$4.50 per dozen; Virginia salad, \$3.50 per dozen, demand poor; celery, Pennsylvania, 7 to 10 cents per bunch; York State, 35 to 40 cents per bunch, demand poor; cauliflower, long cut, \$1.50 per barrel; short cut, \$2.50 per barrel, demand good; parsnips, \$1.25 to \$1.50 per barrel, demand poor; pumpkins (Boston squash), 25 to 30 cents per basket, demand poor; spinach, Pennsylvania, \$1.50 to \$1.75 per barrel; Southern, \$1.25 to \$1.50 per barrel, demand fair; oyster plants, \$3.50 to \$4 per hundred, demand good.

Poultry.

The receipts of turkeys up to the present writing have been very light, but will probably increase during the next few days. What turkeys are arriving are showing nice quality and meet ready sale at about 20 cents per pound. No extreme scarcity is looked for, but a firm market about on the present basis, and a good demand. The market on fancy fresh-killed fowls is 14 to 15 cents, and the quality is good, the supply normal and the receipts cleaned up every day. Roasting chickens are firm at 20 cents and are in active demand. The supply of ducks and geese is light, ducks averaging 14 cents and geese 10 cents.

Nuts.

Peanuts, green, choice, $3\frac{1}{2}$ cents per pound; fancy, 5 cents per pound; jumbo, 6 cents per pound; roasted, choice, 85 cents per bushel; fancy, \$1.20 per bushel; jumbo, \$1.50 per bushel, demand fair; almonds, paper shell, 14 cents per pound; soft shell, 13 cents per pound; Brazils, $8\frac{1}{2}$ cents per pound; filberts, $9\frac{1}{4}$ cents per pound; pecans, $11\frac{1}{2}$ cents per pound; walnuts, $10\frac{3}{4}$ cents per pound; mixed nuts, 10 cents per pound, demand poor.

Green Fruit.

Apples, 20-ounce, \$3.50 to \$3.75 per barrel; Kings, \$3.75 to \$4 per barrel; Baldwins, \$3 to \$3.25 per barrel; Hulbertsons, \$3.50 to \$3.75 per barrel; Greenings, \$2.50 to \$2.75 per barrel; Pippins, \$2.50 to \$2.75 per barrel; bulk apples, 75 to 80 cents per bushel; the apple market is fair and improving; bananas, large, \$1.25 to \$1.50 per

bunch; 8-hands, 75 to 90 cents per bunch; 7-hands, 60 to 75 cents per bunch; 6-hands, 50 to 60 cents per bunch, demand poor; Florida oranges, \$2 to \$2.40 per box, demand fair; California lemons, \$3.25 to \$4 per box, demand fair; Messina, \$3.25 to \$4 per box, demand fair; limes, 80 cents per hundred, demand poor; Florida grapefruit, \$3.25 to \$4.25 per box, demand good; pineapples, \$2 to \$2.50 per crate, demand fair.

INDIVIDUAL MARKET REPORTS.

Imported Fish Products.

Holland herring continue to sell quite freely. Prices are unchanged and still below parity in Holland.

Scotch herring are in good demand and getting scarce, especially large fulls, of which supply in Scotland seems to be exhausted. The first shipment of new Lochfyne fat herrings has arrived and shows exceptionally fine quality.

Irish mackerel unchanged.

Norway mackerel having been selling quite freely during the last week, but prices have shown no improvement. There is a better feeling though, and holders are asking somewhat higher prices and are in hopes to see the market in better shape before long.

Imported Oil Sardines.—There is no change. Fishing in France is finished and in Portugal no small fish has appeared yet. Dingley ¼s are rather scarce and in good demand.

Sprats.—Some fishing going on in France, but the fish is too large to be packed for America. It yields about 4/6 fish per ¼ can. In Belgium fishing has not started yet. Demand for sprats is good and market firm.

Norway Smoked Sardines.—Only a small quantity of the fish caught this season was of a quality that could be used for the fine brands. Most of it was poor stuff which could not be packed. Consequently there will be a shortage of fine smoked sardines. The demand is increasing daily and market is very firm.

Business in general has shown a decided improvement during the last week and there is a lot more confidence than there has been for a year past. This is a good and hopeful sign of better times to come.

STROHMEYER & ARPE CO.
New York, N. Y.

Baltimore Canned Goods.

No. 1.

That the canned goods business is slowly, though surely, getting back to normal conditions is the consensus of opinion here. There is less pressure to sell goods and

the holders of tomatoes, for instance, appear to be getting their financial affairs into better shape. A number of canners, who are in a position to do so, have closed up their country canneries for the winter, after making them weather-tight and their stock of tomatoes amply protected from freezing during the next four months, with the intention of holding the goods until next spring rather than sell them at the present prices. The bankers again readily accept tomatoes as a good collateral against loans when stored in public warehouses, and, in consequence, many canners are storing their goods where they know they will be safe from freezing, with the additional advantage that they can raise money on them if wanted at any time. Having added to the original cost the expense of freight, handling, insurance and storage, the owners of those tomatoes won't be in any hurry to sell until the market prices improve, all of which means that an appreciable quantity of that article has been quietly taken off the market. There are enough sellers in sight, however, to meet any ordinary demand for the goods, consequently there are no changes in the prices which have been ruling during the last two or three weeks. The stability of the prices during that time may be taken as a favorable omen.

Cove oysters attracted further attention this week because of the very low prices at which they could be bought, and next to tomatoes they were the most active article. The week closed with an upward tendency because of lighter supplies and higher prices for the raw oysters. In the general lines of fruits and vegetables there were no developments new or interesting during the week. There was the usual every-day buying of assorted lots, but nothing out of the ordinary.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Coffee.

We refer to our last report of the 15th ultimo. The October receipts at Santos reached the very high figure of 1,942,000 bags. This figure, however, includes accumulations in the interior during the pendency of the dock laborers' strike in September, when railroad traffic was entirely suspended for about two weeks.

The receipts up to date offer a fair basis for calculating the size of the crop, covering as they do the usual period of the heavy crop movement.

The Santos receipts are slightly in excess of those of 1901-02, when 10,166,000 bags came forward during the crop year. In making allowances this year for the influences which were at work to bring about an early market-

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." Drawings are also sent they should be made throughout in black ink (not pencil).

ing (exceptionally favorable weather for picking and drying, and later on the increased export tax), we arrive at the conclusion that the current Santos crop will fall about ½ million bags short of that of 1901-02.

The Rio receipts were free of any incentive for rapid marketing, and correspond with those of the 1904-05 crop, which amounted to 2,542,000 bags. We may, therefore, reasonably look for a crop this year of about the same size. Our estimate of September 15th of about 12¼ million bags for Rio and Santos combined is thus borne out by the receipts up to date. Of course, there are some firms of high standing who claim the outturn will be much smaller, and again others say it will be much larger.

Experience of the past has shown that the receipts are a safer guide to go by than any estimates given out by interested parties.

Reports received by us from several Central American countries are to the effect that these will show a larger production than last year by about 300,000 bags. The E. I. crops are reported to be 200,000 bags larger than last year.

Thus it appears that we have to deal this year with a total world's production of about 17½ million bags, which just about equals the world's consumption. The trade will, therefore, not be placed in the position of being forced to go to the Sao Paulo Government or its agents for some of its requirements during the current crop year, as seemed likely some months ago.

The negotiations pending for the placing of the £15,000,000 sterling loan are making progress. The guarantee of the Federal Government, which has been insisted upon by some of the underwriters is expected to be forthcoming. These negotiations, when completed, will clear the atmosphere and perhaps cause

speculators to cover some of their short sales—sales which were based on the expectation of a forced and early marketing of the Government holdings of coffee. The actual position of the article, however, will not have changed one iota. There will be coffee enough to go around this year and probably more than enough next year, without touching the Government holdings of 8½ to 9 million bags.

Reports with regard to the growing crop in Brazil differ a usual. The reports received by us indicate a somewhat larger crop in Sao Paulo than is now being marketed, but cables received here recently have it that the crop is not progressing favorably. As a general rule, no heed should be given at this time of the year to reports about the growing crop, it being much too early to calculate the extent of same with any degree of certainty. We merely give mention of the above as a forerunner of what might be expected.

It is fairly safe to assume that a very large crop affects the bearing power of the trees to such an extent that it takes four to five years for them to recover their full vitality, some progress being noted each succeeding year provided no detrimental climatic conditions intervene. A very large crop is therefore not likely to be experienced before 1910-11 or 1911-12.

HENRY NORDLINGER & Co.
New York, N. Y.

Sugar.

The raw market has been very quiet. One or two sales are reported each week, at prices that vary only slightly, and the season so far as regards Cubas, Porto Ricos and San Domingos is practically ended. The planters a good while ago disposed of the last of their sugars. There are a few thousand tons in second hands held in Cuba still to arrive in New York, but these West India islands whence we derive

about one-half of our total sugar supply are now more interested in the preparations for the reaping of their new crops than they are in current sugar happenings at New York; although the strength the raw market has maintained gives them much satisfaction, because of the influence it may exert in determining the prices that are to rule when the new sugars are gathered. Some new crop supplies have already been sold at 3.86 cents. The steady maintenance of raw prices at New York is due to the strength and upholding of values in Europe. Europe has not kept the high figures touched a while ago when it was thought that the drouth and frost on the continent might bring about serious damage to the beets, but it is realized that some loss has occurred and prices are stronger and yield less easily, while at the same time conditions are not being over-discounted. As things have been in the United States our market has proved a retarding influence upon any too great enhancement of sugar quotations, even though increased prices might be based upon actual loss in sugar production. Lessened production loses most of its importance when there happens at the same time a lessened demand. Europe has helped us to keep our raw price steady, but we have not been able to advance with her. Business hasn't been good enough and it is taking a longer time to assimilate the stocks at our disposal, the supplies at the refinery ports and the domestic cane and beet crops, than would be the case were trade good. It has been found necessary to reduce refined prices to stimulate orders. Our prices in both raw and refined are low. Raws here to-day are 22 points under Europe.

The American Sugar Refining Co. and Howell on the 16th advanced list prices 10 points; the Federal following with a 5 points decline. Arbuckle remaining unchanged.

The market closes to-day, f. o. b. New York; American Sugar Refining Co., net basis, selling, 4.80 cents; list, 4.80 cents; less 1 per cent. Howell, net basis, selling, 4.70 cents; list, 4.80 cents; less 1 per cent. Arbuckle, net basis, selling, 4.65 cents; list, 4.65; less 1 per cent. Federal, net basis, selling, 4.60 cents; list, 4.60 cents; less 1 per cent.

Terms.—The American Sugar Refining Co., Howell and Arbuckle requiring assortment to be mailed on day of purchase, shipment within seven days; the Federal prompt shipment only, requiring that assortment accompany order.

Following the American Sugar Refining Co. and Howell's advance, the Federal reduced 5 points to basis 4.60 cents, prompt shipment only, requiring assortment with order, and limited quantity to 100 barrels, and would not sell less, to each buyer.

Arbuckle's price remained unchanged, f. o. b., net basis 4.65 cents, requiring assortment within seven days, admitting a delay, however, of ten to twelve days in filling orders, except straight cars of granulated packed in barrels, which could be shipped promptly.

The American Sugar Refining Co., New Orleans, it is understood, advanced list prices 10 points to f. o. b. net basis 4.75 cents, less 1 per cent. cash.

Ordinarily, when the difference between raw and refined is only 63 points buying would be heavy; in fact, the Federal is doing a good business, and even under conditions which now prevail, with the possibility, but it would not seem probability, of still further slight declines. Granulated at the Federal's price looks like a good purchase, especially to meet current requirements. The Federal could not supply any considerable part of even the present light demand, with Arbuckle ten to twelve, and, in some instances, likely longer delayed in filling orders. Sugar, and especially orders containing soft and other grades and styles of packages not made by the Federal, must be bought to meet immediate needs from refiners who can ship promptly, therefore the American Sugar Refining Co. and Howell might at any time hold their list price firm.

M. G. WANZOR & Co.
New York, N. Y.

MARKET NOTES.

Florida grapefruit is firm at \$3.50 for anything good. The demand is limited.

Nearby grapes are getting in small stock and the demand is waning also.

Western apples are still in good demand and range from \$2.25 to \$3 per box. The demand is good.

Almeria grapes show a wide range—\$4 to \$8 per cask. The demand is looking up.

Florida peas are scarce and anything good brings \$4. The demand is good.

Pushing Ahead.

Francis H. Leggett & Co.'s salesroom floor presents a busy scene these days. Their display of olives, fruits and vegetables, jams, jellies, pickles, figs, dates and other holiday novelties in glass is an attractive display. It's a novel exhibit, something quite out of the ordinary. Leggett & Co. say business is good and shows a remarkable improvement compared to record twelve months ago. The outlook for the grocery trade is excellent and they look forward to a busy season from now on.

See announcement of this enterprising firm's "Through Our Factory," page 15.

GLASS JARS OF Pure Cod

¶ This is our pure **Georges Cod**—packed in glass. Clean, thick, meaty pieces of pure white cod, preserved only with sea salt, and then kept from spoiling by the vacuum process of sealing. Open a jar any time and you'll find the contents moist and tender.

¶ This is just as certain to sell as sugar—with a good deal more profit.

Swift & Company



**They
Must
Keep
Expert**

It is a provable fact that a majority of cooking experts use **Nicelle Olive Oil** in all their demonstrations.

Why? Because they must use the very best oil obtainable in order to insure results. Otherwise they would soon cease to be known as experts.

Nicelle Olive Oil is bottled in France, where produced. It is the first pressing of the finest oil olive grown. You will be proud to sell it.

Nicelle Olive Oil Co.
105-109 HUDSON STREET, NEW YORK



**We're
Spending
Big Money**

in full-page advertising in the big magazines which go to women

TO HELP YOU SELL

**Towle's Log Cabin
Cane and Maple Syrup**

¶ The delightful flavor of this syrup has made it the most popular. It is being more and more used as a regular article of diet because it is so nutritious.

You Will Have a Big Maple Syrup Business

if you let your customers know you sell **Towle's Log Cabin Cane and Maple Syrup**, the only syrup in the Log Cabin can. It is guaranteed to meet the requirements of all food laws. Nothing can hurt your maple syrup business if you build it up on *Towle's*.

¶ The trade is afraid of the inferior brands; they won't sell any more; don't let them into your store. You can depend on good steady sales if you push **Towle's Log Cabin Cane and Maple Syrup**.

TRADE SUPPLIED BY

Githens, Rexsamer & Co.
PHILADELPHIA

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

THE THANKSGIVING ORDER.

When you commence taking what you know to be a Thanksgiving order, don't ask "what price." If it's peas, put down the best extra sifted; if it's asparagus, put down the Mammoth White; if it's butter, the best; coffee, the best; fruits, the best; prunes, the best; figs, nuts, canned fruits—everything the best. You're taking an order for one of the generous big family dinners of the year. No thanks comes to the grocer on that occasion for his efforts along the economy line.

People will pay the price and they will be glad of it when things are served and comments made.

SELLING CANNED PINEAPPLE.

Canned pineapple is one of the tempting fruits to look at, especially the sliced, and most especially the cubes. To most people it brings teeth water. The sale is two-thirds made when this peculiar agitation takes place. So we will keep the cubes, the sliced and the grated cut all week, and turned out in glass dishes. The cubes you will find a very mellow, ripe, full flavored fruit; hasn't that tough, stringy, pungent taste, but is sweet and soft and rich. Push the cubes; the stock is large. Cut some in small pieces and allow people to sample them. Fifteen cents a can.

ABOUT RAISINS AND CURRANTS.

The price of each is 12 cents; the second grade is 9 cents. The per cent. of profit is as good on the one as the other. We would rather sell the 12-cent. In the case of the raisins, you have far larger fruit. Better treated, more select quality; no "rejects"; no dirt. They're softer; of a better color and better flavor than the 9-cent. The best currants are the Vostizzi's; also larger; much cleaner; better and much handsomer than the so-called "cheap" ones. The thing we want to impress upon you at all times is to give a reason—a

true, intelligent business reason. When people get educated to the use of first-class foods of all kinds, and to see the economy of it, you will have less demands for "cut price" things.

QUESTION BOX.

No. 4 asks, "Why do we sell picnic hams at 9 cents and others advertise them at 7½ cents?" Because ours average four pounds. The others average seven pounds. Ours are well trimmed the others are lippy and shanky.

No. 8 says, "We have people tell us that they buy good after-dinner mints for 10 cents; we charge 20 cents." Glad you spoke, No. 8. The difference is in the per cent. of pure sugar, and consequently in their creaminess and wholesomeness. Being equally well flavored, the 10-cent ones command a tremendous sale, especially in the 5 and 10-cent stores.

No. 2 asks, "Is macaroni and vermicelli the same?" As far as substance goes, we believe they are. At any rate we do know that a hundred different kinds of fancy names are tagged to the macaroni dough. It's all in the shape.

IN GENERAL.

A very satisfactory return of letters sent out about Congress coffee have been returned for redemption. Three hundred letters about Camembert cheese go out to-morrow. Flour market is lower. All brands reduced. Watch your bulletin. Sell sugar for \$5.25 per cwt. Keep the 5½-cent retail price the same until further notice.

There will be a sale of regular hams again Wednesday. Any reason why you don't sell more potatoes? There will be a big canned fruit window created to-morrow. Coffee sales increasing. Thank you. Tea sales hold their own. This "holding their own" on any article is non-progressive. Let us get away above it.

KNOW PRICES.

No excuse for any grocery sales person in this concern being ignorant of the price of a single article. Doesn't make any difference whether the article is on the meat, fish, delicatessen or vegetable department. It's your privilege to get posted every morning. If a certain thing isn't marked, inquire the price. In addition to this you have the typewritten list.

We are going to have a banner Thanksgiving business. Make an effort to beat your record. Hammer quality. Be strictly in earnest. Keep your word to the letter. Don't knock the other dealer.

ASSOCIATION NEWS.

Little Rock, Ark.

How the Little Rock (Ark.) Retail Grocers' Association protects the interests of its members against itinerant advertising schemes can be seen from the following paragraph from the association's last weekly bulletin:—

Advertising Propositions. — The Harvey Advertising Co. are soliciting ads. for a Strangers' Guide to Little Rock and Argenta.

Two foreign canvassers are soliciting ads. for a shirtboard, and both these propositions have been before your committee and passed on unfavorably, as they are not considered profitable retail advertising mediums. Members should govern themselves accordingly.

Denver, Col.

The Denver (Col.) Retail Grocers' Association is circulating a petition looking to the general Sunday closing of all retail stores throughout the city. The petition is as follows:—

Whereas, Chapter 32, Article 1, Section 1,256 of the city's Municipal Code relative to meat markets and grocery stores closing upon Sunday provides as follows:—

It shall be unlawful for any person, firm or corporation to keep open or conduct any butcher shop, meat market or grocery store to expose or offer for sale or sell any meat, fish, game, poultry, groceries or provisions on the first day of the week, commonly called Sunday.

Penalty.—Section 1,256 prescribed for the violation of the provisions of the preceding sections, shall, upon conviction thereof, be fined not less than \$5 nor more than \$200 for each and every offense; and

Whereas, The opening of our places of business and the sale or offering for sale any of the above described articles is a plain violation of the city's ordinance, a menace to our government and the good name of our city; therefore be it

Resolved, By the undersigned butchers and grocers, that we will hereafter close our places of business upon Sunday and thereby demonstrate our respect for and obedience to the said law; and be it further

Resolved, That we, as citizens, as business men and taxpayers of the

city and county of Denver, insist that this particular ordinance be observed and enforced in spirit and letter and hereby pledge our moral and material assistance in its enforcement.

New Orleans, La.

What will in all probability lead to a systematic crusade against future buying by the retail grocers of New Orleans was started at the last regular monthly meeting of the Retail Grocers' Association. The question was brought up by John P. Brad who lost no time in denouncing futures as unbusiness-like and an evil which should be discouraged.

"We should begin an anti-future campaign," said Mr. Brad with considerable feeling. "It is not a good scheme, and although most retailers give orders for future delivery, I know of only one year during the past six years that any money was made in futures. I did not buy any future tomatoes last year, and I saved money by not doing so, as I was able to get these goods cheaper from day to day purchases than the future buyers."

Wouldn't Let Salesman Take Customers to Another Employer.

Justice Wheeler at Buffalo handed down a decision during the week sustaining the injunction secured by Witkop & Holme against one of their former drivers, Irvin G. Boyce, who, it is alleged, went over to the Great Atlantic and Pacific Tea Co. and tried to turn over to his new employers the customers that he served when working for the Witkop Co. The decision reviews the law fully. The Witkop Co. has a suit pending against the tea company for \$25,000 damages and for an injunction restraining the company from repeating what it is alleged to have tried to do with Boyce. "The affidavit read on this motion," says Justice Wheeler's decision, "strongly tends to show that the Great Atlantic and Pacific Tea Co. has for some time been engaged in a systematic effort to procure the trade built up by the plaintiff."

Cranberries are growing scarce and anything fancy brings \$11 per barrel. The general range is \$9 to \$11. Prophecies are for even higher prices after the winter demand opens.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia.

FOR SALE.

FOR SALE—Grocery store in Germantown. Size, 18 x 25 feet. Does \$450 weekly, one-half cash. Stock \$1,500 to \$2,000, but will reduce to suit purchaser. Rent, \$25 for store and dwelling. This is a good paying business and the chance of a lifetime. Write for particulars. "Rare Opportunity," are "Grocery World and General Merchant," 927 Arch St., Philadelphia, Pa. 23

FOR SALE—Grocery, selling over \$100,000 yearly, all spot cash. In university town, thirty miles from Denver; on four railroads; hourly electric service to Denver. Will sell at invoice. Stock about \$12,000; fixtures \$4,000. Lease on new building, 10 x 120 feet, can be extended. Rent, \$75. This is a bargain. Box 524, Boulder, Col. 23

FOR SALE—On north Fifth Street above High Avenue, an up-to-date delicatessen and meat store, doing strictly cash business. No team. The best family trade. All new fixtures. A live store for a live person. The finest location uptown. Will stand the stiffest investigation. Address, A. B. C., "Grocery World and General Merchant," 927 Arch St., Philadelphia, Pa. 22

FOR SALE—Two thousand pounds of money in combs, packed in 24 one pound sections for shipping. For price and terms address H. E. Godshalk, 559 W. Chestnut Street, Lancaster, Pa. 23

FOR SALE—General store and produce business in Lancaster Co., Pa. An exceptionally clean proposition. Size of store, 60 x 60. Doing \$30,000 yearly, all cash business. Carries about \$9,000 stock. Will sell fixtures for \$400; stock at inventory. 300 a year rent. Reason for selling is on account of death in the family. F. E. Brown & Son, Bart, Pa. 21

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 Broad Street, Philadelphia. 21

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. 21

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$700. Uses one team. Lets clear 10 per cent. Owner needs a rest and his eyesight is falling. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$900. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,400 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$400 weekly, two-thirds cash. Stock \$600. Uses one team. Good house and stable connected. Net profits 20 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Will sell at inventory. Will take around \$1,000.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,500-\$2,000. Could be reduced to \$1,200. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$500. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$200, stock at inventory. Take about \$700. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 428.—In West Philadelphia. Grocery store, 17 x 40 feet. Does \$15,000 to \$17,000, two-thirds cash; balance all good trade. Stock \$800 to \$900. No team. Good dwelling. Actual net profits 17 per cent., as expenses are low. Real estate for sale or rent, as desired. Owner's wife don't like the business, which is the only reason for retiring. Will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

No. 436.—On Germantown Ave., Philadelphia. Grocery and provisions. Store 25 x 60 feet. Does \$30,000 yearly, half cash. Stock carried, \$10,000; but can be reduced one-half. Caters to fine, high class trade, used to paying high prices. Net profits, 20 per cent. Uses three horses and five wagons. Business solid, prosperous and very profitable, but owner wishes to retire. Real estate for sale or rent. Price, inventory.

No. 439.—In West Philadelphia. Groceries, meats and provisions. Store 20 x 30 feet. Does \$550 to \$600 per week, three-quarters cash, balance weekly credit. Stock, \$400. Net profits, 10 per cent. Good dwelling connected. Owner has other business and will sell fixtures at \$1,200, including \$375 cash register and team. Stock at inventory.

No. 443.—In West Philadelphia. Meats and provisions. Size, 15 x 30 feet. Does \$11,000 yearly, three-quarters cash. As stock is turned rapidly, stock of only \$200 is carried. No team. Business very profitable, earns 18 per cent. net. Fixed charges very small. Owner changing business and will sell at inventory. Take around \$600.

No. 445.—On busy part of Ridge Avenue, Philadelphia. Meat and green goods. Store, 20 x 40 feet. Does \$175 weekly, all cash. No delivery. Business thoroughly profitable, netting 20 per cent. over all expenses, which are low. Owner has other interests which claim his time. Price, \$200 for fixtures; stock at inventory.

No. 446.—In North Philadelphia. Meats and produce. Store, 20 x 60 feet. Does \$350 weekly, all cash. Stock averages only \$175. No team. Business makes 20 per cent. on business done above all expenses. Rent, \$30. Two men and boy. Owner hasn't time to attend. Price, \$400 for fixtures, stock at inventory.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand. 406 **WARNER & CO.,**
927 Arch Street, Philadelphia, Pa.

PROSPEROUS CANDY MANUFACTORY AND RETAIL BUSINESS FOR SALE.

We offer a clean, prosperous candy manufacturing, wholesale and retail, business in city of 100,000, within forty-five minutes from Philadelphia. Retail store, 25 x 40 feet; manufacturing building, 58 x 72 feet. Has averaged \$35,000 yearly for the last three years. Retail trade, cash; wholesale, good credit trade. Stock carried in all branches, \$2,000 to \$2,500. The manufacturing business is mostly of penny goods which are sold and delivered by four teams, which cover a radius of fifteen miles. Manufacturing business is 1000 boxes behind in orders and is in a thoroughly active and prosperous condition. Netted \$3,000-\$3,500 last year. On account of family reasons and sickness owners must go back to family homestead and farm. To make quick sale, only \$3,500 is asked for all fixtures, including teams, store and manufacturing fixtures, and complete manufacturing outfit. Stock at inventory, but can be largely reduced. It is very likely that somewhat under \$5,000 could buy this business. Very fullest investigation.

WARNER & CO.,
927 Arch Street Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS? We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about. In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line. If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you. Write, call or telephone. **WARNER & CO.,**
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500, Keystone, Race 746.

FOR RENT.

FOR RENT—18 x 50 store room with an eleven room dwelling, centrally located on Market Street. All in first-class condition, including hot water heat plant and all modern improvements, large barn and warehouse, yard, etc. Immediate possession given. Best location in the city for groceries or dry goods business. W. B. Haines, 806 Market St., Sunbury, Pa. 21

These trade-mark crosses line on every package

CRESCO FLOUR DIET FOR DYSPEPTICS

KIDNEY AND LIVER TROUBLES AND OBESITY

Makes delicious meals for everybody. Unlike other foods. Ask physicians. For book or sample, write

FARWELL & RHINES, WATERTOWN, N. Y., U. S. A.

FLISTIKON THE FLY RIBBON

The Greatest Fly Catcher in the World. Retail at 5c. \$4.80 per gross. The Fly Ribbon Mfg. Co., New York. Order from your jobber.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. November 23, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.50 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch

TANGERINES.

Fancy, 120 to box, per ½ box.....	\$2.50
Fancy, 144 to box, per ½ box.....	2.50
Fancy, 168-200 per box, per ½ box.....	2.00 to 2.25

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.50
Extra Fancy Messina, 360 size, per box.....	3.50 to 4.00
Choice Messina, 300 size, per box.....	4.00
Choice Messina, 360 size, per box.....	

CALIFORNIA LEMONS.

Extra Fancy, 300 size, per box.....	\$4.50
Extra Fancy, 360 size, per box.....	4.25
Choice, 300 size, per box.....	4.00
Choice, 360 size, per box.....	3.75

FANCY FLORIDA ORANGES

Fancy Brights, 96 to box.....	\$2.25
Fancy Brights, 126 to box.....	2.75
Fancy Brights, 150-176 to box.....	2.50
Fancy Brights, 200-216 to box.....	2.50
Fancy Brights, 250-288 to box.....	2.40

Golden Russetts, 96 to box.....	\$2.25
Golden Russetts, 126 to box.....	2.50
Golden Russetts, 150-176 to box.....	2.30
Golden Russetts, 200-216 to box.....	2.30
Golden Russetts, 250-288 to box.....	2.30

FANCY ALMERIA GRAPES.

Extra Fancy, barrels, weight 65-66.....	\$5.50 to \$6.00
Extra Fancy, half barrels, weight 38.....	3.00
Fancy, barrels, weight 64-66.....	5.00
Extra Choice, barrels, weight 63.....	4.50
Choice, barrels, weight 63.....	4.00

FANCY FLORIDA GRAPEFRUIT

Fancy Bright, 36 to box.....	\$3.00
Fancy Bright, 46 to box.....	3.50
Fancy Bright, 54-64 to box.....	3.75
Fancy Bright, 80-96 to box.....	3.50
Golden Russetts, 36 to box.....	2.25
Golden Russetts, 46 to box.....	2.75
Golden Russetts, 54-64 to box.....	3.00
Golden Russetts, 80-96 to box.....	2.75

NEW JERSEY SWEET POTATOES.

Fancy Primes, per barrel.....	\$3.75
Choice Primes, per barrel.....	3.50
Large Medium, per barrel.....	2.50 to 2.75
Choice Medium, per barrel.....	2.25

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCKTON, OHIO

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.		CANNED FISH.		CANNED FRUITS.		LAUNDRY SOAP.	
Packed in paper-lined fancy bags or paper-lined sugar barrels. Per lb.		Salmon—		Apples, 3s, 2 doz. .... .80		Bars. Box.	
A" Java.....	.26	Clover Leaf, 1 lb., flat, 4 doz..... 2.10		Blackberries, 2s, 2 doz..... .75		Acorn.....120 2.45	
B" Java.....	.24	Clover Leaf, 1/2 lb., flat, 4 doz..... 1.25		Blueberries, 2s, 2 doz..... .95		*Pearl White Floating..... 60 2.40	
C" Java.....	.24	Sockeye, 1 lb., flat, 4 doz..... 2.10		Cherries, 2s, 2 doz..... .89		Ark.....100 2.00	
Java and Mocha Blend.....	.24	Seward, 1 lb., tall, 4 doz..... 1.45		Gooseberries, 2s, 2 doz..... 1.00		Babbitt's.....100 3.75	
Java and Mocha Blend.....	.22	Jockey, 1 lb., tall, 4 doz..... 1.50		Pie Peaches, 3s, 2 doz..... .99		5 box lots freight paid, with 1 1/2 box "1776" or 100 cakes Best Soap free.... 4.25	
A" Mocha.....	.24	Buster Pink, 1 lb., tall, 4 doz..... 1.00		Pears, 3s, 2 doz..... .95		10 box lots freight paid, with 3 boxes "1776" or 200 bars Best Soap free.... 4.20	
B" Mocha.....	.22	Arctic Belle, 1 lb., tall, 4 doz..... .95		Sliced Pineapples, 2s, 2 doz..... 1.25		Buffalo Oleine..... 60 2.40	
C" Mocha.....	.20	Argo, 1 lb., tall, 4 doz..... 1.50		Singapore Pineapples, 1 1/2s, chunks, 4 doz..... 1.25		Washday.....120 2.00	
aguaya (Washed Caracas).....	.18	Sockeye, 1/2 lb., flat, 4 doz..... 2.45		Singapore Pineapples, 10c. chunks, 4 doz. in case..... .95		*Bee.....100 3.90	
A" Maracaibo.....	.18	Iceberg, 1 lb. tall, 4 doz..... 1.45		Grated Pie Pineapples, James, 3s, 2 doz. .... .90		*Big Schooner.....100 3.75	
B" Maracaibo.....	.17	Hawkeye, 1/2 lb., flat, 4 doz..... 1.00		Raspberries, 2s, 2 doz..... .95		*Fels-Napha.....100 4.00	
A" Santos.....	.16	Lobsters—		Strawberries, 2s, 2 doz..... .95		Hoefner's Tiger Borax.....100 3.75	
B" Santos.....	.15	Gold Label, picnic size, 4 doz..... 1.50		Standard Peaches, Sunset 3s, 2 doz. 1.90		*Fair Oval.....100 4.00	
C" Santos.....	.14	Beaver, 1 lb., flat, 4 doz..... 2.45		California Apricots, 2 doz..... 2.60		*S. A. Gambrill, Oleine..... 60 2.40	
eberry Santos.....	.14	Star, 1/2 lb., flat, 4 doz..... 2.45		California Cherries, 2 doz..... 2.35		*Globe Oleine..... 60 2.40	
A" Rio.....	.12	Gold Label, 1/2 lb., flat, 8 doz..... 1.10		California Peaches, 2 1/2s, 2 doz..... 1.25		*Ivory, 6 oz.....100 7.00	
to. 1 Rio.....	.09	Beaver, 1/2 lb., flat, 8 doz..... 1.50		Wheeler Peaches, 3s, 2 doz..... 1.85		*Ivory, 10 oz.....100 8.75	
to. 2 Rio.....	.09	Clams—		Sliced California Peaches, 1s, 4 doz. 1.85		*Kirkman's.....100 8.25	
ption Special Mocha and Java, 1 lb. cans.....	.27	Gold Label Brand, 1 lb., tall, 4 doz..... 1.50		SALT. Per sack		*Kirk's Oleine.....100 3.00	
ption Perfection, 1 lb. cans.....	.20	Herring Roe—		Fine Table, Large Sack..... .90		*Lenox.....100 3.00	
attleship, 1 lb. packages, any quantity.....	.15	Old Virginia 2s, 2 doz..... 1.50		Kiln Dried..... 1.00		*Lifebuoy.....100 2.00	
og Cabin, 1 lb. packages, 100 to case.....	.14	Mackerel—		Fine Table, bushel sacks..... .35		*Fairbank's Tar.....100 3.75	
rbuckle's, 100 lbs. to case.....	15.00	Mackerel in sauce, oval.....		Fine Table, 1/2 bushel sacks..... .22		*Magic Cleaner.....100 3.90	
ing Bee, 100 lbs. to case.....	15.00	Oysters—		Ground Alum, 140..... .63		*Octagon.....100 3.90	
even Day, 100 lbs. to case.....	15.00	Standard, 5 oz., 2 doz..... .90		Per bbl.		*Philadelphia Oleine..... 60 2.40	
TEA.		Sardines, in Oil—		Fine Dairy, 2s, 140 to bbl..... 2.60 <th colspan="2">*P. & G. Oleine..... 72 3.00</th>		*P. & G. Oleine..... 72 3.00	
Per lb.		per case.		Fine Dairy, 3s, 100 to bbl..... 2.58 <th colspan="2">Premium.....100 3.75</th>		Premium.....100 3.75	
to. 25 Gunpowder.....	.24	1/2 oil, 100..... 6.50		Fine Dairy, 4s, 70 to bbl..... 2.35 <th colspan="2">*Santa Claus.....100 3.15</th>		*Santa Claus.....100 3.15	
to. 25 Gunpowder.....	.35	Gold Label, 1/2 oil, 100 cans..... 3.50		Fine Dairy, 5s, 60 to bbl..... 2.40 <th colspan="2">*Star.....100 8.00</th>		*Star.....100 8.00	
est Gunpowder.....	.45	Standard, 1/2 oil, 100..... 3.75		Fine Dairy, 8s, 3s to bbl..... 2.13 <th colspan="2">*Sunlight.....100 4.00</th>		*Sunlight.....100 4.00	
to. 25 English Breakfast.....	.20	1/2 lb., oil, with key, 100..... 4.50		Fine Dairy, 10s, 28 to bbl..... 2.15 <th colspan="2">*Sunshine.....120 2.45</th>		*Sunshine.....120 2.45	
to. 25 English Breakfast.....	.33	Epicurian, 1/2 oil, fancy cartons, 100 cans..... 4.50		Worcester, 2 1/2s, 115 to bbl..... 4.00 <th colspan="2">Star Oleine..... 60 1.75</th>		Star Oleine..... 60 1.75	
est English Breakfast.....	.40	Mustard Sardines—		Worcester, 5s, 60 to bbl..... 3.75 <th colspan="2">*Sunny Monday.....100 4.00</th>		*Sunny Monday.....100 4.00	
to. 25 Moyune Gunpowder.....	.33	Gold Label, 100 cans..... 6.50		Snow Flake, 48 10c. packages..... 8.10 <th colspan="2">*White Cloud.....100 8.90</th>		*White Cloud.....100 8.90	
to. 25 Moyune Gunpowder.....	.38	Standard, 100 cans..... 3.65		Snow Flake, 36 15c. packages..... 8.75 <th colspan="2">*Wonder Worker.....100 4.00</th>		*Wonder Worker.....100 4.00	
est Moyune Gunpowder.....	.50	Leon D'or Brand, 100 cans..... 4.50		Colonial, 36 5c. packages..... 1.30 <th colspan="2">Wonder Worker Chips.....4 doz. 2.08</th>		Wonder Worker Chips.....4 doz. 2.08	
to. 25 Imperial.....	.33	Mustard Sardines—		Rock Salt.....per cwt. .95 <th colspan="2">Lion.....100</th>		Lion.....100	
to. 25 Imperial.....	.35	Gold Label, 50 cans..... 2.95		Shaker, 2 doz. in case.....per case 1.60 <th colspan="2">*Snowberry.....100 3.90</th>		*Snowberry.....100 3.90	
to. 25 Colong.....	.28	3/4 Mustard, 50 cans..... 8.75		MOLASSES AND SYRUPS.		Best Blue..... 80 3.40	
to. 25 Colong.....	.35	Harbor Brand, 48 cans..... 8.75		Per gal.		*Hoefner's Ammonia.....100 8.95	
est Colong.....	.45	Imported Sardines—		St. Clair, N. O..... .39 <th colspan="2">*P. & G. Naphtha.....100 8.85</th>		*P. & G. Naphtha.....100 8.85	
Young Hyson.....	.35	1/2 Oil, Martell Brand, 100 cans..... 16.00		Kingsland, N. O..... .30 <th colspan="2">Duck.....100 3.85</th>		Duck.....100 3.85	
apan.....	.35	1/2 Oil, Marie Elizabeth, boneless, 100 cans..... 16.00		Julian F. Bradshaw's Molasses, No. 44..... .33 <th colspan="2">20 Mule Borax.....100</th>		20 Mule Borax.....100	
eno 1/2 and 1/4 lb. packages.....	.50	1/4 Oil Imported—		Cheapside Molasses..... .28<			

NEW YORK PRICE-LIST

NOTE.—Prices are those prevailing on date of issue. Corrected Weekly. Invariably F. O. B., New York.

—1—

MOLASSES.

Porto Rico Molasses—	Per gal.
Fancy, bbls.....	.42 @ .45
Choice, bbls.....	.38 @ .40
Good, bbls.....	.26 @ .30
Fancy, qt. jars.....	per doz. 1.20
New Orleans Molasses—	
Fancy Open Kettle—New Crop.....	.42 @ .44
Fancy.....	.38
Choice.....	.36
Prime.....	.29
No. 10, ½ doz. in case, in tins.....	Per doz. 4.75
No. 5, 1 doz. in case, in tins.....	" 2.75
No. 3, 2 doz. in case, in tins.....	" 1.50
No. 2, 3 doz. in case, in tins.....	" 1.00

PURE SYRUPS.

Gilt Edge Drips, in bbls.....	.33
Robin Hood, in bbls.....	.28
Various Grades, in bbls.....	.18 @ .19
Lyle's Golden Drips, 2 lb. tins, 2 doz. in case.....	Per case 1.90

SALT FISH.

Mackerel.

Gross Weights	Count	350	160	77	20
(about)	200lb.	100lb.	50lb.	8lb.	
Bloater, Norway. None					
No. 1, Norway... None					
No. 2, " " None					
No. 3, " " 325-350	25.00	13.05	6.65	1.20	
No. 4, " " 400-450	22.00	11.55	5.90	1.08	
Fancy Shore					
Bloaters.....	95-105	30.00	15.55	7.90	
No. 1, shores.....	160-175	26.00	13.55	6.90	
No. 1, New Cape					
Shores.....	110-115	15.00	8.05	4.15	.80
No. 1, New Cape					
Shores.....	160-170	16.00	8.55	4.40	.84
No. 1, New H'fax.....	160-170	15.00	8.05	4.15	.80
No. 2, New Irish.....	325-350	17.00	9.05	4.65	.88
No. 2, New Irish.....	350-400	16.00	8.55	4.40	.84
No. 2, New Irish.....	400-450	15.50	8.30	4.28	.82

Boneless Codfish.

	In box.	Per lb.
White Seal, Middles, Finest Georges.....	40 lb.	.12½
Prize Strips, Middles, Finest Georges.....	40 lb.	.09¾
Prize Strips, Middles, Finest Georges.....	20 lb.	.10
Satin Middles, Fancy.....	40 lb.	.09½
Brilliant Strips.....	40 lb.	.08½
Brilliant Strips.....	20 lb.	.08¾

Herring.

New Medium, Scaled.....	Per box .15½
Skinless and Boneless, 10-lb. boxes.....	Per lb. .14
Star Boneless, large tins, 1 doz. in box.....	Per doz. 1.50
Star Boneless, Dime tins, 2 doz. in box.....	Per doz. .90

TEAS.

Oolong (Formosa & Foochow)—	Per lb.
Fair to fancy.....	.18 @ .75
Japan—	
Fair to choicest.....	.20 @ .45
Basket Fired Japan—	
Fair to choicest.....	.22 @ .45
Japan Dust—	
Fair to good.....	.12 @ .15
Young Hyson—	
Fair to fine.....	.17 @ .50
Hyson—	
Fair to choicest.....	.16 @ .35
Gunpowder—	
Fair to choicest.....	.19 @ .60
Imperial—	
Fair to choicest.....	.32 @ .60
English Breakfast—	
Fair to choicest.....	.17 @ .55
Ceylon and India—	
Fair to fine.....	.20 @ .55

ROASTED COFFEES.

Sumatra—	Per lb.
Mandheling, fancy.....	.34
Old Government, best.....	.27
" " choice.....	.25
" " prime.....	.23
" " good.....	.23
Mocha—	
Genuine Arablan.....	.26
Windsor Blend.....	.23

—2—

Maracaibo—	
Cucuta, best.....	.17
" " choice.....	.16
" " prime.....	.15
" " good.....	.14
Laguayra—	
Caracas, finest.....	.18
" " choice.....	.16
Peaberry—	
Santos, fancy.....	.16
" " choice.....	.15
" " fine.....	.14
Rio, fancy.....	.15½
" " choice.....	.14½
" " fine.....	.13½
Santos—	
Best.....	.15
Choice.....	.14
Prime.....	.13½
Good.....	.12½
Fair.....	.11½
Rio—	
No. 1, golden.....	.15
No. 2.....	.14
No. 3.....	.13
No. 4.....	.12½
No. 5.....	.12
No. 6.....	.11½
No. 7.....	.11

SPICES.

Whole, bags or bbls—	Per lb.
Allspice.....	.08
Cassia buds.....	.28
Cinnamon, select grade.....	.12
" " Batavia.....	.25
" " Saigon.....	.50
Cloves, Zanzibar.....	.14
" " Amboyna.....	.24
" " Penang.....	.30
Ginger, African.....	.10
" " Jamaica, bleached.....	.22
Nutmegs, 75@ 80s.....	.25
" " 110s.....	.20
Black Pepper, Singapore.....	.09
" " shot.....	.10
White Pepper, Singapore.....	.14
Red Peppers.....	.12
Pure Ground, Highest Grade—	Bbls. and 6, 10, cans, 2 & 4 ½-bbls. 15-lb. doz. case Per lb. Per doz.
Allspice.....	.10 .12 .71
Cinnamon.....	.16 .19 .92
Cinnamon, Saigon.....	.60 .62 2.42
Cloves.....	.18 .20 1.00
Ginger, Borneo.....	.14 .16 .82
Ginger, Jamaica.....	.24 .27 1.23
Mace.....	.62 .65 2.48
Mustard.....	.16 .19 .94
Nutmegs.....	.23 .25 1.15
Black Pepper.....	.10 .12 .70
White Pepper.....	.16 .19 .94
Cayenne, Red Pepper.....	.18 .20 1.00
Paprika, Hungarian.....	
Red Pepper.....	.30 .34 1.44
Assorted Spices.....	

CANNED GOODS.

Vegetables.

Asparagus—	Per doz.
Mammoth, white, 2½s, California.....	4.50
Medium, green, 2½s, California.....	3.25
Tips, green, 1s.....	1.85
" " white, California, 1s.....	3.75
Beans, Baked—	Plain. Sauce.
Sunbeam, 4 doz., No. 1.....	.70 .80
" " " " 2.....	1.10 1.15
" " " " 3.....	1.40 1.45
Van Camp, 4 " " 1.....	1.00 1.00
" " " " 2.....	1.50 1.50
" " " " 3.....	1.85 1.85
Snider's, 4 " " 1.....	.90 .90
" " " " 2.....	1.40 1.40
" " " " 3.....	1.80 1.80
B. & M., 4 " " 1.....	.65 .70
" " " " 3.....	1.50 1.70
Beans, Lima—	
Royal Scarlet, tiny, 2 doz., No. 1.....	1.10
Sunbeam, small, N. J., No. 2.....	1.50
Valley Field, medium, N. J., No. 2.....	1.00
Our Chef, medium, N. Y., No. 10.....	6.75
Beans, Stringless—	
Royal Scarlet, fancy, No. 2.....	2.10
Robin Hood Refugees, No. 2.....	1.35
Lehigh Valley, N. Y., No. 2.....	1.00
Sunbeam, fancy, No. 2.....	2.00
Acme, small, Refugees, No. 2.....	1.25
Red Jacket, whole, No. 10.....	4.25
Boyers, string, No. 2.....	.70
Peas—	
Smallest sifted, 2s.....	2.10
Extra sifted, 2s.....	1.60 @ 1.75
Sifted, 2s.....	1.15 @ 1.35
Telephone, 2s.....	1.25
Sweet wrinkled, 2s.....	1.40 @ 1.60
Standard Early June, 2s.....	1.00 @ 1.10
Soaked, 2s.....	.75 @ .80

—3—

Succotash—	
Extra fancy Maine, 2s.....	1.40
Fancy Maine, 2s.....	1.10 @ 1.25
Extra standard, 2s.....	.95 @ 1.00
Pumpkin—	
Fancy, 3s.....	1.10 @ 1.20
" " gals.....	2.40
Squash—	
Fancy, 3s.....	1.20
Tomatoes—	
5½ in. cans, fancy New Jersey.....	1.60
5½ in. cans, extra standard New Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95 @ 1.00
2-lb. cans.....	.75 @ .80
Standard New Jersey, gals.....	2.75
Extra standard Maryland, gals.....	2.50
Glass jars, qts.....	2.75
Beets—	
Fancy Strawberry, 3s.....	1.40 @ 1.60
Cut, 3s.....	1.10 @ 1.15
Sweet Potatoes, 3s.....	1.15
Sauer Kraut, 3s.....	.95 @ 1.10
Spinach—	
Standard Maryland, 3s.....	1.15 @ 1.40
Fancy New Jersey, 3s.....	1.40 @ 1.65
Gals.....	4.75 @ 5.00

FRUITS.

California.

Apricots—	Per doz.
Extra, 2½s.....	2.25
" " standard, 2½s.....	1.75
Standard, 2½s.....	
Gals.....	5.25 @ 6.25
Cherries—	
Extra, white, 2½s.....	2.75
" " standard, white, 2½s.....	2.40
Standard, white, 2½s.....	2.35
Extra standard, gals.....	7.50 @ 9.25
Bartlett Pears—	
Extra fancy, 2½s.....	3.25
" " 2½s.....	2.40
" " standard, 2½s.....	2.40
Standard, 2½s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
" " standard, 2½s.....	2.00
Standard, 2½s.....	1.75
Gals.....	5.50 @ 7.00
Peaches—	
L. C., extra fancy, 2½s.....	3.25
" " 2½s.....	2.75
Crawford, extra fancy, 2½s.....	2.75
" " standard, 2½s.....	1.85

Eastern.

Pears—	
Fancy New York, 2s.....	1.75
" " State, 2½s.....	2.90
Standard, 2s.....	1.50
Pineapples—	
Sliced or grated, 2s.....	2.25 @ 2.40
" " 1s.....	1.10 @ 1.20
Pie, grated, gals.....	3.00
Singapore, 1½s.....	1.15 @ 1.25
Plums, egg, 3s.....	
" " gage, 3s.....	
Apples—	
Gals.....	2.25
Strawberries—	
Fancy, 2s.....	3.00
Extra, 2s.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard, 2s.....	

FISH.

Lobster—	
Flat, 1s.....	5.00
" " ½s.....	2.50 @ 2.75
Kipper Herring—	
1s.....	1.50
Alaska Salmon—	
Pink, 1s.....	1.10
Medium Red.....	1.25 @ 1.30
Choice Red, 1s.....	1.40 @ 1.50
Columbia River Chinook Salmon—	
Flat, ½s.....	1.25 @ 1.30
Tall, 1s.....	2.00
Flat, 1s.....	2.20
Oval, 1s, steaks.....	3.00
Sardines—	
Domestic, ¼s, oil, 100 tins.....	3.35 @ 6.00
" " ¾s, mustard, 50 tins.....	2.65 @ 4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs.....	.14
Smyrna Sultana, choice, 4 crown, 30 lbs.....	

—4—

Cleaned Sultanas—	
Smyrna, fancy, 1-lb. cartons.....	.15
" " choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	
California, 4 crown, 50 lbs.....	.07½
" " 3 crown, 50 lbs.....	.07
" " 2 crown, 50 lbs.....	.06½
Figs—	
Baskets, 1 and 2 lbs.....	.15 @ .18
Layers, 2¼ in., 10 lbs.....	
2½ in., 12 lbs.....	
2¼ in., 12 lbs.....	.08
2-in., 12 lbs.....	
Currents—	
Fancy, 1-lb. cartons.....	.1
Cleaned, choice, 1-lb. cartons.....	
Bulk, choice, 50 lbs.....	.08¾
Natural, choice.....	.06¾
Citron—	
According to quality.....	.14½ @ .17
Lemon Peel—	
According to quality.....	.11½ @ .13
Orange Peel—	
According to quality.....	.11½ @ .13
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.04½
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30.....	.12
" " 30@40, choice.....	.08½
" " 40@50, ".....	.08
" " 50@60, ".....	.07½
" " 60@70, ".....	.07
" " 70@80, ".....	.06½
Choice, 50-lb. box—	
60@70, 80@90.....	
70@80, 90@100.....	.11½
Fancy, 25-lb. boxes—	
40@50.....	.10¾
50@60.....	.10
60@70.....	
70@80.....	
Oregon, 25-lb. boxes—	
30@40.....	.08
40@50.....	.07½
Apples—	
Fancy, 50 lbs.....	.12
" " 1-lb. cartons.....	
Prime, 50 lbs.....	.08
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	
" " unpeeled, 25 lbs.....	.09½
Extra choice, Muir.....	.08½
Apricots—	
Royal, extra fancy, 25 lbs.....	.14
" " fancy, 25 lbs.....	.11¾
" " choice, 25 lbs.....	.09¾
Moorpark, fancy, 25 lbs.....	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @ .52
Valencia, 28 lbs.....	.33
Flot, shelled.....	
In shells—	
California, paper shell, 80 lbs.....	
French Princess.....	.17½
Tarragona, 120 lbs.....	.15
Hard Shell, 100 lbs.....	
Brazils—	
New, large, 180 lbs.....	.10
Filberts—	
Turkish.....	
Sicily, 130 lbs.....	.10
Jumbo, Naples, 110 lbs.....	
Long, Naples, 110 lbs.....	.13
Pecans—	
Polished, 80 lbs.....	.11 @ .14
Louisiana, paper shell.....	
Walnuts—	
Chili, 1907 crop.....	.12
Grenoble, 220 lbs.....	.15
Marbols, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, 25 lb. boxes.....	.16
Extra choice, 25-lb. boxes.....	.13 @ .14½
Choice, 125-lb. bags.....	.11 @ .12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case—	Per case.
Reduced, ¼s, boneless.....	7.00 @ 22.00
" " ¼s, with bones.....	
French, ¼s, boneless.....	17.00 @ 22.00
" " ¼s, with bones.....	24.50 @ 27.00
High, ¼s, boneless.....	15.00 @ 40.00
½s, boneless.....	
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00 @ 20.00
Mu-hrooms—	
¼s, according to quality.....	16.00 @ 35.00
½s, according to quality.....	15.00 @ 20.00
String Beans—	
According to quality.....	12.00 @ 17.00
Lima Beans—	
According to quality.....	18.00 @ 20.00
Brussels Sprouts.....	12.00 @ 16.00
French Macaroni, cartons, 25 lbs.....	.08 @ .09½

Grocery World and General Merchant Prices--Current.

CORRECTED WEEKLY.

any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
	Column.		Column.		Column.	Standard Weights per Bushel.	
utter	6	Sugar.....	1			Marrow Beans.....	60 lbs.
gs	16	Farinaceous Goods.....	17			Medium Beans.....	60 "
ur	17	Popping Corn	23			Pea Beans.....	60 "
essed Poultry	25	Provisions.....	24			Red Kidney Beans.....	58 "
		Lard	24			Hominy.....	56 "
		Live Poultry.....	25			Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

COL.	COL.	COL.	COL.	COL.	COL.	COL.	COL.
arm Cash Drawer.....18	Pie Fruit.....8	Drugs, Grocers'.....26	Ink.....20	Mustard.....30	Preserves.....25	Spices.....30	
um.....26	Sardines.....9		Insect Powder.....26	Prepared.....31	Provisions.....24	Whole.....31	
monia.....3	Meats.....9	Eggs.....16	Ironing Wax.....32	Marmalade.....26	Pudding.....18	Starch.....31	
munition.....6	Soups.....10	Essence of Coffee.....5			Putty.....26	Stove Polish.....31	
de Grease.....3	Capers.....16	Extracts.....27				Soap Powders.....30	
	Catsup.....11					Sugars.....1	
gs, Paper.....23	Cereal Specialties.....17		Jams.....26	Noodles, Egg.....17	Rennet.....27	Sulphur.....26	
g and Twine Holders.....18	Cereal Coffee.....20		Jars and Jar Rubbers.....6	Nuts.....	Rice.....28	Sundries.....32	
aking Powder.....3	Cheese.....16	Fancy Groceries.....16	Jellies.....25		Rolled Oats.....17	Syrups.....33	
urley.....17	Chocolate and Cocoa.....11	Farinaceous Goods.....17	Junket Tablets.....27		Root Beer.....29		
uth Brick.....32	Chewing Gum.....27	Fish, Canned.....8			Rosin.....26		
ans.....17	Cider.....27	Fixtures.....18					
acking, Shoe.....4	Clothes Pins.....34	Flour.....17					
uing.....6	Cocoa.....17	Self Rising.....17					
prax.....26	Codfish.....19	Buckwheat.....17					
rooms.....33	Coffee.....5	Fly-paper.....32					
ushes.....35	Essence.....5	Food, Bird.....32					
ackwheat Flour.....17	Chicory.....5	Fruit Butters.....25					
ing Borers.....15	Coffee Mills.....18	Fruits, Domestic, Dried.....19					
atchers' Sundries.....25	Cooking Herbs.....6	Foreign, Dried.....19					
utter Dishes.....34	Condensed Milk.....12						
utter.....6	Condensed Mince Meat.....21						
utter Color.....26	Corn Meal.....17						
	Corn Starch.....31						
	Cottolene.....16						
amphor.....26	Crackers, Cakes, etc.....13						
andies.....10	Crescent Mapleine.....33						
andies.....6	Cutters, Tobacco.....18						
anned Goods.....7							
California Fruits.....7							
Vegetables.....7	Delicatessen.....14						
Fish.....8	Dressed Meats.....24						

-1-		-2-		-3-		-4-	
SUGAR.		PACKAGE TEAS.		AMMONIA.		BLACKING--Shoe.	
Confectioners' Lozenge, XXXX.....	5.00	Lipton's Teas.....	Per lb.	McCormick & Co., Banquet brand, Ceylon, Blended, etc.....	Per lb.	Rumford Baking Powder:—	
" Powdered.....	4.90	Ceylon and India, No. 1.....	.45	1-lb. canisters, 8-lb. boxes.....	.45	5c. tins, 4 doz.....	per doz. .45
" Crown A.....	5.30	Ceylon and India, No. 2.....	.40	1-lb. " 12-lb. ".....	.45	10c. can, 2 doz. in box.....	per doz. .97
" Crystal A.....	4.95	Ceylon and India, No. 3.....	.35	1-lb. " 10-lb. ".....	.45	1-lb. cans, 2 doz. in case.....	per doz. 1.21
" Coarse Granulated.....	5.20	Black and Green, No. 1.....	.45	1-lb. " 10-lb. ".....	.45	1-lb. cans, 1 doz. in case.....	per doz. 2.54
Tablets.....	6.25	Black and Green, No. 2.....	.40	McCormick & Co., Bee brand—	Per lb.	Royal, roc. size, 4 doz.....	.84
Crystal Dominoes.....	7.27½	English Breakfast, No. 1.....	.45	1-lb. lithographed cans, 20-lb. boxes.....	.51	" 1/2 lb., 4 doz.....	1.31
Loaf.....	5.73½	English Breakfast, No. 2.....	.40	1-lb. " 10-lb. ".....	.55	" 1/2 lb., 2 doz.....	2.41
Latent Cubes.....	5.05	Formosa Oolong, No. 1.....	.45	1-lb. " 10-lb. ".....	.57	" 1 lb., 1 doz.....	4.6
Powdered.....	4.90	Formosa Oolong, No. 2.....	.40	Travellers pocket canister, 4 doz.....	.80		
Extra Fine Granulated.....	4.80	Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00					
Coarse Granulated.....	4.80	Tetley's Tea—	Per lb.				
Granulated.....	4.80	1/2 lb. or 1/4 lb. in lead or tin, 25 lbs. in case.					
Fine Granulated.....	4.80	No. 2, Green Label, India and Ceylon.....	.45				
" in 50-lb. bags packed 2 in 100-lb. bag.....	4.85	No. 1, Buff Label, India and Ceylon.....	.60				
" in 25-lb. bags packed 4 in 100-lb. bag.....	4.85	Ex. Gold, India and Ceylon.....	.75				
" in 10-lb. bags packed 10 in 100-lb. bag.....	4.95	Mixed (Green and Black), same prices as above.					
" in 5-lb. bags packed in bbls.....	5.00	Formosa and Oolong, same prices as above.					
" in 5-lb. bags packed in 100-lb. bags.....	5.00	Caricel Blend, Martindale & Co.—	Per lb.				
" in 2-lb. bags packed in bbls.....	5.10	5-lb. Silver Sacks.....	.22				
" in 2-lb. bags packed in 100-lb. bags.....	5.10	1-lb. Silver Sacks.....	.22½				
" in 2-lb. cartons in cases.....	5.00	1/2-lb. Silver Sacks.....	.23				
" in 2-lb. paper packages in cases.....	5.00	1/4-lb. Silver Sacks.....	.23½				
Confectioners' A.....	4.65	1/2-lb. Silver Sacks.....	.25				
1—Keystone A.....	4.60	Spring Garden Tea—	Per lb. net				
2—American A.....	4.55	100 lb. barrels.....	.18				
3—Centennial A.....	4.50	5 lb. silver bags.....	.19				
4—California A.....	4.45	1 lb. silver bags.....	.19½				
5—Franklin B.....	4.40	1/2 lb. silver bags.....	.20				
6—Keystone B.....	4.35	1/4 lb. silver bags.....	.21				
7—American B.....	4.30	Packed in cases containing 100 pounds.					
8—Centennial B.....	4.25						
9—California B.....	4.20						
10—Franklin Extra C.....	4.15						
11—Keystone Extra C.....	4.10						
12—American Extra C.....	4.05						
13—Centennial Extra C.....	4.00						
14—California Extra C.....	4.00						
15—Franklin C.....	4.00						
16—Keystone C.....	4.00						

TEA.		BAKING POWDER.		AXLE GREASE.		SHOE DRESSING.	
	Per lb.						
Japans—Basket-fired.....	20 @ 35	Sea Foam Baking Powder—		Frazer's, 15 lb. pails.....	.80	Mason's.....	.78
Japans—Pan-fired—Common to fair.....	20 @ 23	1/2 lb., 4 doz. in case.....	.95	Frazer's, boxes, 1/4 gross.....	9.25	Acme, 1 doz.....	1.15
Fine.....	24 @ 28	1/2 lb., 2 doz. in case.....	1.70	Mica, 1/4 gross.....	8.40	Bixby's Royal Polish, 1 doz.....	.78
Choicest.....	30 @ 38	1 lb., 1 doz. in case.....	3.40	Peerless, 1/4 gross.....	4.50	Bixby Jet Oil Polish.....	.80
Formosa—Superior to Fine.....	18 @ 20	Davis' O. K., 1/2-lb., 4 doz.....	.45	Paragon, 1/4 gross.....	5.50	Brown's Shoe Dressing, 1 doz.....	.80
Choice to Extra.....	22 @ 30	Davis' O. K., 1/2-lb., 3 doz.....	.90			Brown's Army and Navy, 1 doz.....	.80
Choicest.....	40 @ 50	Davis' O. K., 1-lb., 2 doz.....	1.65			Boyer's French Dressing.....	.65
Food snow—Common, cargo.....	14 @ 16	Davis' O. K., 5-lb., 1/2 doz.....	7.20			" Oil Polish.....	.75
Good, medium.....	17 @ 22	Cleveland's, 10-c. size, 4 doz.....	.84			Admiral Russet Combination.....	.70
Superior.....	23 @ 28	Cleveland's, 1/2-lb., 4 doz.....	1.23			Admiral Shoe Dressing.....	.70
Fine.....	30 @ 35	Cleveland's, 1/2-lb., 2 doz.....	2.28			Whittemore Bros. & Co.—	
Choicest.....	40 @ 40	Leslie's, 1/2-lb. cans, 1 doz. cases.....	.45			Gilt Edge Polish, black.....	2.00
		Leslie's, 1/2-lb. cans, 2 doz. cases.....	.90			Boston Waterproof, black.....	2.00
		Leslie's, 1-lb. cans, 1 doz. cases.....	1.65			Boston Jr. Waterproof, black, 10-cent size.....	.85
		Leslie's, 5-lb. cans, 6 cans in case.....	12			Elite Combination, Baby, black.....	.85
		Sea Gull, 6 oz., glass, 4 doz.....	.45			Elite Combination, large, black.....	2.00
		Parrot and Monkey, 4 doz.....	.45			Superb Patent Leather Paste, large.....	.75
		Rumford's Yeast Powder:—				Champion, black, friction polish.....	2.00
		4 oz. glass, 2 doz.....	.82½			Champion Jr., black, friction polish.....	.85
		6 oz. glass, 2 doz.....	1.07½			French Gloss, black, self-polishing.....	.75
		6 oz. glass, 4 doz.....	1.04			Royal Gloss, black, self-polishing.....	.75
		6 oz. glass, 6 doz.....	1.03			Dandy Combination, russet.....	2.00
		6 oz., 1 gross, in bbl.....	12.25			Star Combination, russet.....	.75
						Dandy Russet Paste, large.....	.75
						Bossola Waterproof Paste Polish, large.....	.75
						Bossola Waterproof Paste Polish, small.....	.65
						Quick White, cleans dirty canvas shoes.....	.85
						Quick White, cleans dirty canvas shoes.....	2.00
						Oil Paste black, never dries up, large size.....	.75

-3-

GREEN COFFEE.

	Per lb.
Rio, Golden, fancy.....	@.09 1/2
" prime.....	@.08
" choice.....	@.07 1/2
Santos, Peaberry, extra fancy.....	@.12 1/2
" fancy.....	@.10 1/2
" choice.....	@.09 1/2
Maracaibo, strictly fancy, mild.....	@.12 1/2
" choice.....	@.11 1/2
Washed Caracas, fancy.....	@.14 1/2
Laguayra, fancy.....	@.11 1/4
Java, extra fancy Old Government.....	@.20 1/2
" extra fancy.....	@.20
Mocha, 1/2 and 1/4 bales, genuine, finest.....	@.19
" Seed, Santos, fancy.....	@.10 3/4
" choice.....	@.10 1/4

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@.12
" Prime.....	@.10
" Choice.....	@.09 1/2
" No. 2, bags about 50 lbs.....	@.09
Santos, Peaberry, extra fancy.....	@.16
" extra fancy.....	@.13
" fancy.....	@.12 1/2
" choice.....	@.12
Laguayra, fancy.....	@.14 1/2
Maracaibo, choice.....	@.14 1/2
" fancy.....	@.15
" extra fancy.....	@.15 1/2
Java, extra fancy Old Government.....	@.25 1/2
" fancy.....	@.24 1/2
Mocha, finest.....	@.23 1/2
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
" " 2.....	.20
" " 3.....	.17
" " 4.....	.14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.	
New York Card Price. 100-lb. Cases. 60-lb. Cases.	
Ariosa.....	15 1/4 15 3/8
Arbuckle's Seven Day.....	10 1/4 10 3/8
Lion.....	13 1/4 13 3/8
B. Fischer & Co.—	
Hotel Astor Coffee, 1-lb. tins.....	.26
Thos. Martindale & Co.—	
Saludo, lbs.....	.20
" 50-lb. tins.....	.19
" barrels.....	.18
Viv, lbs.....	.16
" 50-lb. tins.....	.15
" barrels.....	.14
Ground or pulverized without extra charge.	
Lipton's—	
Special.....	.26
Perfection.....	.20
Packed in 30 and 60-lb. cases.	
German-American Coffee Co.—	
Triunfo, 24 2-lb. cans.....	.29
" 48 1-lb. cans.....	.29 1/2
Trinidad, 60 or 100 1-lb. cartons.....	.26
"G-A" Blend, 20 3-lb. cans.....	.24
La Cruzada, 60 or 100 1-lb. cartons.....	.21 1/2
Iowa, 60 or 100 1 and 2-lb. cartons.....	.18 1/2
Tumbala, 60 or 100 1-lb. cartons.....	.16 1/2
Quezal (after-dinner), 12, 24 or 48 1/2-lb. cans per 1/2 lb.....	.35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr"—	
50 tins in box.....	per box 3.90
12 in tins box.....	per carton .95
2-lb. tins.....	per doz. 5.75
George Floto's Sons—	
Coffee Essence, 1/2-gross improved cans.....	per gross 2.25
" 1/2-gross cans, tin ends.....	2.70
" 1/2-gross cans, all tin.....	2.85
Vienna Coffee Essence, Manila, 1/2 gross.....	2.25
Package Chicory, 65-lb. cases.....	per lb. .04 1/2
Hummel's Essence, tin can, 1/2 gross, per gross.....	.85
" tin ends.....	2.70
" improved.....	2.15
Chicory, Selig's 65's.....	.05 3/4
" English, ground, bags about 160 lbs.....	.05 1/4
" Franck's, stick, 65 lbs.....	.06 1/8
" Muller's, Columbus brand, 5 sticks to lb., 65 lbs.....	.04 3/8

AMMUNITION.

Blasting, A, kegs, 25 lbs.....	2.35
" B, kegs, 25 lbs.....	1.50

-6-

BLUING—Dry.

	Per gross
Barlow's, small, 2 doz.....	2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Ball Blue, No. 1, 3 doz.....	2.60
" No. 2, 3 doz.....	4.80
Reckitt's, 5c. and 10c. asst., 8 lbs.....	Per lb. .30

BLUING—Liquid.

	Per gross
Boyer's Bengal, No. 8, 1/4 gross.....	3.90
Army and Navy, No. 8, 3 doz.....	5.10
Crystal, No. 2, 3 doz.....	3.00
Jack Rose, No. 14, 3 doz.....	5.00
Troy, No. 32, bbls., 6 doz. barrel.....	5.50
French Laundry, large, 1/2 gross in barrel.....	2.45

BUTTER.

	Per lb.
Tub Butter—	
Creamery, extra, 60-lb. tubs.....	.32
" first.....	.31
" second.....	.30
" third.....	.29
" imitation, 30-60 lbs.....	.26
" 5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.33
Ladles, 30-60 lbs., bakers' use.....	.23
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.....	.37
B. B., E. D. brands, 20-50-lb. boxes.....	.36
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.35
Sheaf ("400") Elgin, 20-50-lb. boxes.....	.34
Sheaf.....	.29-33
Milken Farm, lbs. and 1/2 lbs.....	.38
Gurnee, lbs. and 1/2 lbs.....	.36
Belle Spring.....	.32

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs.....	.10 3/8
" 16's, 30 lbs.....	.11 3/8
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.08 3/4
Searchlight, hotel, 16's, 30 lbs.....	.09 1/4
Pearless, hotel, 16's, 30 lbs.....	.10 1/4
Bright Light, 16's, 30 lbs.....	per box 2.00
Werk's, 8's, 30 lbs.....	.11
" 16's, 30 lbs.....	.12
Neverout, 8's.....	per box 2.00
" 16's.....	2.10

JARS AND JAR RUBBERS.

	Gross
Glass Jars.....	
Pints.....	4.15
Quarts.....	4.45
Half-gallons.....	
Jelly Tumblers—	
Barrels, 22 doz.....	per doz. .17
(No charge for barrels.)	
Jar Tops—	
1/2 gross, no rubbers.....	per gross 1.60
Jar Rubbers—	
Lip, wide.....	per gross .85
Acme, wide, 1 doz. cartons, 5 gross box.....	per gross .45
" medium, 1 doz. cartons.....	per gross .40
Reliable, white rubber, wide.....	.26
" medium.....	.26
Black, medium.....	per lb. .25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Mayflower brand, Sweet Marjoram.....	per doz. .25
" Sage.....	.25
" Thyme.....	.25
" Savory.....	.25
" Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, 1/2 doz. Thyme, 1/2 doz. Savory.....	per case 1.00
Colburn's "A" brand, Sweet Marjoram.....	
Thyme, Sage, Savory—	
1/8-lb. cartons, 1 doz.....	per doz. .40
1/4-lb. " " ".....	.75
1/2-lb. " " ".....	1.25
1/4-lb. screw cap bottles, 2 doz.....	.90
1/4-lb. square cans, 2 doz.....	.85

-7-

CANNED GOODS.

	Per doz.
Tomatoes—	
Mrs. Hancock's, frying.....	1.20
DuBois', frying.....	1.10
5 case lots.....	1.07 1/2
Jersey King, No. 3, standard Jersey.....	.92 1/2
5-case lots.....	.90
Silver Lake, fancy Jersey.....	.97 1/2
Jersey, No. 3.....	1.00
Peerless, extra fancy, No. 3.....	.90
Plantation, No. 10, standard, 1/2 doz.....	2.30
Silver Lake, No. 10, 1 doz.....	2.60
Golden Rule, off standard.....	.77 1/2
Alta, No. 2, good.....	.60
Favorite, No. 10, 1 doz.....	2.40
Brandywine Hills, extra fancy.....	1.00
Bull Dog, extra standard 2s.....	.60
Mrs. Lippincott's, Frying.....	1.25
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake, fancy Jersey.....	1.00
Early Autumn, No. 2.....	.92 1/2
Oxford, Maine packed.....	.87 1/2
String Beans—	
Extra fancy.....	1.50
Boyer's, 2s.....	.57 1/2
Acorn, 3s.....	.85
No. 2.....	.57 1/2
Safe, No. 2.....	.50
White Wax Beans—	
Boyer's, No. 2.....	.60
Acorn, No. 2.....	.57 1/2
Brandywine Hills, No. 2.....	1.10
Winsom, N. Y., No. 10, 1 doz.....	3.60
Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
" No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.85
" No. 2, sauce.....	.85
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37 1/2
Van Camp's, No. 1, sauce, 4 doz.....	.87 1/2
" No. 2, sauce, 2 doz.....	1.32 1/2
Moore & Brady, No. 3, plain.....	.85
" No. 3, sauce.....	.90
" No. 1, picnic size, plain.....	.42 1/2
" No. 1, picnic size, sauce.....	.47 1/2
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97 1/2
" No. 3, tomato sauce.....	1.05
" Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 2, sauce.....	.95
" No. 2, plain.....	.90
Snider's, tomato sauce, No. 3, 2 doz.....	1.70
" No. 1, 3 doz.....	1.32 1/2
" No. 1, 4 doz.....	.85
Sunnyside, sauce, No. 3, 2 doz.....	.87 1/2
" plain, No. 3, 3 doz.....	.87 1/2
" sauce, No. 1, 4 doz.....	.47 1/2
Red Kidney Beans—	
Joan of Arc, No. 2.....	.75
Van Camp's, No. 2, 2 doz.....	.77 1/2
Martin Wagner's, No. 2, 2 doz.....	.72 1/2
Corn—	
Paris, fancy Maine.....	1.00
American Beauty, extra fancy, Shoe Peg.....	.82 1/2
Cream of Susquehanna.....	.90
Baker's, G. W., whole grain.....	.75
Shoe Peg, Susquehanna, No. 2.....	.80
Osborn's.....	.75
Mark, crushed.....	.70
Rex, No. 2, fancy, whole grain.....	.67 1/2
Vanity, No. 2, whole grain.....	.65
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
" fine, 100 cans.....	11.75
" medium, 100 cans.....	10.25
Boyer's, Midgets.....	1.55
" Extra Sifted.....	1.25
" Sifted.....	1.10
Early June.....	.95
Jumbo June.....	.90
B. B. F., Early June.....	.95
Hermit brand, No. 2, soaked.....	.52 1/2
Lotus, Sweet Wrinkle.....	1.22 1/2
Brandywine Hills, extra sifted N. Y. State.....	1.50
Kent County, Sifted.....	.87 1/2
Our Favorite, No. 2.....	.87 1/2
Plantation Standard, Early June, No. 2.....	.82 1/2
Pride of Delaware Standard, No. 2.....	.77 1/2
Wyoming, extra fine, June, No. 2.....	1.25
Beets—	
Red Belle, N. Y., No. 3.....	1.05
Silver Lake, fancy, No. 3.....	.95
Chautauqua, No. 3.....	.95
Succotash—	
Quaker, extra fancy.....	1.12 1/2
Poland, No. 2, fancy Maine.....	1.05
Brandywine Hills, extra fancy.....	1.05
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	.95
Farren's, No. 3.....	1.05
" No. 10.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Farmside, fancy N. Y. State, No. 3.....	1.22 1/2
Pumpkin—	
Silver Lake, No. 3.....	.72 1/2
Silver Lake, No. 10, 1/2 doz.....	2.00
Red Belle, N. Y., No. 3.....	1.05
Apollo, 3's.....	.90
Lily Lake, 3's.....	.67 1/2
Brady, No. 10, 1/2 doz.....	1.90
Asparagus—	
Oak, large, 2 1/2's.....	3.20
Superior, large, No. 2 1/2.....	3.25
Staple, medium, No. 2 1/2.....	3.00
Swan, medium, No. 2 1/2.....	2.90
Del Monte Tips, No. 1 1/2.....	2.55
Extra Tips, No. 1 1/2.....	2.55
El Rio, medium, No. 2 1/2, 2 doz.....	2.80

California Canned Fruit.

	Per d.
Apricots—	
Extra quality.....	3.4
Extra standard.....	2.0
Standard.....	1.5
Pears—	
Bartlett, extra quality, 2 1/2's.....	2.2
" extra standard, 2 1/2's.....	2.2
" standard, 2 1/2's.....	2.0
Cherries—	
Extra quality, 2 1/2's.....	2.50
Extra standard, 2 1/2's.....	2.30
Standard, 2 1/2's.....	2.20
Peaches—	
Goddess, No. 2 1/2, ex. standard, lemon cling.....	1.0
Tloga, No. 2 1/2, extra standard, lemon cling.....	1.8
Agate, No. 2 1/2, standard, lemon cling.....	1.70
Lake View, No. 2 1/2, yellow, free.....	1.60
Oak, sliced, lemon cling, No. 1, 4 doz.....	1.25
Columbus, No. 2 1/2, pie, peeled, yellow, free.....	1.30
" No. 2 1/2, pie, peeled, lemon, cling.....	1.30
Plums	
Egg, extra standard.....	1.55
Green Gage, extra standard.....	1.55
Egg, standard.....	1.35
Gage, standard.....	1.35

Domestic Canned Fruit.

Apples	
Wayne Co., No. 10, 1 doz.....	2.75
Booth's, oval, No. 3.....	.75
Blackberries—	
Farren's, extra preserved, No. 2.....	1.30
Silver Lake, syrup, No. 2.....	1.22 1/2
Nigger Head, No. 2.....	1.07 1/2
Spring Garden, No. 2.....	.90
Blueberries—	
Maine, Eagle No. 2.....	1.40
Loggies, No. 10.....	6.00
Cherries—	
Boyer's, No. 2, white, extra.....	1.45
Flour City, white, No. 2.....	1.22 1/2
Peaches—	
Maryland Leader, yellow, No. 3.....	1.10
" white.....	1.00
P. & B., yellow, No. 3.....	1.15
Pears—	
Silver Lake, No. 3.....	1.00
Fowling Creek, good, No. 3.....	1.15
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.30
Pride of Rochester, fancy, preserved, No. 2.....	
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	.85
Silver Lake, No. 10, 1 doz.....	2.20
Strawberries—	
Anchor, No. 2.....	.90
Jumbo, No. 1, 4 doz.....	1.00
Silver Lake, No. 2.....	1.45
Defence, No. 2.....	1.90
Pineapple—	
Acorn, E. & C., No. 2.....	1.90
General, E. & C., sliced, No. 2.....	1.80
Indian River, E. & C., No. 2.....	1.65
Terrapin, E. & C., sliced, No. 2.....	1.60
Orange Grove, E. & C., No. 2.....	1.35
Singapore Chunks, No. 1 1/2, 4 doz.....	1.00
Wallace, E. & C., sliced, No. 2.....	1.30
Singapore, cubes, No. 1 1/2, 4 doz.....	.95
Wagner's, No. 1, cocktail, 2 doz.....	.95
P. & B., grated, No. 3.....	.82 1/2
James, No. 3, pie, grated.....	.80
Singapore, cubes, No. 1, 4 doz.....	.67 1/2

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

Crabs—		Per doz.
Deviled, No. 1, 4 doz.....		2.17½
" No. 2, 2 doz.....		3.25
Clams—		
Gold Label, No. 1, 4 doz.....		1.00
Star, No. 1, 4 doz.....		.92½
Lobster—		
B. & M., No. 1, flat, 4 doz.....		4.75
" No. ½, flat, 4 doz.....		2.45
" No. 1, tall, 2 doz.....		4.65
" No. ¾, flat, 4 doz.....		3.00
Star brand, No. ¼, flat, 4 doz.....		1.40
" No. 1, tall, 4 doz.....		3.85
" No. ½, flat, 4 doz.....		2.40
Shrimps—		
Peerless brand (Barataria), new, pickled,		
No. 1, 2 doz.....		1.15
Cotton Bale, pickled, No. 1, 2 doz.....		1.10
Mackerel—		
Pickert's, soured, No. 1, 4 doz.....		1.50
" " No. 2, 2 doz.....		2.50
" " No. 3, 2 doz.....		3.15
Underwood, soured, No. 1, 50 cans.....		5.40
" " No. 1, 4 doz.....		1.52½
Oysters—		
Boyer's, No. 1, 2 doz.....		.87½
" No. 2, 2 doz.....		1.65
M. & B., Deep Sea, No. 1, 2 doz.....		.87½
Stewart's, No. 2, 2 doz.....		1.65
" No. 1, 2 doz.....		.80
Victory, No. 1, 2 doz.....		.87½
Kipperd Herring—		
Maconache's, 2 doz., plain.....		1.42½

A Business Getting Plan for all **RETAIL MERCHANTS**

**Better Than Newspaper Advertising
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AND

Costs You Less Money Than Any of These

If you would like to turn trade from your competitor's door to your store; if you would like to stimulate the purchase of more goods among present customers; if you would like to get a permanent hold on old and new patrons, and by these means boost your sales and increase the net profits of your business without adding to the expense—

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Progressive Retail Merchants in all lines and of good credit standing, are requested to write us for letter, catalog and other printed matter giving full particulars.

Manufacturers' Trade-Mark Ass'n, Dept. W, 253 Broadway, New York City

100 DAYTON MONEYWEIGHT SCALES

ordered and installed after a most careful investigation of the various kinds of scales now on the market. The purchasers are the promoters of one of the most colossal enterprises of the age.

These scales are to equip all booths of the

GRAND CENTRAL MARKET

where weighing is necessary, such as groceries, meats, teas and coffees, poultry and game, fish, butter, cheese, and, etc.

This market is all on the ground floor and contains over 16,000 sq. feet of floor space which is divided into 480 booths each 10x10 ft. Its appointments are as near perfect as modern ingenuity can devise.

The management decided to furnish all equipment used in the building so as to guarantee to the patrons the institution absolute accuracy and protection.

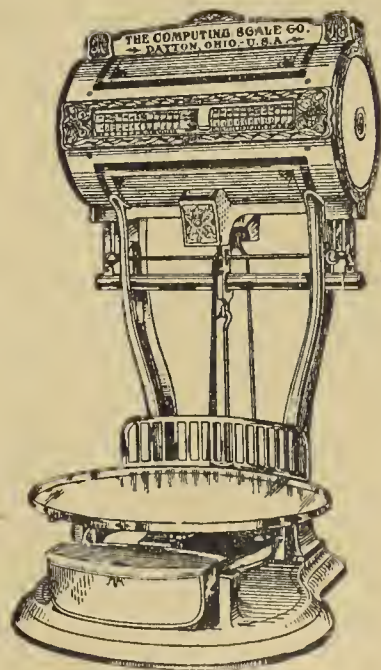
DAYTON MONEYWEIGHT SCALES

are found to excel all others in their perfection of operation, and in accuracy of weights and values. That the verdict of all merchants who will take the time to investigate our scales.

Our purpose is to show you where and how these scales prevent all errors and loss in computations of weight.

A demonstration will convince you. Give us the opportunity.

Send for **catalogue** and mention Grocery World and General Merchant.



The new low platform
DAYTON Scale

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
CITY.....
BUSINESS.....STATE.....

Moneyweight Scale Co.

35 State Street, Chicago



DISTRICT OFFICES:

{ Philadelphia Office, 1651 N. 8th Street.
Pittsburg Office, 205 McCance Bldg.

New York Office, 11 E. 14th Street
Buffalo Office, 62 Pearl Street.

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"



"Exton" Crackers Are Your Chance

to show customers that you know how to please even in the little things.

We decided 61 years ago that an Oyster Cracker was not too small to get the **best making**, and, by keeping up the highest standard of material, baking and handling, we got and kept the *biggest sale*.

A. EXTON & CO.
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.

"For Safety's Sake," Sell

ZIP P'S Flavoring Extracts

Branded "U. S. P."

Safe, because guaranteed under the National Pure Food Law to be absolutely pure extracts from fresh natural fruits.

Safe, because of superior flavoring quality which will surely please your customers.

Vanilla
Lemon
Almond

Wintergreen
Peppermint

Ginger
Orange
Rose

The Zipp Manufacturing Company

Established 1885

CLEVELAND

OHIO



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee
is the year-in-and-year-

out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.

190 Franklin Street
NEW YORK

31 South Front Street
PHILADELPHIA



Make Your Customers Advertise You

by selling them something they will talk about—**Onarga Automatic Processed Red Kidney Beans** are actually so delicious and the full natural flavor is so superior to all others they will prove a pleasant surprise to your customers. If you want a pleasant surprise for yourself you'll get it in their lively selling. Order from your jobber, or

The Iroquois Canning Company
Onarga, Illinois

Who Thinks For You?

You do it yourself, don't you? Did you wait for others to select your store and your stock, and tell you how to run your business?

If our advertising sent people to *demand* that you sell our Macaroni, Spaghetti, Noodles and Pastels would you feel pleasant?

But, think this over. You can depend on our goods and know their fine quality will increase your trade.

You can make a good profit on them and every case brings you Universal Coupons which are good as cash in buying almost anything you want.

We work *with* you, not *against* you. Will you push our goods?

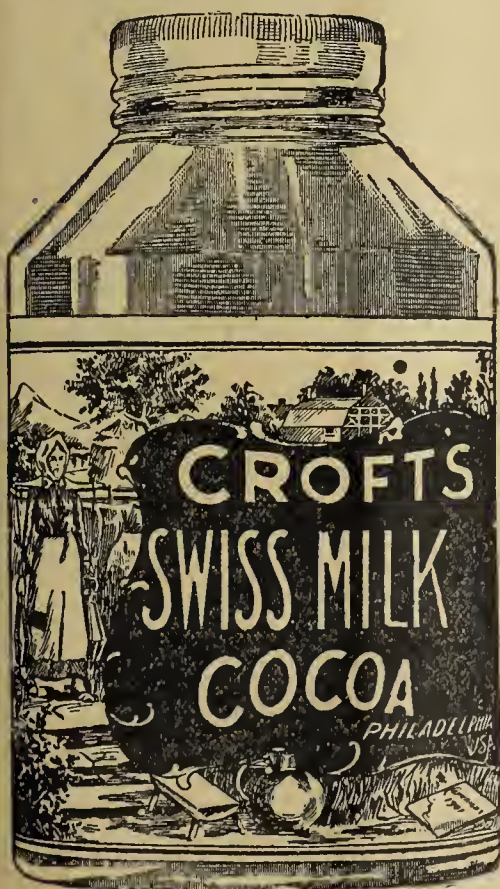
The

Freihofer

Vienna Baking Company

Philadelphia, Penna.

How to Make Other Cocos as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as **Croft's Swiss Milk Cocoa**.

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. Philadelphia, PENNSYLVANIA

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN
FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.70
Gold Medal	6.45
Millbourne	6.35
On Top	6.60
Ceresota	6.50
Pillsbury's Best	6.40
Taylor's Fancy	5.65
Semper Idem	5.00
Pride of the West	5.50
Sunbeam	5.35
Quaker City	6.00

Self-Raising Flour.

Franklin, 30 packages	3.75
Hecker's Superlative, 32 packages	5.12

Pancake Flour.

Aunt Jemima, 36 packages	2.85
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	2.85
Franklin Mills, 30 25	3.55

Buckwheat Flour.

Hecker's, 64 packages	4.50
" 32 packages	4.50
Fancy, 100-lb. sacks	per 100 lbs. 3.20

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.10
Yellow, granulated, 100 lbs.	1.95
" table, 100 lbs.	1.90
Western, yellow, granulated, 100 lbs.	1.95
Quaker, Best, 1 and 3 doz.	
Farina—	
Hecker's, 24 15	per case 1.50
Schumacker's, 24 packages	" 1.15
Beans—	Per bushel.
California Lima, about 80 lbs.	per lb. .05½
Marrows, fancy, N. Y. State, grain bags	2.50
Choice, grain bags	2.40
Medium, grain bags	2.37½
Pea, fancy, grain bags	2.47½
Red Kidneys	2.60
Peas—	
Green	2.10
Scotch	2.20
Split, yellow	2.10
" green	2.30
Lentils—	Per lb.
ooooo, 110-lb. bags	.03½
Less quantity	.04½
Shaker Corn—	
Fancy, barrels	.05½
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.70
" Pearl, 100 lbs.	per bag
Schumacher's Breakfast, 10 pkgs. to case	1.35
Western Pearl, 100-lb. bags	1.92½
" Grits, 100-lb. bags	2.05
Barley—	
OO	4.50
No. 3, 100 lb. bags	2.65
Noodles—	Per case.
Climax, 24 10-c. packages, assorted	
" 48 5-c. packages	
" assorted, 24 5-c., 12 10-c.	
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B, Victor, 200 lbs.	per bbl. 6.90
B, 100-lb. kegs	per keg 3.60
Oaten Goods—	Per case.
Avena, 18 packages	1.43
Banner Oats, 20 packages	4.30
H. O. Oats, 12 packages	1.53
Mother's, 18 packages	1.62½
" 10 packages, large	1.10
Quaker, 18 small size	1.45
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.40
" 90 lbs.	per keg 3.50
Standard, 180 lb. bbls.	5.75
" 90-lb. bags, fresh	2.70
Sago—	
Fine, bags about 175 lbs.	.04
Less quantity	.04½
Admiral, pearl, 24s	.06½
Tapioca—	
Instantaneous, 50 1s.	.08¼
Colburn's Hasty, 36 packages	.07¼
Minute, ¼ gross	per box 2.75
Flake, about 125 lbs.	per lb. .04¼
" less quantity	.04¾
Pearl, 150 lbs.	" .03¾
" less quantity	" .03¾

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.00
" Barley Food, 24 2s	3.85
" Health Food, 36 2s	4.50
Purina Cream Graham	per bbl. 4.10
" Whole Wheat Flour, 20 5s	per case 2.70
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70

-18-

Cook's Malto Rice, 36 2-lb. packages	4.20
Force Food, 36 packages	3.20
Mapl Flake, 36 packages	3.65
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 36 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	3.60
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.70
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.85
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.30

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57½
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87½
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87½
Jell-O Ice Cream Powder, 2 doz.	.97½
Jellycon, 1 doz.	.87½
" assorted flavors, 3½ doz.	.87½
Chalmer's, shredded	.95
" granulated	1.00
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Gelatine, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages	
Pudding, assorted, 2 doz.	per case 2.70
D-Zerta Jelly, assorted, 2 doz.	1.65
	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 pkgs.	.05¾
" Elbows, square, 25 pkgs.	.05¾
" Macaroni, long, 25 pkgs.	.05¾
" Spaghetti, long, 25 pkgs.	.05¾
" Vermicelli, square, 25 pkgs.	.05¾
" Macaroni, bulk, 25 pkgs.	.05¾

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1½ to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Scoops.

Indestructible, No. 4	per doz. 9.00
" No. 5	" 12.00
" No. 6	" 15.00
Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" No. 4	" 5.40
" No. 5	" 7.20
X Quality, No. 3	" 2.60
" No. 4	" 3.00
" No. 5	" 3.40

Counters.

No.	Length.	No. of Drawers	Each.
6½	3 feet, 8 inches	9	15.00
8½	4 feet, 10 inches	12	20.00
10½	6 feet	15	25.00
12½	7 feet, 3 inches	18	28.00
14½	8 feet, 6 inches	21	31.00
16½	9 feet, 8 inches	24	35.00
18½	10 feet, 10 inches	27	40.00
20½	12 feet	30	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.65
Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10½
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	270-290				
Ex. Norway, No. 3	325-375	20.00	10.60	5.50	1.25
Ex. Norway, No. 4	410-460	16.00	8.60	4.50	1.05
Ex. Norway, No. 5	90-95	40.00	20.60	10.45	2.25
Ex. Bloaters, XX	100-110	38.00	19.60	10.00	2.15
Ex. Shore, No. 1	130-150	35.00	18.10	9.25	2.00
Med. Shore	160-180	16.00	8.00	4.50	1.05
Large Shore	110-130				
Extra Irish, No. 2	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2	375-450	15.00	8.10	4.25	1.00
Small Irish, No. 2	475-525	14.50	7.85	4.13	.97
Small Irish, No. 3	550-650	14.00	7.60	3.90	.95
New Medium Shore	160-180				
New Large Shore	110-130				
Large, No. 2	210-220				

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1					
Lab. Split, Lg. No. 2					
Shore, Round, Large					
Shore Round, Med					
Ocean Whitefish	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new	13.00	7.10	3.75	.88	.74
Shad, No. 2, Mess, new	11.00	6.10	3.25	.78	.68
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.13
Swift & Co., Talisman brand Codfish—	Per lb.
12 3s, wood boxes	.15½
12 2s, "	.15½
24 1s, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 "	1.65
Strips, 40 size, boxes	.10
" 20 "	.10½
Middles, 40 size, boxes	.12
" 20 "	.12½

Dressed Fish Bricks.

Gilt Edge, 2½ lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08½

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Small Tumblers, 2 doz. in case	.90
Large Jars, sealed, 2 doz. in case	1.50

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½
In original cases, 450 lbs., ¼ c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	.27
Cromarty Bloaters, 75s	per box .90
" 100 s	"

Swift & Co.—	Per case.
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.065½
" 5 and 10-lb. lots	.07
Fancy N. Y. State, 25 lbs.	
Fancy N. Y. State, 48 1-lb.	
Fair N. Y. State, 50-lb. boxes	.07

-20-

Apricots—

Extra Choice Royals, 25 lbs., new	.09¾
Choice Royals, 25 lbs., new	.08½
Oak Brand, fancy	.12
Cherries—	
California, unpitted, Black, 25 lbs.	.11
California, pitted, Black, 25 lbs.	.16
Currents—	
Gold Medal, recleaned, 36 1s.	.07¾
Gold Medal, loose, 25 lbs.	.07½
Private Growth, extra, cleaned, 36 lbs.	.07¾
" cleaned, 30 lbs. bulk	.07½

Peaches—

Fancy Muirs, 50 lbs.	.10
Extra Choice Muirs, 50 lbs.	.09½
Choice Muirs, 50 lbs.	.09
Extra Choice, Yellow, 25 lbs.	.08½
Choice Yellow, 25 lbs.	.07½

Pears—

Fancy California, Bartlett, 25 lbs.	.10
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Prunes—

	Boxes.	Extra Fancy Cal.	Fancy Cal.	Stand. Cal.	Fancy Oregon
20-30, 25 lbs.					
30-40, 25 "		.09	.08½		.08
40-50, 25 "		.08	.07½		.07½
50-60, 25 "		.07¼	.07		
60-70, 25 "		.07	.06¾		
70-80, 25 "		.06¾	.06½		
80-90, 25 "		.05½			
90-100, 25 "			.04½		
100-120, 50 "					

Raisins—

Muscatsels, 4 crown, 50 lb.	
" 3 " 50 lb.	
" 2 " 50 lb.	
Cal. Thompson Seedless, 50 lbs.	.06½
Cal. Cleaned Sultanas, 50 lbs.	.06½
Cal. Sultanas, 50 lbs.	.05½
Cal. Seedless Muscatsels, 50 lbs.	.05½
Gilbert's, Layer, Valencia, 28 lbs.	.06½
Raisins, Seeded—	
G. & S. fancy, 50 1s.	.08
Gold Ribbon, fancy, 36 1s.	.07
Owl, fancy, 36 1s.	.08
Harvest, choice, 36 1s.	.07½
Citron, fancy, boxes, 10 lbs.	.14½
" fancy, 25 lbs.	.14
Lemon Peel, fancy, boxes, 10 lbs., net.	.11
Orange Peel, fancy, boxes, 10 lbs., net.	.11

Let Us Show You How to Buy Coffee !

We know the Coffee business from A to Z ; have had more than ninety years' experience, and knowing it are in position to show you how to buy so that you will make the most money and, at the same time obtain the best values.

We will show you what blends are best suited to your locality, and then see that the roasting is perfectly done, so as to obtain the best results.

We will do everything to protect your interests, and, as a further safeguard, guarantee every pound of Coffee that leaves our house.

Let us show you that we know our business.

SAMUEL WILDE'S SONS CO., Importers Coffees, Teas and Spices, 11 DUTCH STREET, NEW YORK

SNOW BOY WASHING POWDER

Makes
work easier.



Use a
tablespoonful
in your
dishwater.

MADE BY *Lautz Bros. & Co.* BUFFALO, N.Y.

The Old Brands Lag Behind

The leading soap powder to-day is unquestionably **Snow Boy**. Don't take our word for this—ask anybody who keeps posted on conditions.

Time was when other brands beat **Snow Boy**, but that time is past. **Snow Boy Washing Powder** is now ahead because it never hurts anybody's hands, and always does its work. It's a perfect cleanser, and never disappoints. Other soap powders will clean well enough, but they also clean off the skin from the user's hands.

The premiums help, too.

Good Goods and Good Profits

LAUTZ BROS. & CO. = Buffalo, N. Y.

"THE SIGN OF PERFECTION"



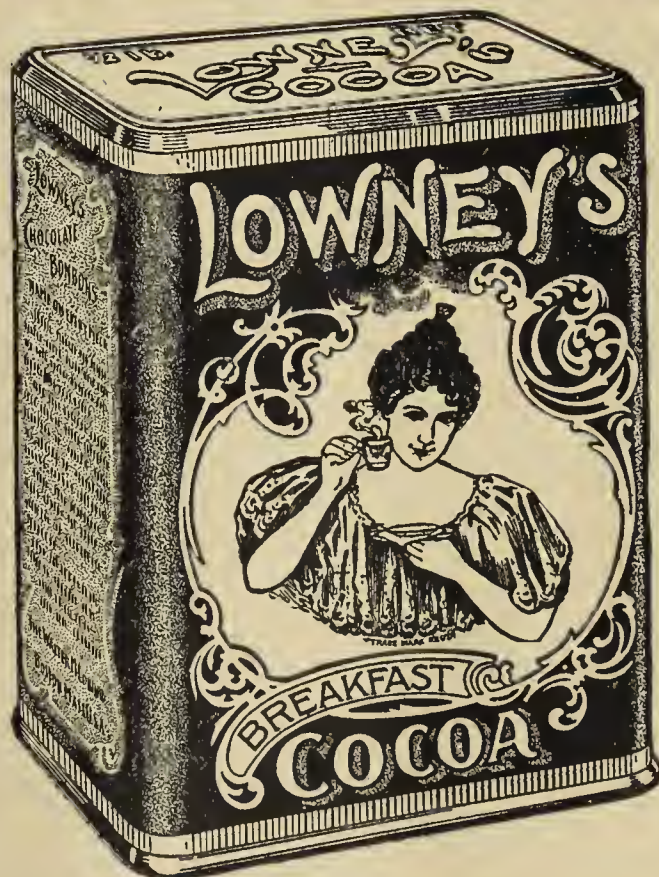
If You Sell
Most All Kinds of Oats
Because People
Want Them

don't forget there is one oats that most people want the most, and that one is

"H-O"

The large yearly increase in the sales of Hornby's Oatmeal comes so naturally as a result of quality and satisfaction, that it is easy for any grocer to "get in line" and see his business increase along with ours.

THE H-O COMPANY
BUFFALO, N. Y.



YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. **LOWNEY'S COCOA** is simply ground to the fineness of flour without treatment and has the *natural* delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening.

The same is true of **LOWNEY'S PREMIUM CHOCOLATE** for cooking.

The Walter M. Lowney Company
BOSTON, MASS.

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.10
Lewis', 4 doz.....	3.25
Red Seal, 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
100s, 1 gross.....	1.00
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
Parlor, 500s, 1 gross.....	4.25
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
100s, 5 gross.....	.90
500s.....	4.20
Vulcan Safety—	
65s, No. 2.....	.50
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazeppa, parlor, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
" 500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s, extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
" ½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08½
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....	.10
" 18, 37 and 68-lb. buckets.....	.10½
" 6 10-lb. buckets.....	6.85
" 6 5-lb. buckets.....	3.95
" 6 5-lb. glass jars.....	4.50
" XXX, 18, 37 and 68-lb. buckets, per lb.....	.14
" 6 5-lb. glass jars, per case.....	5.10

	Per case.
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½s and ¼s.....	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....	11.00
Condensed, 6½ doz. in case.....	11.00
Keystone—	
Bbls., ½s and ¼s.....	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits.....	.08
18 and 37 lb. kanakins.....	.08½
10-lb. kanakins, 6 to crate.....	10.95
5-lb. " 6 to crate.....	6.10
5-lb. glass jars, 6 to crate.....	6.45
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., kegs and 30-lb. kits.....	.05
Crescent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.07
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.05¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¾

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" ½ pints.....	2.20
" Extra, quarts.....	5.40
" " pints.....	4.00
" " ½ pints.....	2.15
Fourrees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per doz.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	9.00
" Finest Sublime, quarts, 1 doz.....	6.50
" " pints, 2 doz.....	7.50
" ½ pints, 2 doz.....	4.75
" 8-oz. flasks, 2½ doz.....	7.50
" 12-oz. flasks, 2½ doz.....	9.50
" Sublime, 8-oz. flasks, 2½ doz.....	7.00
" 12-oz. flasks, 2½ doz.....	9.00
Finest Sublime, 1 gal., 10 in case.....	2.50
" 5 gal., 1 or 2 in case.....	2.40
" 1 quart, 40 to case.....	2.75
Sublime, 1-quart tins, 40 to case.....	2.55
" ½-gal. tins, 20 to case.....	2.40
" 1-gal. tins, 10 to case.....	2.30
" 5-gal. tins, 1 or 2 to case.....	2.20
La Toscano, J. L. Neff & Co., Agents—	
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	

	Per doz.
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-gal. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints, 2 doz.....	4.75

	Per doz.
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
4 doz. small.....	4.25
6 1-gal. tins.....	2.10
10 ½ gal. tins.....	2.20
20 ¼ gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide.....	.03
Roll—	
White, light weight, 12, 15, 18, 20 or 24 inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide.....	.03¾
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide.....	.03¾
White tea, 12 x 16, reg.....	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Self-opening, ing Square.	Union Bear Auto- matic, Self-open- ing Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peer- less Satchel Bot.
¼.....	.43	.41	.35	.31	.29	
½.....	.52	.50	.43	.37	.32	
1.....	.78	.71	.67	.55	.49	
2.....	.88	.85	.71	.61	.53	
3.....	1.09	1.04	.89	.75	.65	
4.....	1.39	1.26	1.19	1.05	.87	
5.....	1.47	1.38	1.21	1.07	.91	
6.....	1.95	1.72	1.64	1.41	1.23	1.03
8.....	2.29	2.08	1.99	1.68	1.49	1.19
10.....	2.39	2.16	1.83	1.65	1.37	
12.....	2.75	2.56				
14.....	3.97	3.56	3.20			
16.....	4.41	3.81	3.68			
20.....	4.79	4.32	4.17			
25.....	4.80	4.59				

Price per 1,000 and not less than 500 lots.
Plain flour sacks, 12½-lb.....per M. 4.00
" 25-lb....." 5.75
" 50-lb....." 11.25

PICKLED MEATS AND FISH.

	per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....	2.50
Tripe, 10-lb. pails.....	.90
5-gal. kegs.....	2.00
Pigs' Feet, 10-lb. pails.....	1.00
5-gal. kegs.....	2.25
Pickled Beef Salad, in glass.....	1.10
" Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....	.75
" 5-lb. pails.....	.50
" 10-lb. pails.....	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	1.90
100 10-oz. ".....	3.75
24 20-oz. ".....	1.90
48 20-oz. ".....	3.75
I-X-L, 40 15, White Rice.....	2.50

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

	per bbl.
45 gal., 1200s.....	8.75
45 gal., 1000s.....	8.50
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....	3.00
" 1,000s, 5 gal.....	4.15
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....	1.00
Williams Bros.—	
No. 8, Sour Gherkins, 2 doz.....	.87½
No. 8, Sweet Gherkins, 2 doz.....	.87½
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour, assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—	2 doz.	1 doz.	1 doz.	½ doz.
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.				
½ pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.20				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gals.				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

	Per gal.
Duffy's—	
Pure Apple, extra old, bbls.....	.16
" 40 grain, bbls.....	.15
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.16
White Wine, 90 degrees.....	.20
Crown brand, pure cider, quarts.....	.90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" extra strength.....	.15
Crosse & Blackwell's.....	.20

PROVISIONS.

Hams, skinback, 18-20 lbs.....	.12¾
“ 14-16 lbs.....	.10¾
“ 10-12 lbs.....	.10¾
Picnics, 6-8 lbs.....	.07¾
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets, city smoked.....	
“ tenders and knucks.....	
“ flats.....	
“ air dried, sets.....	
“ “ tenders and knucks.....	.23
Jersey Pork, butt.....	18.00
“ “ family.....	20.50
Breakfast Bacon, rib in.....	.13
“ “ boneless.....	.14
S. P. Bellies, 14-15 lbs.....	.11½
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.21
Beef Tongues, smoked, 5-6 lbs.....	9.00
Cooked Compressed Ham, 25-lb. boxes.....	
Covered Hams, ¼-cent extra; Covered Shoulders, Picnics and Bacon, ½-cent extra.	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	.13
“ “ 12 to 14 lbs.....	.13
“ “ 14 to 16 lbs.....	.13
“ “ skinbacks.....	.14
Shield Hams, 10 lb. average.....	.11¾
“ 12 “.....	.11¾
“ 14 “.....	.11¾
“ 16 “.....	.11¾
“ 18 “.....	.11¾
“ “ skinbacks.....	.12¾
Picnic Hams, 5 to 6 lbs.....	.07½
“ 6 to 8 lbs.....	.07½
Star Smoked Ox Tongues, long cut.....	.14½
“ “ short cut.....	.17
Beef Bologna.....	.09
Shield Paraffined Bologna.....	.08½
Berliner Ham.....	.10
New Orleans Luncheon Meat.....	.10½
Star Cooked Ox Tongue.....	.30
John Bower & Co.—	
Honey-cure brand Hams, skinback.....	.15
“ “ large.....	.14½
“ “ medium.....	.14½
“ “ small.....	.14½
“ Breakfast Bacon.....	.14
“ “ boneless.....	.16
Beef, air-dried, regular sets.....	.20
“ “ insides and knuckles.....	.22
Ham Bologna.....	.10
Beef Bologna.....	.10
Boiled Hams.....	.24
Beef Tongues.....	8.00-10.00
Swift & Co.—	
Premium brand Hams, 8 to 10 lbs.....	.13½
“ “ 12 lb.....	.13½
“ “ 14 to 16 lbs.....	.13½
“ “ 18 lb.....	.14
“ “ skinned, 18-20 lbs.....	.14½
“ “ boiled, skinned, fat- less.....	.24
“ Bacon.....	.20
“ Dried Beef, insides.....	.22
“ Beef Tongues, short cut....	.18
Winchester brand Hams, skinned, all aver..	.12
“ “ Picnics.....	.07½
“ “ all averages.....	.13

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

Let's Get Together and Plan the Store You've Been Thinking About

It's our business to get you the store fixtures you need, to show you how to display goods most attractively, arrange them most conveniently—use space to best advantage and at the same time save money.

We Don't Sell Fixtures We Are Architects!

We plan the store—get bids from manufacturers of fixtures and give the lowest one the work. What you pay us you save on your fixtures and get a store that is different from all others and better for you. Write for our ideas and photos of some of our work.

J. A. FLESCH & SON
Architects and Designers
OF STORE FIXTURES FOR MODERN GROCERY STORES
1012 OPERA HOUSE BUILDING
112 CLARK STREET
CHICAGO



Dear Sirs:

When the storm broke upon the heads of unscrupulous manufacturers we rested secure in the knowledge that our CELEBRATED MINCE MEAT was outside the storm centre. The wrath of the Pure Food officials had no terrors for us.

We want to make it very emphatic that we use no benzoate of soda or any other chemical preservative forbidden by law in the manufacture of our Mince Meat. You can keep on selling it without the slightest fear of complications.

ATMORE & SON.

This Hint is Published for the Benefit of Live Grocers

One of the best articles in your store is **Currants**. They pay you not 10 or 15 per cent. but

40% to 75% Profit

and do not require any explanation or argument. They have more food value than lean beef, all classes of customers like them and they can be used in fifty-odd recipes. Nothing in your store pays bigger profit. You talk hard to sell many things which pay less, arguing for one brand against another. **Currants** need no argument, only a suggestion will be needed to increase your sales. Better

"Freshen up and push
CURRENTS"

-25-

Western Dressed Beef—		
Choice, native cattle	.08	-.09 1/2
Common to fair	.07	-.08
City Dressed Veal—		
Prime	-.12	
Good to choice	-.10	
Dressed Hogs—		
Pigs	.09	
Hogs, heavy	.09	
180 lbs.	.09	
160 lbs.	.09	
140 lbs.	.09	
Dressed Sheep and Lambs—		
Lamb, western, good	-.11	
" culls	-.09	
Sheep, choice	-.09	
" medium	-.07 1/2	

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.70	-.80
Cow Tongues	.50	-.70
Calf Heads, scalded	.50	-.75
Sweetbreads, veal	.60	-.90
" beef	per pair	-.100
Calf Livers	.20	-.25
Beef Kidneys	per doz.	-.100
Beef Livers	per doz.	-.06
Ox Tails	per doz.	.50
Hearts, beef	per lb.	.03
Rolls, beef	per lb.	.14
Tenderloin, beef, western	per lb.	.20
Fresh Pork, loins, city	.10	-.11
" western	per lb.	-.11

DRESSED POULTRY.

Dry-pick all poultry. Leave head and entrails in.		
Turkeys—		
Western, young hens, 8 to 10 lbs.	.20	-.23
" young toms, 15 to 17 lbs.	.20	-.23
Old hens and toms	.20	-.22
Common to good	.17	-.18
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24	-.26
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair	.24	-.26
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy	.24	-.26
Western, 4 to 4 1/2 lbs. to pair, fancy	.18	-.20
" 3 to 3 1/2 lbs. to pair, fancy	.18	-.20
" fair to good	.16	-.17
Fowls—		
Western, fancy	.13	-.15
Heavy Roasters, 4 to 5 lbs.	.16	-.18
Fair to good	.15	-.16
Old cocks	.10	-.11
Western capons, fancy	per lb.	
" small	per doz.	
Squabs—		
Prime, large, fancy	3.00-3.50	
Mixed	2.50-3.00	
Dark	1.25-1.50	

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.		
Large Springers	.14	-.15
Fowls	.12	-.13
Roosters	.11	-.12
Ducks	.09	-.10
	.12	-.14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small, or 10c. size, 2 doz.	per doz.	.90
Large, or 25c. size, 1 doz.	per doz.	.90
1-lb. cans, 1 doz.	per case	4.50
5-lb. cans, 1/2 doz.	per case	10.00

SAUER KRAUT.

Extra quality, 50-gal. tierces	7.50	
" 15-gal. kegs	3.00	
Victory, extra fancy, No. 3, 2 doz.	per doz.	.77 1/2
Spring Garden, fancy, No. 3, 2 doz.	per doz.	.75
Compass, No. 3, cans, 2 doz.	per doz.	.70
Casks, 48 gals., long cut, new	7.75	
Bbls., 30 gals., long cut, new	6.75	

PLUM PUDDING.

Richardson & Robins—		
Individual size, 1/2 lb.	Per doz.	.95
Round conical, with key, No. 1, 1 doz.	per doz.	2.35
" " No. 2, 1 doz.	per doz.	4.20
" " No. 3, 1/2 doz.	per doz.	6.30
" " No. 4, 1/2 doz.	per doz.	8.15
P. P. Sauce, No. 1, 2 doz.	per doz.	1.50

-26-

Atmore's Genuine English, seedless—		
Individual, 2 doz.	Per case	2.00
No. 1, cans, 1 doz.	per case	2.25
No. 2, cans, 1 doz.	per case	4.00
No. 3, cans, 1/2 doz.	per case	3.25
No. 4, cans, 1/2 doz.	per case	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—		
No. 32, jars	Per doz.	.97 1/2
No. 5, toy pails	per doz.	2.45
American, pure apple, tumblers, assorted	per doz.	.88
Schimmel's, No. 10, tumblers	per doz.	.83
National, No. 10, tumblers	per doz.	.72 1/2
" No. 6, tumblers	per doz.	.49
Preserves—		
Schimmel's, pure, 30-lb. pails	per lb.	.13 1/2
National, 30-lb. pails	per lb.	.09
Southwark, 30-lb. pails	per lb.	.06 1/4
4 1/2-lb. toy pails, 1/2 doz.	per doz.	4.10
Fruit Butters—		
Apple, No. 32, jars	per doz.	.98
" Southwark, No. 3, tins	per doz.	1.00
" No. 5, toy pails	per doz.	2.70
" 30-lb. pails	per pail	1.08
" 20 lb. crocks	per lb.	.07 3/4
" Schimmel's, 30-lb. pails	per lb.	.06
Prune, 30-lb. pails	per lb.	.07 1/4
Peach, 30 lb. pails	per lb.	.07
Jams—		
Schimmel's, pure, jars, 2 doz.	per case	1.70
Southwark, assorted, jars, 2 doz.	per case	.93
Orange Marmalade—		
Hartley's, imported	per case	1.80
Schimmel's, pure	per case	1.65
Warrock's Guava Jelly—		
1-lb. tumblers	per doz.	4.00
1/2-lb. "	per doz.	2.25
Curtice Bros. Preserves—		
Cherries, jars	per doz.	4.85
Strawberries, jars	per doz.	4.60
Raspberries, jars	per doz.	4.60
Apricots, peeled, jars	per doz.	4.85
Pineapple, jars	per doz.	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint	.85	1.95	
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.45	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	.45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots.	.45	.85	1.95
Godfrey's Cordial, rd bots.	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	1.95
Laudanum, 10c. size	per doz.	.90	
" 25c. size	per doz.	1.90	

5 per cent. discount in gross lots assorted.		
Alum	per lb.	.03
Borax, powdered, bulk	per lb.	.07
" lump, bulk	per lb.	.06
" 20 Mule-Team, pure, 24 1 lb. per case	per case	
" 48 1/2 lb.	per case	
" 96 1/4 lb.	per case	

Butter Color, W. & R.	per doz.	1.87 1/2
Bull's Cough Syrup	per doz.	1.90
Bluestone, bulk	per lb.	.06
Copperas	per lb.	.01 1/4
Camphor, gum, 1-oz. blocks	per lb.	.67
" flakes, 250-lb. bbls.	per lb.	.02 3/4
" less quantity	per lb.	.03 1/4
" Tar Balls, 250-lb. bbls.	per lb.	.02 3/4
" less quantity	per lb.	.03 1/4

Castoria, Fletcher's	per doz.	2.80
" Pitcher's	per doz.	.85
Carbonate of Ammonia	per lb.	.11
Epsom Salts	per lb.	.01 1/2
Glauber Salts	per lb.	.01 1/2
Glue, ordinary	per lb.	.12
" white	per lb.	.20
Gum Arabic	per lb.	.50
Haarlem Oil	per doz.	.30
Husband's Magnesia	per doz.	2.85
Jamaica Ginger, Hires', flasks	per doz.	.90
Licorice, P. & S., 5c. stick, imported	per lb.	.36
" M. & R., 5-lb. boxes	per lb.	.23
" lozenges, 5-lb. boxes	per lb.	.27
" 45, 65, 85, 125, 165, 5-lb. boxes	per lb.	.24
" roots	per lb.	.11

Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	per 100 lbs.	1.55
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" 10c. size	per doz.	.75
Paris Green, 100-125-lb. kegs	per lb.	.24 1/2
" 1/4-lb. packages	per lb.	.29
" 1/2-lb. packages	per lb.	.28
" 1-lb. packages	per lb.	.27
Rosin	per lb.	.03 1/2
Roach Powder, Omega, 4-oz. cans	per gross	.80

Roachsalt, 10c. size	per gross	9.00
Saltpetre, crystal, about 350-lb. bbls.	per lb.	.06 3/4
" granulated, about 100-lb. kegs	per lb.	.06 3/4
Sulphur, flour, 175-lb. bbls.	per 100 lbs.	2.55
" 100-lb. bags	per 100 lbs.	2.35
" less quantity	per lb.	.03 1/2
Venetian Red	per lb.	.01
Whiting	per lb.	.02

-27-

Goff's—		
Cough Syrup, 25c. size	Per doz.	1.75
Herb Bitters, 25c. size	per doz.	1.75
Oil Liniment, 25c. size	per doz.	1.75
Sarsaparilla, 50c. size	per doz.	3.50
Worm Syrup, 15c. size	per doz.	1.20
Horse and Cattle Powder, 15c. size	per doz.	1.20
Dyspepsia Tablets, 10c. size	per doz.	.75
Iron Glue, McCormick & Co.—		
No. 5	per doz.	.40
No. 10	per doz.	.75
Tube V	per doz.	.75
McCormick & Co., Bee Brand—		
Insect Powder	per doz.	.80
Root Beer	per doz.	.80
Talcum Powder	per doz.	.75
Triangular Quinine	per doz.	.80
Quinine Capsules	per doz.	.80
W. F. Young's Veterinary Remedies, wholesale prices—		
Absorbine	per doz.	18.00
" Jr., (Mankind)	per doz.	9.00
Taroleum, small cans	per doz.	6.00
" large cans	per doz.	1.00
Young's Kidney and Nerve Powders	per doz.	2.00
" Fattening and Condition Drops	per doz.	4.00
" Colic and Indigestion Cure	per doz.	4.00
Less 2 per cent. cash 10 days. Net 30 days.		
F. O. B. Springfield.		

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	per bbl.	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	per doz.	1.00
" gallons	each	.30
" 1/2 bbls.	per doz.	3.50
" bbls.	per doz.	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	per doz.	2.00
McCord's Magic Medicine, 25c. size	per doz.	2.00
" 50c. size	per doz.	4.00
McCormick's Tasteless Chill Tonic, 25c. size	per doz.	2.00
" 50c. size	per doz.	4.00
McCormick's Watermelon Syrup, 50c. size	per doz.	4.00
Reliable Brand Headache Powders, 10c. size	per doz.	.75

Extracts and Essences.

McCormick & Co., Bee Brand—		
Vanilla, Rose, Pistachio, 10c. size	Per doz.	.90
" 25c. size	per doz.	2.00
" 35c. size	per doz.	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pineapple, Raspberry, Strawberry, Violet		
10c. size	per doz.	.85
15c. size	per doz.	1.75
25c. size	per doz.	2.00

Sauer's Flavoring Extracts—		
No. 1, Lemon and Vanilla	per doz.	.45
No. 2, Vanilla and Rose	per doz.	.90
No. 2, Lemon and assorted	per doz.	.85
No. 4, "	per doz.	2.00
No. 4, Vanilla	per doz.	2.25
Assorted cases, Nos. 1 and 2	per doz.	10.80
" Nos. 1, 2 and 4	per doz.	11.80

Bulk,	pts.	qts.	1/2 gals.	gals.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla	1.25	2.50	5.00	10.00
X Vanilla	1.00	2.00	4.00	8.00
Lemon, Ginger, Wintergreen, Cinnamon, Peppermint, Cloves, Celery				
1.00	1.60	3.00	6.00	
Peach, Rose, Apricot, Violet				
1.50	2.75	5.50	10.00	
Orange, Banana, Pineapple, Almond, Raspberry, Pistachio, Nutmeg, Mace, Cherry, Strawberry, Fruit				
1.25	2.25	4.00	7.50	
Tea	per doz.	7.00		

Kitchen Queen—		
Extract Vanilla, No. 25	per doz.	2.00
" No. 2X	per doz.	.80
" No. X	per doz.	.45
Extract Lemon, No. 25	per doz.	1.75
" No. 2X	per doz.	.80
" No. X	per doz.	.45

Ingersoll's Flavoring Extracts—		
High Grade Vanilla	per doz.	1.75
" Lemon	per doz.	1.75
Select Vanilla	per doz.	.85
" Lemon	per doz.	.85
" assorted	per doz.	.85
" small size	per doz.	.45

Liquid Rennet and Tablets.

Blair's Liquid Rennet		
per doz.	per doz.	1.10
Rennet Tablets, 3 doz.	per doz.	.75
Shinn & Kirk's Liquid Rennet	per doz.	1.50
Hanson's Junket Tablets, 3 doz.	per doz.	.73
Union Tablets, 3 doz.	per doz.	.45

CIDER.

Corson's—		
Barrels	Per gal.	.14
1/2 barrels	per gal.	.16
Kegs	per gal.	.19
Bottled Cider—		
Duffy's 1842 Apple Juice, 1 doz. qts.	per case	3.50
" 2 doz. qts.	per case	4.00
Anchor brand Golden Russet, 1 doz. qts.	per case	3.75
" 2 doz. qts.	per case	4.25
Mott's brand Golden Russet, 1 doz. qts.	per case	3.75
" 2 doz. qts.	per case	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75
" boxes, 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25
Spearment, 20 packs, 100 pieces	.55

RICE.

Extra Fancy Head, XXXX, 100-lb. bags.....	Per lb.	.07 1/2
Fancy Head, 100-lb. bags.....		.06 1/2
Extra choice, 100-lb. bags.....		.05 1/2
Choice, 100-lb. bags.....		.04 1/2
Prime, 100-lb. bags.....		.03 1/2
Japan, fancy, 100-lb. bags.....		.05 1/2
" choice, 100-lb. bags.....		.05
Java, fancy, polished, 100-lb. bags.....		.05 1/2
B. Fischer & Co.—		

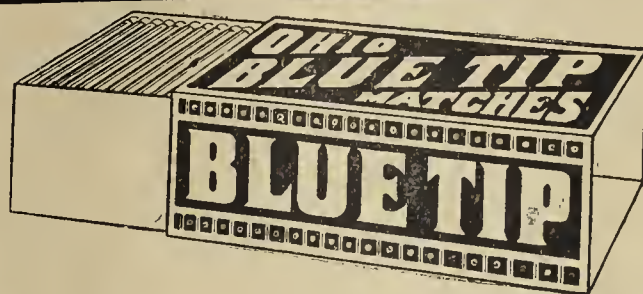


Wheatena Has It

¶ All that is claimed for any breakfast food, **Wheatena** has in a much larger degree. It contains more food value and is a much more honest and substantial food than any other breakfast food we know.

¶ It is apparent that it must be—it is the pure, nutrient heart or kernel of high-grade selected wheat. Sterilized and treated in other ways so as to be incomparable in flavor and sustaining quality.

THE WHEATENA COMPANY
Rahway, N. J.



Here's
Your
Gain

What do you lose by handling the **Ohio Blue Tip Safety Matches**? Not only do you lose nothing, but you gain the increased satisfaction of your patrons and 81 per cent. profit for yourself.

This match is surer, safer and more reliable than any other double tip match made. No consumer once acquainted with it ever willingly takes another. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street

“The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States.”

“As Good as the ‘J. M.’”



No delivery wagon built is as good as the “J. M.,” though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The “J. M.” wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

Something That Sells!

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(DRY AMMONIA)

This scientific marvel is a dry, odorless powder, which is ammonia in a dry form.

It never loses strength nor evaporates like liquid ammonia. No bottles to freeze or break. **Ammo** comes in cans, and it is very economical. One 10 cent can equals **three** pints of ammonia.

We make it sell by demonstrating, sampling, advertising. Have it seen in your store and it will sell.

Ask your jobber, or write us for our strong proposition to dealers.

THE FRANK C. EBY CO.

213-215 E. Atwater Street

DETROIT, MICH.

Table with 2 columns: Item Name, Price. Section: SAUCES. Items include Lea & Perrins, Worcestershire, Snider's, Chili, Oyster Cocktail, Worcester, Campbell's, North of England, Chef.

Table with 2 columns: Item Name, Price. Section: SEEDS. Items include Canary, Caraway, Celery, Coriander, Hemp, Mustard, Rape, Sunflower.

Table with 2 columns: Item Name, Price. Section: SODA. Items include Bi-Carb., Babbitt's Soda, Arm & Hammer, Saleratus.

Table with 2 columns: Item Name, Price. Section: SOFT DRINKS. Items include Root Beer, Hires', Welch's Grape Juice, Clicquot Club Co., Ginger Ale, Sarsaparilla, Blood Orange, Birch Beer, Lemon Soda.

Table with 2 columns: Item Name, Price. Section: POLISHING AND CLEANING COMPOUNDS. Items include Kleenatub, Bon Ami, Electro Silicon, Putz Liquid, Putz Paste.

Table with 2 columns: Item Name, Price. Section: SOAP—Laundry. Items include Acme, Acorn, Ark, American, Bee, Best, Babbitt's, Babbitt's New York City, Big Master, Brown, Borax, Dreydoppel, Pearl, Young & Co., Day & Frick, Novelty, Handsome, Eavenson, Kirkman's, Red Seal, Swift's, Climax, Circus, Cotton Oil, Coal Oil Johnny, Cygnet, Dobbins' Electric, Dewey, Fairy, Fels-Naptha, Good Morning, Glycerine Tar, Gloss.

Table with 2 columns: Item Name, Price. Section: Grand Pa's, Ivory, Lenox, Life Buoy, Lautz's Naptha, Magic Cleaner, Marselles, Master, Mayer's, Miller's Naptha, Naptha, Swift's, P. & G., Octagon, Old Mill, Ozone, Oleine, Golden, Eavenson's, Kirk's, Philadelphia, 60 blocks, Pennsylvania, Procter & Gamble, Young's Best, Pride, Swift's, Polo, Quaker City, Sunlight, Santa Claus, Saratoga, Star, Sunny Monday, White Cloud, Wool Soap.

Table with 2 columns: Item Name, Price. Section: Toilet Soaps. Items include Buttermilk Cosmo, Castile, Cutaneous, Elderflower, Fleur-de-lis, Hearts and Flowers, Maxine Elliott, Oatmeal, Olive Oil Castile, Turkish Bath, Sweetheart, Witch Hazel, Swift's, Armour's.

Table with 2 columns: Item Name, Price. Section: Scouring Soap. Items include Day & Frick's Flint, Young's, Brooks' Crystal, Philadelphia Standard, Sapolio, Hand, Wrigley's, Kitchen Crystal.

Table with 2 columns: Item Name, Price. Section: Soap Powder. Items include Pearlina, Soapine, Babbitt's 1776 Powder, Finola, Gold Dust, Naptba Borax, Kirkoline, Young's Pearl Borax, Snow Boy Washing Powder, Nine O'clock Tea, I-V Washing Tablets, Swift's Washing Powder, Pennywash, Powerine, Old Dutch Cleanser.

Table with 2 columns: Item Name, Price. Section: SPECIALTIES. Item: Anker's Bouillon Capsules.

Table with 2 columns: Item Name, Price. Section: PURE GROUND SPICES. Items include Colburn's Philadelphia Mustard, D. S. F., Dime size, 1/4-lb. net, 1/2-lb. net, 1-lb. net, 6 lb. cans, 10-lb. cans, Coleman's Mustard, D. S. F., 1-lb. tins, 1/2-lb., 1-lb., 1/2-lb., 18-lb. kegs.

Table with 2 columns: Item Name, Price. Section: Pepper, Cinnamon, Cloves, Allspice, Ginger, Mace, Nutmegs, Mustard, McCormick & Co., Bee Brand, Banquet Brand, Bee Brand, In canisters.

Table with 2 columns: Item Name, Price. Section: Mustard—Prepared. Items include Campbell's, Gulden's, Beer Mug, Lemonade Glass, Horseradish and Mustard, Milk Jar, Water Tumblers.

Table with 2 columns: Item Name, Price. Section: WHOLE SPICES. Items include Pepper, Black, Allspice, Cloves, Mace, Nutmegs, Cinnamon Bark, Java Thin Quills, Saigon, Whole Mixed Spices, Green Ginger Root.

Table with 2 columns: Item Name, Price. Section: CORN STARCH. Items include Davis, Duryea's, Niagara, Cream, Kingsford's, Rex.

Table with 2 columns: Item Name, Price. Section: LAUNDRY STARCH. Items include Argo, Gilbert's Laundry, Kingsford's, Duryea's, Niagara, Celluloid, Elastic, Dreydoppel's Mourning Starch, Starch Polish, Rex Gloss.

Table with 2 columns: Item Name, Price. Section: STOVE POLISH. Items include Enameline Paste, Liquid, Small.

Table with 2 columns: Item Name, Price. Section: Electric Paste, Magic Paste, Parlor Pride, Climax Enamel, Black Jack, Rising Sun, Sun Paste, X-Ray Stove Polish.

Table with 2 columns: Item Name, Price. Section: SUNDRIES. Items include Bird Food, Crystal, Excelsior, McAllister, Rosensteins, Bird Gravel, Bird Food Co., Red, pints, 3 doz., Red, quarts, 3 doz., Silver, pints, 3 doz., Bath Brick, 25 bricks, Toothpicks, Eureka, 100 boxes, Perfection, 2 doz., Royal Glue, 1 doz., Paist's Glue, 1 doz., Carpet Tacks, Wooden Keg, 1/2-gross case, assorted, 6, 8, 10s., Carpet Tacks, Silver Steel, 4-oz., 6-oz., 8-oz., 10-oz., 12-oz., Matting Tacks, No. 10, steel, No. 11, No. 12, G. B. Weiss & Son, Sole leather, No. 1, No. 2, No. 3, Cut Sole Leather, cut into taps, 6 ins. high, Fli-Stickon, Fly Ribbon, Ely Paper, Tanglefoot, Sticky, 10 cartons, Stickette Fly Paper, 100 cartons, Wax, White and Yellow.

Table with 2 columns: Item Name, Price. Section: ROPE, TIE YARN, ETC. Items include Emory Cotton Rope, Cleveland, extra fine cotton twine, Orange Brand, fine cotton twine, Texas Medium, cotton twine, Cotton Candle Wick, Colored Twine, 8 balls to box, 1 lb. to box, Fine Hemp Twine, 8 balls to lb. in 5-lb. bunches, Coarse Hemp Twine, 8 balls to lb. in 5-lb. bunches, Best Jute Rope, 16 yds. to lb., Best Jute Plow Line, 8 yds. to lb., Jute Clotheslines, 90 ft. to hank, 108 ft. to hank.

Table with 2 columns: Item Name, Price. Section: SYRUP AND MOLASSES. N. O. Molasses. Items include Fancy, No. 722, 1908, Choice, No. 717, 1908, Fancy, No. 71, Choice, No. 664, Good, No. 690, Cane Juice, No. 683, Black Strap, B. H. F., Horse Food Molasses.

Table with 2 columns: Item Name, Price. Section: Refined N. O. Compound. Items include Gold Mine, refined, with 1 doz. No. 3 screw-top cans, both freight paid, Gold Mine, in bbls., Fancy, No. 104, Fancy, No. 105, Prime, No. 102.

We Can Save You Money



This ideal sanitary meat, grocery and provision store was fitted up by us for The James Bell Company, Roberts and Germantown Avenues, Philadelphia. You all know that the world-renowned **RIDGWAY REFRIGERATOR** contains all the latest improvements, and is noted for perfect circulation and A No. 1 insulation—the main features of a good refrigerator; add to this the best material and first-class workmanship and you have the reason why

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Ridgway Refrigerator Company

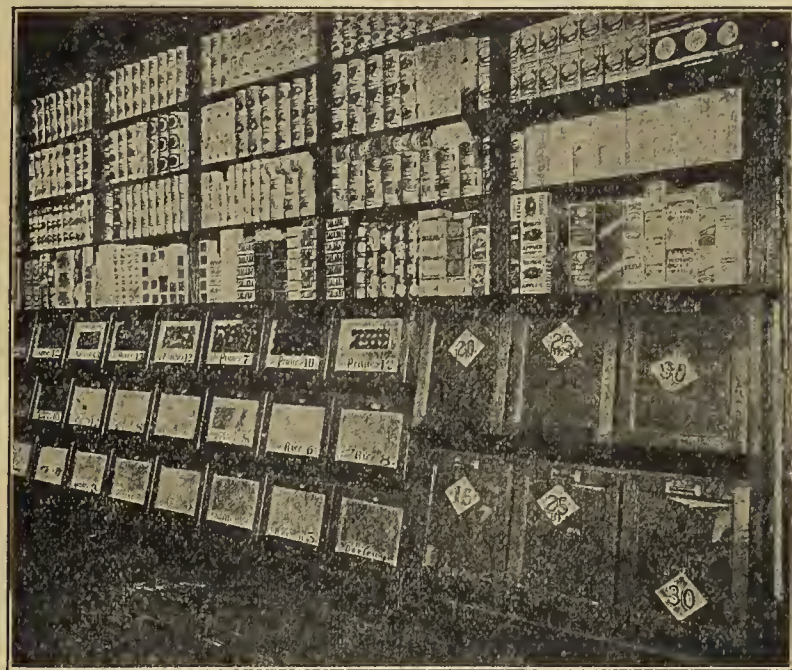
E. B. ATKINS, Manager

3519 N. Lawrence Street

Fifth and Tioga Streets

PHILADELPHIA

"Show All—Sell All"



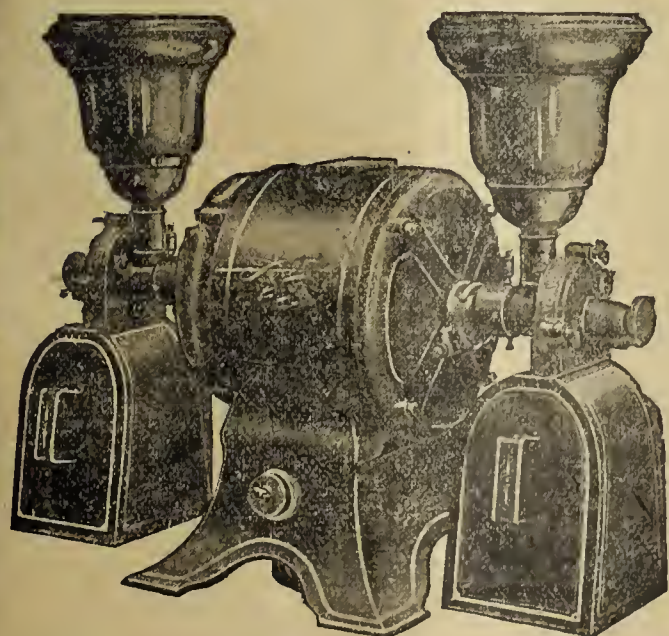
This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

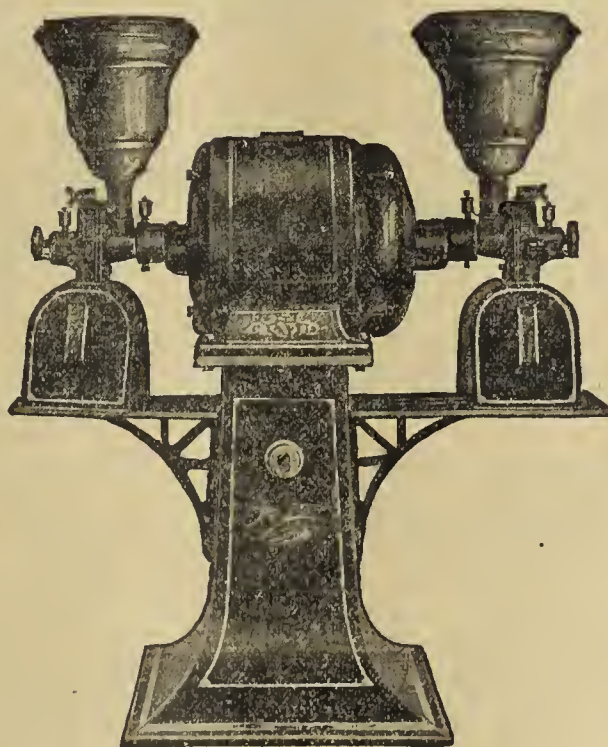
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ARE THE FAVORITE MILLS
SAVING DOLLARS AND LABOR
THEY ARE FOOL PROOF



No. 192 MILL



No. 192 P MILL

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PHILADELPHIA, PA., U. S. A.

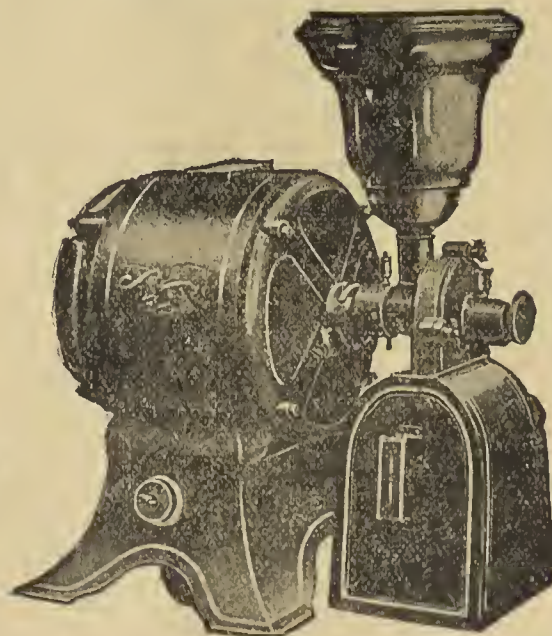
No. 911 ARCH STREET

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 19 MILL

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLVI.

PHILADELPHIA AND NEW YORK, NOVEMBER 30, 1908.

No. 22.

Contents.

	PAGE
apes Denies Interview — Wessels Makes Affidavit.....	6
gg-O-See Company Offers Forty Cents on Dollar.....	7
eached Flour Hearing Ends.....	8
mong the Trade.....	9
ditorial.....	10
The "American Grocer" a Hypocrite. The Girard Grocery Company. The Church as a Commercial Com- petitor.....	11
What Impoliteness Cost One Dealer.....	11
ule for Judging Alcoholic Patent Medi- cines.....	13
he New York Letter.....	14
wo More Schemes Warned Against.....	14
Straight Talk With Clerks.....	16
ew Molasses Wholly Ignores Depart- ment's Sulphur Ruling.....	17
overnment Now After Sardine Trust... ..	18
orrespondence.....	18
he Science of Advertising.....	19
he Stroller's Column (Contributed).....	20
Where the Leak Was.....	20
ood Holiday Plans for Booming Busi- ness.....	21
wo-Minute Sermons for the Retail Grocer.....	22
ewark (N. J.) Dealer Questions State- ment of National Secretary Green... ..	27
Window Dressing for Grocers.....	27
Window Dressing Articles Wanted.....	28
The Grocery Markets.....	28
Individual Market Reports.....	29
n Experience With a Whitney Collec- tion Agency.....	30
elling Talks With Grocery Clerks.....	30
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World " Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	9
Angell & Co., S. H.....	21
Anker's Bouillon Capsules.....	47
American Can Co.....	20
American Slicing Machine Co.....	9
Armour & Co.....	11
Atmore & Son.....	45
Babbitt, B. T.....	Cover 2
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	12
Barber & Perkins.....	8
Bell & Sons, Samuel.....	41
Bishop, R. W.....	9
Blooker's Cocoa.....	31
Bower & Co., John.....	45
Brown & Co., P. F.....	37
Buckley, Elton J.....	6
Burk, Louis.....	17
Cauchols & Co., F. A.....	4
Ceylon Tea.....	37
Comly, Flanigen & Co.....	4
Croft & Allen Co.....	41
Daetwyler & Co. R.....	32
Eby Co., The Frank C.....	43
Electro-Silicon Co., The.....	45
Enterprise Mfg. Co. of Pa., The....	Cover 1
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	39
Fisher, Bruce & Co.....	4
Fischer & Co., B.....	39

	PAGE		PAGE
Fleischmann's Yeast.....	12	Moland's Sons, Wm.....	4
Fly Ribbon Mfg. Co., The.....	31	Moore & Co., E. B.....	Cover 3
Forbes, J. P.....	32	Morgan & Cornell.....	47
Franklin Sugar Refining Co.....	43	National Cash Register Co.....	3
Frelhofer Vienna Baking Company.....	41	Nelke, L. D.....	16
Fulton & Walker Co.....	43	Nicelle Olive Oil Co.....	22
Githens, Rexsamer & Co.....	9	Oakdale Baking Co.....	22
Goff & Sons Co., S. B.....	12	Ohio Match Sales Company.....	50
Gold Medal Flour.....	41	Philadelphia Electric Co., The.....	12
Great Western Cereal Co., The.....	20	Quaker City Preserve Co.....	47
Halpen, Green & Co.....	4	Ridgway Refrigerator Co.....	49
Heacock, H. F.....	21	Rife, Henry J.....	4
Heinz Company, H. J.....	39	Ritter Conserve Co., Philip J.....	16
Hires Condensed Milk Co.....	Cover 4	Roberts Co., Thomas.....	4
Huebner, James J.....	12	Royal Specialty Co.....	47
Huff Paper Co.....	4	Sauer Co., C. F.....	Cover 4
Indexed Coupon Books.....	32	Shinn & Kirk.....	29
Iroquois Canning Co.....	Cover 3	Srohmeyer & Arpe Co.....	7
Jamison, John.....	4	Swift & Co.....	45
Janney & Co., B. S., Jr.....	4	Swift & Co., Gloucester, Mass.....	29
Kingsbury, H. P. D.....	22	Taylor Bros. Co.....	21
Kirk, Foster & Co.....	18	Troemner, Henry.....	49
Knight Cooking Extract Co.....	Cover 2	United Store Service and Tube Co..	Cover 50
Lamson Consolidated Store Service Co.,	37	Van Camp Packing Co.....	Cover 2
Lautz Bros. & Co.....	Cover 2	Vance & Co., James M.....	16
Leggett & Co., Francis H.....	15	Walker Patent Pivoted Bin Co.....	49
Lindsley J. V., & Company.....	22	Washburn-Crosby Co.....	41
Lititz Bretzel Co.....	12	Weber & Loesch.....	4
McCahan Sugar Refining Co., The W. J.,	Cover 3	Wheatena Company, The.....	45
McMenamin & Co.....	4 and 13	Wilde's Sons Co., Samuel.....	50
Merchants' Helps Pub. Co.....	22	Wilkinson's Sons, C.....	4
Merrell-Haviland Oyster Co.....	12	Williams Bros. Co., The.....	47
Millbourne Mills.....	12	Young & Co., Chas. W.....	47
		Zipp Manufacturing Co.....	41

Mapes Denies Interview—Wessels Makes Affidavit

The "Grocery World and General Merchant's" Representative, to Whom Secretary of the Cream of Wheat Co. Made Insulting Remarks Regarding Retail Grocers, Swears to His Story. Another Cereal Company's View of the Matter.

During the past week Secretary E. Mapes, of the Cream of Wheat Co., has issued a letter to various inquirers, among them Secretary John E. Green, of the National Retail Grocers' Association, denying the making of the statements derogatory to the retail grocers attributed to him by Charles M. Wessels, of this paper. Mr. Mapes' letter to Secretary Green is as follows:—

Cleveland, Ohio, Nov. 21, 1908.

Mr. John A. Green, Sec'y.,
The Nat'l Assn. of Retail Grocers,
2390 E. 55th street,
Cleveland, Ohio.

Dear Sir:—We are in receipt of your courteous favor of November 16th, and in reply will say the item referred to by you is not only absolutely false, but is intended in our opinion as a blackmailing scheme pure and simple, and is the culmination of a threat made by a man by the name of Wessels, who publishes a grocery paper in Philadelphia, and claims to control practically all of the grocery publications of the United States. We declined to use any of his publications as an advertising medium, and this is the result. To question the friendliness of the Cream of Wheat Co. toward the retail grocers is hardly reasonable in consideration of the prominence which they have taken in matters concerning the retail grocers' interests. For example, the Cream of Wheat Co. are probably the only concern of its kind who absolutely refuse to sell mail-order houses like Montgomery, Ward & Co. and Sears, Roebuck & Co., who would be willing to buy in carloads if we would sell them. We even went so far a short time ago as to cut off as large a firm as Sprague, Warner & Co., refusing to fill their orders until they had promised to refrain from selling houses of this kind. Does this look like the antagonism toward the retail grocers which some of the grocery papers are trying to attribute to us for the purpose of forcing us into their columns as advertisers? We hardly think it.

Yours truly,
CREAM OF WHEAT CO.,
E. Mapes, Secretary.

In order that Mr. Mapes' denial may be estimated at its true value, Mr. Wessels has made the following affidavit:—

State of Pennsylvania, } ss.
County of Philadelphia, }

Charles M. Wessels, of the city and County of Philadelphia, State of Pennsylvania, being duly sworn according to law, deposes and says: that on or about the 20th day of October, 1908, in company with P. A. Robinson, of the city of Minneapolis, Minn., he called at the offices of the Cream of Wheat Co. in the city of Minneapolis; that at such time he

held an interview with E. Mapes, known to deponent as secretary of the said Cream of Wheat Co.; that at such time and during the course of said interview, in the presence of the said Robinson, a conversation ensued between deponent and the said Mapes, of which the following is a correct transcript:—

Mr. Mapes—We don't care a continental for the grocer. He has to sell our goods whether he wants to or not. We make him. We used to give the retailer a profit, but we found that the best way to keep him good was to keep him poor. Now we give him very little profit.

Mr. Wessels—Of course it is much easier for a concern to take that attitude if he has no competitors.

Mr. Mapes—But we have competitors. Vitos (made by the Pillsbury-Washburn Co.) is exactly the same as Cream of Wheat. If the retailer has so much influence, why don't he substitute Vitos for our goods?

Mr. Wessels—But doesn't it mean anything at all to you, Mr. Mapes, to have the friendly feeling of the retail grocer?

Mr. Mapes—We don't want it—don't need it—don't care anything about it. The grocer hasn't any say about handling our goods. We make him handle them—he must! The grocer has got to handle Cream of Wheat no matter what he says.

That the said Mapes in the course of the said interview went considerably further than the language reproduced above, but that deponent in reproducing same for publication desired to be conservative and for that reason modified the language attributed to the said Mapes; that every sentiment ascribed to the said Mapes was uttered by him in the presence of deponent and said Robinson.

C. M. WESSELS.

Sworn and subscribed before me this 23d day of November, 1908.

EMERSON CONRAD,
Notary Public,

No. 53 N. Tenth st., Philadelphia.
Commission expires January 21, 1911.

The personalities in Mr. Mapes' letter are considered too trifling to discuss. The invariable retort of a manufacturer caught in unfair practices by a public journal is "blackmailing" and "revenge because I wouldn't advertise." Such charges have long ceased to mean anything, and nobody any longer accepts them as a defense.

Mr. Mapes contends that his company is not an enemy but a friend of the retailer, and as evidence of his friendship cites the solitary fact that he sells no mail-order houses. There are three answers to make to that:—

1.—Mr. Mapes may not be telling the truth when he says so. A man that will deny an interview which was reported with the closeness of detail which this one was, which bore every possible earmark of truth, and which has now been solemnly sworn to, might say anything.

2.—Even if it is true, the refusal to sell the mail-order concerns was unquestionably done in the company's own interest, as the statements of Mr. Mapes shows his company to be absolutely cold-blooded and selfish where the retailer is concerned. The Cream of Wheat Co. had no use for the retailer, said Mr. Mapes. It didn't need to do anything for him, and it didn't do anything for him, which is the best proof that when it refused to sell mail-order houses it didn't do so for the retailer at all.

3.—Even if the Cream of Wheat Co. did refuse to sell mail-order houses with the motive of helping the retailer, is such an action a valid substitute for refusing to give him any profit? It is true that the retail grocer appreciates it when some manufacturer refuses to sell the mail-order houses, but that by no means is the most important factor in the case. He appreciates it a heap more when the manufacturer gives him a profit, which he can always do if he likes.

Put on one side of the balance Mr. Mapes' statements as to his company's attitude toward the retailer, and in the other the fact that he sells no mail-order houses. Which weighs the heaviest?

Apropos of the Cream of Wheat incident, the "Grocery World and General Merchant" has received a communication from one of the most intelligent and wide-awake cereal manufacturers in the United States. The greater part thereof is as follows:—

Alas, what the Minneapolis gentleman says is too true. I mean that his company has gone on absolutely independent of the grocer for years. I have never known them to call upon him, or give him a window display, or a discount, or a demonstration, or a prize to his clerk, or any special consideration, yet the grocer will shake this article at us defiantly every chance he gets.

I have never seen this Minneapolis gentleman advertise in the trade papers, but I have seen him dominate the best magazine space, and by doing so, dominate the business in wheat cereals. His attitude towards the grocer may be wrong and all that, but when he expresses his indifference, he is perfectly consistent, because he knows that his advertising is keeping the consumer

"coming" for his product and that both he and the grocers are profiting thereby.

I make this statement as unwillingly as you would make it, yet after many years of competition with this product, I say the statement is true.

To be sure the other Minneapolis breakfast food mentioned in the article (Vitos) is the same thing; it may even run out of the same spout. Moreover, it is made by a concern that has tried in every way to treat the grocer right. It pays the grocer 6 or 7 per cent. more than the other product, yet they are likely doing ten times as much business on the other product than they are on this.

The Minneapolis gentleman realized wisely that the place to make the impression was on the consumer and she would do the rest.

Your article on the subject will set a limited number of grocers to thinking and will work up some prejudice in their minds, but if you will make a round of the grocers, as I have done in the least two or three months, you will see the demand coming right along for the Minneapolis gentleman's goods and you will see the grocers passing it over the counters as usual.

There seems to be an inconsistency in this whole matter, but to try to offset it with a combined circulation of all the grocery papers in the United States would be like trying to put out a big fire with a couple of gallons of water.

In substance, the above means this: That while the Cream of Wheat Co. may be ethically wrong in its contemptuous attitude toward the grocer, from a practical standpoint it is right for it has found by experience that the grocer went right on selling Cream of Wheat no matter what its manufacturer did to him. That seems to the "Grocery World and General Merchant" like the most dangerous of all doctrines. In the abstract it is clear that a manufacturer should have the good will of the distributor of his goods if he can get it on a reasonable basis, and this no matter how supine that distributor may be. Let it be admitted that in the case under discussion the Cream of Wheat Co. has lost nothing up to date by not having had it, is that a valid argument for rejecting it if it could have been had with a little effort? Certainly the grocer who is kindly disposed toward the Cream of Wheat Co. would sell as much Cream of Wheat as he would if because of lack of profit or hostility to the company he made the sales unwillingly. If his good

ELTON J. BUCKLEY

Editor "Grocery World"

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Telephones { Bell, Lombard 1727
Keystone, Race 746

**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS
TRADEMARK REGISTRATION**

ill could have been obtained, therefore, does it not inevitably follow that it were good business to obtain it for the reason that in giving it there is everything to gain and nothing to lose?

It is bad enough to go on year after year ignoring the grocer as a creature who *must* sell one's goods if you say so, and who therefore need not be catered to in any way, but what has this correspondent to say of the foolishness of the concern who brings the taunt of his subjection to the victim's face? Grocers are better informed, better educated and better organized to-day than ever before, particularly as to questions affecting their independence and their profits. They may have been slow to assert themselves in the past, but conditions are changing. To say such things of grocers *now* as the Cream of Wheat secretary said very different from saying it twenty years ago. To-day it is absolutely certain to lose business for the concern offending. Take the Wilmington (Del.) Retail Grocers' Association as proof of that. Their resolution was published in the "Grocery World

and General Merchant" of November 16th; henceforth they will "take Secretary Mapes at his word" and substitute Vitos for Cream of Wheat. Mr. Mapes says contemptuously that they cannot do that. Let us see.

Egg-O-See Company Offers Forty Cents on the Dollar.

At Last a Definite Proposition for the Settlement of Involved Company's Liabilities. Small Claims to be Paid in Cash. If Over \$200, in Cash, Notes and Bonds. Large Amount Necessary to Get Concern on Its Feet.

The first definite effort to reorganize the business of the Battle Creek Breakfast Food Co., Ltd., manufacturers of Egg-O-See, has taken shape during the past week, when all of the creditors received a proposition to settle their claims for 40 cents on the dollar. The concern, though insolvent without a doubt, is not yet in bankruptcy, and the settlement proposition emanates from the Creditors' Committee. Eighty per cent. in amount of the creditors must join or the plan will fail. The statement of the Creditors'

Committee regarding the condition and prospects of the company is as follows:—

(A) The company is encumbered with an indebtedness entirely disproportionate to the value of its actual assets.

(B) Upon further investigation the committee finds that the sum of \$50,000 required to be advanced by some of the creditors for the operation of the business will be inadequate for its needs.

(C) The improbability of securing, on the original plan outlined, the new money required to properly finance the company.

(D) Upon full investigation the committee finds that the business is encumbered by long-termed contracts which involve expenditures not warranted by the company's present condition. Among these are the lease for the Chicago offices, having yet eight years to run and other contracts of a like nature.

II.

(A) The absolute necessity under all circumstances that there shall be a complete reorganization of the company upon such a basis as to insure a live business instead of a dead one.

(B) A proper relation of liabilities and assets.

(C) One which shall be absolutely fair to all of the creditors and in which they can all participate.

III.

Certain of the large creditors of financial ability and integrity satisfactory to the committee have proposed to guarantee the reorganization of the corporation upon such a basis as to meet the foregoing requirements, and have agreed to take

all, or their proportionate part, or so much as may be required of the proposition of reorganization which the committee hereby recommends.

The committee makes the following recommendations:—

"A" That all of the creditors transfer their respective claims and demands against the company to such person the Creditors' Committee may designate upon the basis of 40 per cent. upon the dollar thereof payable as follows:—

(A) To all creditors having claims under \$200, 40 per cent. in cash upon the receipt by the person designated by the committee of the respective claims of such creditors, duly itemized and verified together with an assignment thereof to such person.

(B) To all creditors having claims amounting to over \$200 and less than \$5,000, 10 per cent. payable in cash and notes of the reorganized Battle Creek Breakfast Food Co., Ltd., due in three, six and nine months each.

(C) To all creditors having claims amounting to \$5,000 and upwards, the notes of the reorganized Battle Creek Breakfast Food Co., Ltd., 10 per cent., each due in six, twelve, eighteen and twenty-four months respectively, with bonds as collateral, upon the basis of \$2 of bonds for \$1 of notes.

The foregoing recommendations are made by the committee in full belief that if the concern was to be thrown into bankruptcy the creditors would not realize to exceed 20 per cent. on the dollar. That the plans submitted will insure a reorganization corporation which should be able to actively and effectively carry on the business for which it is intended.

NEW Norway Fancy Fat

Original Full-weight Barrels Counting 400/440 Fish

\$13.00

Strohmeyer & Arpe Co.
New York

NORWAY Fat Mackerel

Sells at 5 Cents a Piece

Bleached Flour Hearing Ends

Milling Interests Fight Hard for Retention of Process. Expert Says It Can't be Used to Apparently Improve Poor Flour, Because Bleaching Emphasizes Poor Flour's Defects. Government Chemists Say Practice is Injurious.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

November 27, 1908.

The hearing before the Department of Agriculture on the question of bleaching flour has continued during the past week. A principal witness was John E. Mitchell, manufacturer of an extensive line of bleaching machinery.

The most important of Mr. Mitchell's contentions was that bleaching flour did not permit the concealing of inferiorities, but emphasized them. Inferior flour could not be bleached, he said, for this reason.

O. M. Friend, of the Northern Millers' Association, testified about bleached flour for half an hour. He stated that while practically all millers bleach flour and

the trade demand it, it could be abolished, yet the milling industry would take a backward step in so doing. Mr. Friend was another one who laid the demand for whiter flour at the housewives' door.

Nathan F. Schoening, of Illinois, testified that every one he knew of wanted bleached flour, but that the scare on account of the pure food law would make it undesirable to place a distinctive label on bleached flour. He was of opinion that such a label would cast much opprobrium on flour and that people would believe it was "tainted, painted or adulterated."

Two other witnesses were examined and cross-examined—Professor Allway, of Nebraska, and Professor Walter S. Haines, of the Rush Medical College, of

Chicago. The latter was called as an expert in toxicology. Both scientists were called by the milling interests.

Professor Allway told of many experiments with bread made with bleached and with unbleached flour. He had men, women and children eating bread in an endeavor to get at the facts. Some of the persons would not eat the bread unless he buttered it. He told at length of experiments with saliva. He tested samples taken from his assistants his children, himself and from everybody he could find to part with any, and said he found nitrates in all. He made a long speech on the subject, and when he finished Dr. Wiley asked him what nitrates in saliva had to do with bleaching flour. He was trying to show, he said, that nitrates are present in people, anyhow, and that if any is taken in via bread it is in less quantities than already exists.

A letter from Prof. E. W. Rockwood, of Iowa, was introduced setting forth, among other things, that nitrates in bleached flour are removed by yeast; that they

exist in most vegetables and that bleached flour is harmless. Secretary Wilson would not admit the letter in evidence. Dr. Wiley then cited two instances of death from nitrates. Prof. Haines' testimony was practically a lecture on poisons. He contradicted several "Wiley theories," said the amount of nitrates necessary to kill a man is enormous, and that there is nothing harmful in them if not eaten in too large quantities.

Later some very interesting testimony was given by Mr. Frederick Leslie Ransome, of the Housekeepers' Alliance. He said the Housekeepers' Alliance had a membership of several hundred housewives in Washington, D. C., was in close touch with similar bodies all over the country, and that the organization was surprised to read in the papers that the millers said that women desired a perfectly white flour.

She said all educated women were rapidly becoming well informed in matters of domestic science, and desired wholesome and nutritious flour.

BACK-UP and HELP yourself to our many exceptional bargains in groceries offered this week

Extra Choice New Japan Rice, 100-lb. bags per lb., \$0.04 1/4
5 or 10-bag lots per lb., .04
This is an elegant bargain in a good bean, clean white Rice.

Egg Harbor Brand Canned Pears, No. 3 cans, 2 doz., per doz., .60
Not over 10 cases to any one buyer.

Compass Brand Canned Oysters, No. 1 cans, 2 doz., per doz., .72 1/2
Old Tom Brand Canned Oysters, No. 1 cans, 2 doz., per doz., .67 1/2
In 5 or 10-case lots, either kind or assorted, at 2 1/2 c. per dozen less.

These Oysters are fine quality, genuine Chesapeake Bay Oysters, very handsomely packed, both in wrapper label cans.

Superior English Breakfast Tea, 1/2 chests about 70 lbs. in 1/2 chest per lb., .11 1/2

Quaker Oats, 20 25c. packs per case, 4.10
Banner Oats, 20 25c. packs per case, 4.10

Refugee Brand Standard No. 3 Cold-packed Tomatoes, 2 doz. per doz., .75
5 or 10-case lots per doz., .72 1/2
Not over 10-case lots to any one buyer.

MUIR PEACHES:—

Extra fancy, very large, very bright, very thick, meaty California Muir Peaches, bags about 60 lbs. each per lb., .08 3/4
5 or 10-bag lots per lb., .08 3/4

This is one of the finest lots, if not the finest lot of Muir Peaches we have ever seen, no small pieces and no dark pieces, simply beautiful quality and a bargain.

Choice California Muir Peaches, excellent quality, bright meaty fruit, 50-lb. boxes per lb., .05 3/4
5 or 10-box lots per lb., .05 3/4

These are two unusually good Peach values.

Hillside Brand Fancy Santa Clara Prunes, 40-50s, 25-lb. boxes, single boxes per lb., \$0.07 1/2
5 or 10-box lots per lb., .07 3/4

Griffin & Skelly's Fancy New Seeded Raisins, 36 ls per lb., .07 3/4
Griffin & Skelly's Easter Brand Seeded Raisins, 36 ls per lb., .07 3/4

In 5 or 10-box lots, either kind or assorted of these two brands of Raisins, at 1/8 c. per lb. less.

New Grenoble Walnuts, bags about 110 lbs. . . . per lb., .13 1/2
50-lb. lots per lb., .13 3/4

New French Walnuts, Corne's, a very bright, good-size nut, elegant crackers, bags about 110 lbs., per lb., .10 5/8

No. 5 Double-end Scrub Brushes per doz., .37 1/2
per gross, 4.10

We recommend these as an elegant 5c. Scrubbing Brush.

New Fancy OOOOOO Lentils, bags about 110 lbs. . per lb., .03 1/4
5 or 10-bag lots per lb., .03

Best Quality Western White Granulated Corn Meal, 100-lb. bags per bag, 1.80

Best Quality Western Yellow Granulated Corn Meal, 100-lb. bags per bag, 1.77 1/2

Best Quality Western Yellow Table Corn Meal, 100-lb. bags per bag, 1.72 1/2

Best Quality Pearl Hominy, 100-lb. bags per bag, 1.75

CANDIES:—

Broken Bits, 30-lb. pails per lb., .07 3/4
20th Century Mixtures, 30-lb. pails per lb., .07 3/4

Rock Cuts, 30-lb. pails per lb., .07 3/4

Small Machine-made Toys, 30-lb. pails per lb., .07 3/4

Fine Quality Hand-made Toys, 29-lb. pails . . . per lb., .07 3/4

Oneida Mixtures, 30-lb. pails per lb., .05 3/4

A B Gum Drops, 30-lb. pails per lb., .05

These Prices for This Week Only—November 30th to December 5th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street **Phila., Pa.**
28 N. Delaware Avenue

She said the bleaching process was much opposed by scientific housewives for several reasons, chief of which is that bleaching flour makes it impossible for the average buyer to differentiate between good and poor flour, and that women demanded that all flour be branded so they might know which was the bleached and which the natural color.

Also opposed to bleaching was J. D. Miller, representing Sprague, Warner & Co., millers, of Chicago. He said the matter of interstate commerce should not enter into this question, which should be decided entirely on its merits. He said the real demand was not for white flour, but for wholesome food products.

He gave the following reasons for opposing the bleaching of flour:—

That it adds to the difficulty of consumers in distinguishing between grades, thereby making deception easy.

That it makes the sale of the highest quality of unbleached flour difficult in competition with an inferior grade of bleached flour.

That the bleaching interfered with the natural flavor of the bread.

He was asked what he had to say regarding the coloring of butter and cheese and the bleaching of sugar. He said that he was opposed to all these practices, and he asked the Secretary of Agriculture to recommend to Congress that they be prohibited.

The Government's side of the evidence consisted chiefly of testimony by expert Government chemists, whose statements generally controverted those made on Friday by millers' chemists, who gave it as their opinion that, despite the existence of nitrous acid in bleached flour, it is not harmful to health.

The Government chemists adhered to the idea fostered by Dr. Harvey W. Wiley, the Government's chief food expert, that food containing poisonous substances should be banished from the market. On the whole, it was the conclusion of the experts that bleached flour contained nitrites which in some degree is harmful to the human system. Drs. Ladd, Shepard, Winton, Mitchell and other chemists of note appeared at the hearing.

Perhaps the principal witness was Marcus Bernheimer, of St. Louis, at one time a flour broker, but now a miller. He testified that he consistently has refused to use the bleaching process both on ethical and esthetic grounds.

Robert L. Corby, a baker, of Washington, D. C., in favoring a regulation for the labeling of bleached flour, declared that as high a grade of loaf could not be made out of bleached as unbleached flour.

Either one of three decisions may be given: First, that the department approves the bleaching process; second, that bleached flour is injurious and deceptive, and should be excluded from interstate commerce, and third, that bleached flour can be sold if labeled.

HOLT.

AMONG THE TRADE.

Charles Carey, manager of the dried fruit department, and Daniel K. Young, manager of the coffee department for the wholesale house of Thomas Roberts & Co., will sever their connections with that house on January 1st.

Match Trust Cuts Dividend.

To the surprise of the financial district, President O. C. Barber, of the Diamond Match Co., announced on Monday that beginning with the dividend payable next March the rate on the stock of the Diamond Match Co. will be reduced from 10 per cent. to an 8 per cent. basis. Following this news a severe break occurred in the shares on the Chicago market. Sales were made at 120, a decline of 8½ points from last Saturday's closing, and of 16 points from Friday's high level.

PATENTS

obtained on inventions and designs. Trade marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

What It Does

As soon as we can make a merchant see what the **American Slicing Machine** does for him he installs one.

We want you to read what other merchants say it has done for them.

1. It Creates a Profitable Business Where None Existed

"It has increased our trade from nothing to a good steady business. It is not to be compared with other store fixtures, as it opens up a new business, showing an added profit which would be wholly lost without the **American Slicing Machine**."

C. R. EDDY'S SONS, Glens Falls, N. Y.

2. It Brings New Customers Not Only on Sliced Meats But on Other Things

"It has brought lots of new trade to our store—our grocery trade we believe increased almost one-third more—and in every way helped us."

R. DUCKWORTH & CO., Clinton, N. J.

3. It Increases the Profit Per Sale

"It has more than doubled my business of dried beef and increased my profits 5 cents per pound."

W. H. KELCHNER, Wichita, Kans.

Worth your investigation, isn't it?
A card will bring particulars, free.

American Slicing Machine Co.
54 Fifth Avenue, Chicago



**Delicious Flavor
Purity and
Full Measure**

win and hold steady customers for you when you push

Towle's Log Cabin Cane and Maple Syrup

¶ The sales will suit you because this syrup suits your customers. Avoid mistakes on the maple syrup question. The whole country demands *purity*. Maple syrup that is not right up to the notch is going to die on the dealer's shelf.

We Are Doing More Advertising

of the syrup in the Log Cabin can than any syrup concern ever did before. And, we are *selling more syrup*. That is because we have the best. Same way with you—you can sell more of **Towle's Log Cabin Cane and Maple Syrup** than *any* other brand.

¶ Dealers who push it are reaping their harvest now. Are you getting *your* share?

TRADE SUPPLIED BY

Githens, Rexsamer & Co.
PHILADELPHIA

Grocery World AND General Merchant

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President and General Manager.

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Advertising Manager.

WILLIAM H. NAYLOR,
Circulation Manager and Manager Prices-Current.

Monday, November 30, 1908.

The "Grocery World and Gen-
eral Merchant" has several times
accused the

The "American Gro-
cer," a Hypocrite, though
claiming to be

published in the interests of re-
tailers, of complete indifference to
the retailer's interest, where an
advertising contract, present or
prospective, was involved, and of
utter subservience to advertisers
where business was at stake.

No stronger proof was ever
forthcoming than the "American
Grocer's" manner of handling the
Cream of Wheat incident. An
officer of the cereal company,
speaking for it, insulted, defied
and flouted the retailer in the
most vicious way. Attacked the
retailer at the very foundation of
his right to independent exist-
ence. The "Grocery World and
General Merchant" and practi-
cally all other trade papers save
the "American Grocer," published
the matter in full, naming the
offending company and calling
upon the retailer to show that
he was not the spineless thing
that the Cream of Wheat Co.
said he was. John A. Green, sec-
retary of the National Retail Gro-
cers' Association, thought the
matter serious enough to make a
sort of national proclamation of
it, calling upon grocers to resent

the cereal company's attitude and
for every individual retailer to
write it a letter of protest.

The "American Grocer's" part
in this chorus of dissent was con-
tained in its last issue. It carefully
omitted the name of the Cream
of Wheat Co. and took the
form of a mild protest as utterly
inadequate as it would have been
from a father whose child was
brutally struck before his eyes.
Here is the "American Grocer's"
article in full:—

IS THE RETAILER A TOOL?

That question has been answered
many times in the past in the ne-
gative, but fortunately only at rare
intervals do we find those rash
enough to assert the affirmative, for
experience and history have demon-
strated that the "Retailer Is King."
A prominent and successful pub-
lisher reports that in a recent inter-
view with a manufacturer of a spe-
cialty in the line of food products,
the latter remarked: "We don't
care a continental for the grocer.
He has to sell our goods whether
he wants to or not. We make him.
We used to give the retailer a profit,
but we found that the best way to
keep him good was to keep him
poor. Now we give him very little
profit."

It would seem in a case like that
noted that tact and discretion had
been thrown to the winds; that it
must have been a hotheaded declara-
tion of a tactless man. While pub-
licity through advertising makes
trademarks household words, it
does not make every trader a distrib-
uter. Every dealer is independent
and to a greater or less extent, as
to his individuality, can educate his
trade to take such goods as he elects
to supply. A city retailer of note—
to his great profit—threw out of
stock one of the oldest and most
popular food specialties in existence,
the owners of which have spent over
\$20,000,000 to advertise. And the
same experience comes to any re-
tailer who knows his trade, prizes
independence, is jealous of individ-
uality and seeks prestige. These are
traits in a trader that no amount of
publicity can dissipate.

The retailers of the country are
face to face with a competition that
is both atrocious and ferocious. If
it is to be made more so, it will in-
evitably result in such an organiza-
tion of the retailers as will sweep out
of existence the manufacturers of
such trademark specialties as seek to
make slot machines of distributors.

Some large manufacturers have
found that the good will of the re-
tailers is so invaluable that they have
cut down enormously their adver-
tising appropriations in journals
which reach consumers and used the
money to further the direct interests
of distributors through the trade
press and by aiding retailers to ob-
tain a more generous profit. They
believe that 350,000 retailers assured
a good margin will become en-
thusiastic workers in the distribution
of profit-paying articles, instead of
forced slaves to any campaign of
publicity which tends to keep them
poor. No policy can force distrib-
uters to sell any line of goods, be-
cause consumers favor the retailers.

The "Grocery World and Gen-
eral Merchant" asks the fair-
minded readers of this paper
whether this is the sort of utter-
ance that should come from the

defender of a faith attacked at its
very base. Was there ever a case
which more loudly called for re-
taliation by the grocers whom the
Cream of Wheat Co. said had lost
the power of retaliation? Did not
the "American Grocer," by sup-
pressing the name of the Cream
of Wheat Co., deliberately pre-
vent its readers from exercising
the independence in the matter
which the principle of self-preser-
vation demands that they should
make?

The "American Grocer" is
hypocritical and insincere. No-
where in its whole subsidized
career has it shown more clearly
than now that where advertising
is secured or in prospect its spine
turns to jelly and its blood to
water.

The local jobbing interests
have manifested a kindly interest
in the organiza-
tion of the Girard
The Girard Grocery Company. Grocery Co. As
a matter of fact,
no trade development has aroused
so much discussion in years.

The published incorporators of
the new company are leading
members of the Philadelphia Re-
tail Grocers' Association, and
from that the jobbers have drawn
many inferences. The inference
most loudly and exultantly ex-
pressed is that the new incorpora-
tion marks the defeat and down-
fall of the Retail Grocers' Asso-
ciation, particularly of the associ-
ation as a buying organization.
This is a thickheaded and ma-
licious lie. The creation of the
new company, with wider plans
and powers, was made necessary
more by the unexampled success
of the association than for any
other reason. It became apparent
to the leaders of the Philadelphia
movement that it was destined to
become one of the most important
factors in the wholesale grocery
business of this section. It could
not reach its highest possibilities
hampered as it was in various
ways, so that it was resolved to
organize a new company of a
different type. In place of dis-
tributing goods to members only,
the Girard Grocery Co. will sell
any grocer with the money to
buy. It will be in every sense a
stock company and the dividends,
if any are earned, will be declared
and distributed exactly like the
dividends of any other stock com-
pany.

As to the success or failure
the business of the Retail Gro-
cers' Association, let it be said
that in spite of the depression
business and the warfare waged
by the Wholesale Grocers' Asso-
ciation, the association's business
for 1908 shows an almost incred-
ibly large increase over 1907.

From a recent number of
a Philadelphia
The Church as a Commercial Competitor. paper the follow-
ing dispatch
taken:—

Spring City, Pa., Nov. 23.

Women of this borough have
formed a union not to regulate wages
or hours or even to enforce any pro-
jected demands upon their husbands
or sweethearts—rather to build a
church.

Plans were drawn some months
ago for the new Methodist Epis-
copal Church here. Members of the
Ladies' Aid Society of the First
Methodist Episcopal Church, of
Spring City, have already raised
many hundreds of dollars to be ap-
plied to the erection of the new
structure.

And, believing that in union there
is strength, the Ladies' Aid Society
has formed a union with the Sunday-
school for the purpose of conduct-
ing a union exposition in Spring
City this month. The exposition
will open on Thanksgiving Day and
will continue for three days—the
proceeds to be applied to the build-
ing fund.

At the exposition the feature will
be a monster turkey dinner. There
will also be art departments and
novelty departments and booths, at
which many Schuylkill Valley fam-
ilies will have an opportunity to do
Christmas shopping—at least to the
extent of procuring articles desir-
able for Christmas gifts.

The final paragraph contains
the point which is sticking in the
writer's mind—the absolute in-
justice of any church opening a
veritable store in competition
with local merchants.

Usually a man does not dare to
criticise any such effort on the
part of a church to raise money,
because of the presumed worthi-
ness of the motive. But there is
another side to the case: the side
of simple justice, unobscured by
any of the so-called demands of
church charity.

This exposition was doubtless
well advertised. Very probably
its booths did a large business on
all of the days during which the
affair was held. They sold goods
precisely like the local merchants
sell, and the goods the church
sold will not be sold again by the
local dealer. Thus in a country
community where there is never
more business than enough to go
round, the church is taking from
the local merchant business which
from every standpoint belongs to

him, and which he pays a tax—the church does not—for the privilege of doing. To make the injustice worse, the chance is that the retailer has been successfully solicited to donate some of the very merchandise which the church will resell to his own customers.

Any season is bad enough to work schemes like this, but at the holiday season it seems peculiarly unfair. To many merchants the Christmas holidays are a life preserver for a whole year. To take that from them is not only clothing selfishness in the garb of charity, but it is pursuing a principle which by all fair standards is absolutely wrong.

Will Try to Push Our Oranges in Europe.

The United States has an export trade in oranges amounting to about \$1,500,000 a year, the shipments being mainly to Canada. Practically the only European trade has consisted of about \$135,000 worth sold to England. Interested parties are investigating the possibilities of extending the American orange trade into northern Continental Europe.

Written for the "Grocery World and General Merchant."

What Impoliteness Cost One Dealer

The "Grocery World and General Merchant's" Country Contributor Recites Some Personal Experiences and Observations on the Value of Politeness in a Retail Store.

When you and I were very, very young the old folks taught us to say "please, thanks, welks" to shut the door and tread softly in general. The good old souls wanted us to show we were "raised right." When we started to grow up we learned from others of about our own age that it was smart to be impudent and decidedly "sissy" to be polite.

Now it is a mighty fortunate thing for the ones of us who have unlearned this second lesson in deportment as soon as we got into business. I'll show you why on a dollars and cents basis. I am not a preacher, so I won't tell you anything about turning the other cheek to the hand of the slapper. Personally, that particular sort of humility never appealed to me; that's not the way my hair is parted.

But, put a pin in this—it pays a man in business to meet all comers politely. They may not be buying at the instant, but if treated right when they stop in to ask the time of day or something equally profitable to you, they at least have no reason not to buy from you later. If you turn them down in a surly way they have a good reason to leave you alone.

A month ago I had a twenty-dollar bill—got it honestly—and wanted to get it changed. I started out in the town where I happened to be at that time, and here's what happened: First, a cigar store, where I got this answer, "Haven't got it"; second, a drug store, "No, sir; no change for that"; third, a saloon—wasn't acquainted there, of course—"No. We ain't runnin' the Mint."

And so on down the line until I had called at seven places without getting either change or a polite excuse for not accommodating me.

Next I tried a small drug store. "Good morning, sir," was the smiling greeting of the proprietor. "What can I do for you?" I told him what I wanted. "No," he replied, "I am sorry to say that I haven't got it, but I'll get it for you if you don't mind waiting a moment. Have a chair, sir."

He could have taken my money and my watch, too, before I recovered from that! I was not a customer, simply a stranger asking for a favor, and he not only treated me politely, but was going out of his way to accommodate me. He did, too—went out to another store somewhere and returned with the change I desired.

I was so pleased with him that I related my experience with the other storekeepers and asked him why he had gone out of his way for me. He said, "I was taught a lesson in politeness once that I'll never forget. One day I was pretty busy with three prescriptions to be filled and delivered all

What the Name *Armour's* Means

The name "Armour"—on "Star" Hams or on anything else—means that the article is above the common. Have you ever thought of this? Back of every Armour product is a world-wide business that depends for success on quality.

People will eventually get what they like best. There is no doubt of that. We can't hold your trade unless we deserve it. And we must deserve it better than others, because of our larger production. We must control an enormous trade to dispose of it.

No skill is too costly, no care too extreme, if it improves our products even a trifle. For we can't sell the most of an article if anyone makes a better. That goes without saying. We cannot long be leaders unless we lead in quality.

Our products are clean and healthful, and correctly branded. The laws insure that. We have a small army of Government inspectors around us. From the animal to the consumer, every process is watched by them. We could not put out anything deceptive, un-

clean or unhealthful, even if so inclined.

But the name "Armour" means more.

It means that the highest skill that we know has been employed in the making. It means that years of experience has served to perfect it. It means that our vast reputation, and all that depends on it, is deliberately placed at stake on it. We are not so unwise to seek your trade in this expensive way, without knowing that our products will keep it.

ARMOUR AND COMPANY



Now is the Time to Light Up!

The Grocery Store which presents the best appearance and carries a good stock is the one, other things being equal, which will do the most business during the coming winter months. Electrical advertising will do more to attract trade during the approaching holiday season than any other form of publicity. It is time to light up and keep lighted up—you cannot afford to wait a single day before obtaining estimates for installing electric lighting in your place of business.

Have you obtained our proposition for Tungsten Lamp fixtures?

**THE PHILADELPHIA
ELECTRIC CO.**

10th and Chestnut Streets

Canned Oysters You Can Sell

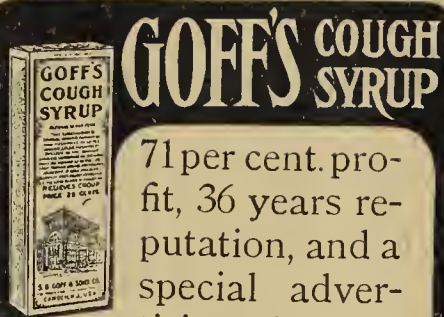
Many grocers who can't sell fresh oysters would sell canned oysters if they could get a brand that really tasted like oysters.

We have never known a brand of canned oysters that came so close to the true oyster flavor as our **Monogram** brand of New York oysters. Absolutely pure, not doctored or preserved in any way whatever. They will satisfy people that would look on ordinary canned oysters as being inferior.

Packed in quarts and shipped 2, 3 or 4 dozen to the case. Let us quote you prices.

**Merrell-Haviland
Oyster Company**

BOAT 2, FOOT OF BLOOMFIELD ST.
New York City



71 per cent. profit, 36 years reputation, and a special advertising plan, are 3 features worthy of your investigation. Write for special 1/2 gross deal.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the
7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

38% PROFIT



Huebener's Lititz Bretzels
will make this for you, and you'll sell more of them.
IT'S their quality and good-to-eat-ness that makes you like them. Ask for sample carton.

Lititz Bretzel Co., Lititz, Pa.
James J. Huebener, Prop.

at once, and trying to get through as well as I could, in spite of a headache, when a lady came in and asked me if there was anyone of the name of So-and-so living near my store, and would I kindly give her the right address, as she was a stranger in the neighborhood. I was not in the sweetest humor, I'll admit, and I turned her off rather shortly with advice that she look in the directory. I was not insulting, but I fell short of being gracious, that's sure.

"Now, do you know what happened? Her friend had asked her to come and look at a vacant house in the neighborhood. She rented the house and moved in with a delicate daughter and a rheumatic husband, and every cent that family has spent in the last three years for drugs, prescriptions, toilet articles, etc., has gone into the hands of my competitor, although he is half a square farther from them than I am.

"It has cost me a pretty penny in that time for being 'sassy,' hasn't it? "I can figure it out in cash profit at about twenty-five dollars a year. That's seventy-five dollars' fine for not being polite."

"Well," I answered, "I feel so grateful to you that I will show you the rule works the other way also. I'm very much obliged. Good day, sir."

I told my little tale when I got back to the house and that druggist has gotten just about twenty-seven dollars' worth of trade from under that particular roof since.

Here's another case that came under my notice: I was making a small purchase at a grocery store just before closing time one evening when a woman came in and asked for a bunch of parsley.

"Can't get it for you," the grocer answered. "It's packed up for the night in the ice box along with the meats. Can't open it until morning."

"Why did you refuse that woman?" I asked.

"Well, she only comes here for things when she can't get them elsewhere. She's no good to me."

Now, what do you think of that? Maybe it would have been a minute's trouble to get at the parsley, but that wasn't his reason. He wouldn't sell her what she wanted because she only came to buy from him what she could

not get elsewhere. There was the best chance in the world to show her that he had what the other dealer did not have and treat her in such a way that she would depend on him and come to him oftener. But he couldn't see that. She wanted to be a customer and he wouldn't let her. He didn't want to increase his business—just wanted to keep on selling to the old customers until they died off or moved away and left him to die of dry rot.

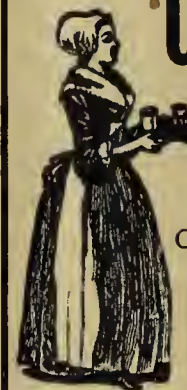
I didn't care a darn about him or the woman, but I let him know, right there, his mistake. He saw the thing my way before I finished and I really believe my little tearing-out will do him good the rest of his life. If that woman comes in again he'll probably treat her better, anyhow, even if he cannot apply the same principle to other cases. If he smiles and treats her pleasantly she will be so surprised to find he is not a Teddy Bear with a sore ear that she will deal there more than she ever would the other way.

If I've only been telling you something you know, look around a little and watch things and see if your clerks know it, and never forget it. If you have a clerk who "snaps" people off short and acts independently and is unaccommodating, chase him out of your store with an axe. Don't waste politeness on him if he can't understand its value.

OLD YARD STICK.
Chester County, Pa.

Our registered guarantee under National
Pure Food Laws is Serial No. 50

**Walter Baker & Co.'s
Chocolate
& Cocoa**



Our Cocoa and Chocolate preparations are **ABSOLUTELY PURE**—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
in Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

Rule for Judging Alcoholic Patent Medicines

Treasury Department Says Only Analysis Will Tell Whether Given Remedy is Sufficiently Alcoholic to Make Retailer Liable for \$25 Tax. Full List of Medicines Found Taxable Up to Date.

As is generally known to the readers of this paper, there is an Internal Revenue decision which compels retailers selling patent medicines containing a preponderating amount of alcohol to pay a yearly tax of \$25. The "Grocery World and General Merchant" has received from many grocers and general storekeepers a request for information as to how it is possible to tell whether a given patent medicine comes within the \$25 class or not. To obtain a definite answer the "Grocery World and General Merchant" put the question up to the Treasury Department at Washington, and received therefrom the following clear, though unsatisfactory reply:—

Washington, Nov. 24, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—In reply to your letter of the 20th instant you are informed that there is no regulation that retail dealers handling patent medicines containing more than a given percentage of alcohol must pay a yearly tax of \$25, the rule being that unless the alcohol used in the manufacture of such a medicine contains medicinal ingredients sufficient in character and amount to render it unsuitable for use as a beverage, the preparation is classed as a compound liquor, and special tax as retail liquor dealer is required. (This tax is \$25 yearly.—Ed.)

It is obvious, however, that there can be no fixed percentage of alcohol which may be used under this ruling.

For your information herewith are transmitted copies of Circulars 713 and 727, giving a list of preparations which have been passed upon by this office and classed as insufficiently medicated.

Respectfully,
ROBT. WILLIAMS, JR.,
Acting Commissioner.

From this it appears that there is no rule by which a retailer can safely size up a patent medicine in this respect.

With the above comes a complete list of all the patent medicines which have been examined up to date and found to contain too much alcohol. It is reproduced in full for the benefit of the general trade. All of the following are classed as compound liquors and the dealers must pay a tax for selling them:—

Angostura Aromatic Tincture Bitters, Aroma Stomach Bitters, Atwood's La Grippe Specific, Augauer Bitters, Augauer Kidney-Aid, Belvedere Stomach Bitters, Bonekamp Stomach Bitters, Boonekamp Bitters, Brown's Aromatic Cordial Bitters, Brown's Vin Nerva Tonic, Botanic Bitters, Cinchona Bitters, Clifford's Cherry Cure, Cooper's Nerve Tonic, Cuban Gingeric, Dandelion Bitters, De Witt's Stomach Bitters, Dr. Dade's Blackberry Cordial, Dr. Bouvier's Buchu Gin, Dr. Fowler's Meat and Malt, Dr. Gray's Tonic Bitters, Dr. Hortenbach Stomach Bitters, Dr. Worme's Gesundheit Bitters, Dr. Rattinger's Bitters, Duffy's Malt Whiskey, Ducro's Alimentary Elixir, Gilbert's Rejuvenating Iron and Herb Juice, Ginger Tonic, Ginseng Cordial, Green's Chill Tonic, Harrison's Quinine Tonic, Jerome's Dandelion Stomach Bitters, Jones' Stomach Bitters, Juni-Kola, K. K. K., Katarino, Kudos, Lemon Ginger, Laxa Bark Tonic, Magen Bitters, Meta

Multa, Obermueller's Bitters, Old Dr. Scroggin's Bitters, Panama Bitters, Rockandy Cough Cure, Royal Pepsin Tonic, Scheetz Bitter Cordial, Smith's Bitters, U-Go, Uncle Josh's Dyspepsia Cure, Warner's Stomach Bitters, Westphalia Stomach Bitters, William's Kidney Relief.

American Alimentary Elixir, Aromatic Bitters, Bismarck Laxative Bitters, Bismark's Royal Nerve Tonic, Blackberry (Karles Medicine Co.), Blackberry Cordial (International Extract Co.), Blackberry Cordial (Irondequoit Wine Co.), Blackberry Cordial (Strother Drug Co.), Blackberry and Ginger Cordial (Standard Chemical Co.), Black Tonic, Bradenberger's Colocynthis, Brown's Utryme Tonic, Celery Pepsin Bitters, Clifford's Peruvian Elixir, Crescent Star Jamaica Ginger, Coca Wine, Colasaya, Dr. Brown's Blackberry Cordial, Dr. Brown's Tonic Bitters, Dr. Hopkins' Union Stomach Bitters, Dr. Hoffman's Golden Bitters, Dr. Sterki's Ohio Bitters, Dubonnet, Dubonnet Wine, Elixir of Bitter Wine (Pleasant Tonic Bitters Co.), Elixir Calisaya, Eucalyptus Cordial, Ferro China Bascal, Ferro China Bissler, Ferro Quina Bitters, Fine Old Bitter Wine, Gastrophan, Gentian Bitters, Genuine Bohemian Malted Bitter Wine Tonic, Glycerine Tonic (Elixir Pepsin), Greiner's Blackberry Cordial, Health Bitters, Herbtan, Herbs Bitters, Jack Pot Laxative Bitter Tonic, Jarvis Blackberry Brandy, Juniper Kidney Cure, Karlsbader Stomach Bitters, Kola and Celery Bitters, Kola Wine, Kreuzberger's Stomach Bitters, Lee's Celebrated Stomach Bitters, Mikado Wine Tonic, Milburn's Kola and Celery Bitters, Miod Honey Wine, Neuropin, Newton's Nutritive Elixir, O'Hare's Bitters, Old Doctor Jacques' Stomach Bitters, Our Gin-



McMenamin's Deviled Crabs

are made from the sweet white meat of selected crabs caught right here in Hampton Roads—cooked, picked, deviled and canned as soon as they leave the water. They

Have the Fresh Sea Flavor and are Deliciously Seasoned

all ready for your customers to heat and serve in the natural shells which we supply with each case. We spent thousands learning how to make them keep their delicate flavor without preservatives, until we got the secret that makes them

Keep Sweet and Pure in All Climates

You can get your customers using them at least once a week. We will gladly send you a book showing 20 recipes. You can work up nice business by making them a specialty.

Order from the Following Jobbers:

Philadelphia: Githens, Rexsamer & Co.; H. Kellogg & Sons; Lippincott & Co.; Halpen & Green; Barber & Perkins; B. S. Janney, Jr. & Co.; Comly, Flanigen & Co.; Alfred Lowry & Bro.; Schwenk & Co.; J. M. Thompson & Co.; W. E. Woodward & Co.; Thos. C. Fluke & Co.

Easton: H. G. Tombler Grocery Co. **Pittsburg:** Otis Shepard & Co.; B. H. Voscamp's Sons; Johnson-Earl-Meyers Co.; Geo. S. Daugherty Co.; Haworth & Dewhurst. **Wilkes-Barre:** W. M. Miller & Co. **Reading:** B. & J. Saylor. **Lancaster:** M. S. Miller & Co.

Hampton

McMenamin & Company

Virginia

ger Brandy, Ozark Stomach Bitters, Pepsin Stomach Bitters, Peptonic Stomach Bitters, Pioneer Ginger Bitters, Quinquina Dubonnet, Rimsovo Malto-Sove Vino Chino, Severa's Stomach Bitters, Sirena Tonic, Smart Weed, Steinkonig's Stomach Bitters, St. Raphael Quinquina, Strauss Exhilarator, Tatra, Tolu Rock and Rye, True's Magnetic Cordial, White's Dyspepsia Remedy, Zeman's Medicinal Bitter Wine.

The Treasury Department makes it plain that they do not send out the above list as containing all the medicines which cannot be sold free of tax. These are simply those which have been analyzed up to the present time.

Two More Schemes Warned Against.

Pennsylvania State Secretary Howes Says "Business Association of Pennsylvania" Should be Regarded with Suspicion. Union City (Pa.) Merchants Also Worked by an Old Scheme.

Special Correspondence of "Grocery World and General Merchant."

Erie, Pa., November 27, 1908.

Two solicitors for the Business Association of Pennsylvania appeared before the Executive Committee of the Merchants' Association of Connellsville on November 16th, asking for indorsement of our State Executive Committee. All merchants take warning. The Business Association of Pennsylvania has not been indorsed and for this and previous similar expressions made may rightly be regarded with suspicion.

At a second meeting on Thursday evening, November 19th, the retail grocers of Bethlehem, Pa., organized by adopting a constitution and by-laws and electing officers. Twenty-four members were enrolled, and the following officers selected: President, E. J. Parker; vice-presidents, W. C. Kichlein, C. C. Meitrel; secretary, O. H. Best; treasurer, Thomas Semmel. This new and hustling organization will shortly affiliate.

Union City has been worked in a new way by an old scheme. A silver-tongued book agent sold a farmer's ledger and compendium to 400 farmers in the vicinity of Union City at \$3.50 per copy. Eleven merchants of Union City selected from different trades were induced to take free space in a coupon for \$2.50 in merchandise in denominations from one to ten cents each, which were receivable by the merchants whose ad-

vertisements appeared in the coupon book for 5 per cent. discount on cash purchases. The farmer who used his coupons got back the money he paid for the ledger, which cost him nothing; the merchants who were in the scheme paid 5 per cent. discount on \$2,800 worth of sales, or \$1,400 for their experience. As none of the farmers who bought the books are outside of a trading radius of Union City, the scheme will bring little new business, and it is safe to presume that as one-half the coupons will doubtless be redeemed at the stores where subscribers usually

trade it makes the cost of getting a competitor's trade too expensive to be profitable. Merchants who are not in the combination who have customers with coupon books can destroy the exclusive privilege by redeeming the coupons if they wish. Developments may possibly show that those who give cash discounts to their country trade which they are not giving to their regular city trade may lose the patronage of good resident customers whom they are discriminating against.

A. M. HOWES,
State Secretary.

The New York Letter

Mr. Callanan Now After Tax on Tea. Want Oil Tax Abolished. Many New Stores in Brooklyn. Small Items of Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, November 27, 1908.

The restoration of the tax on tea is the object of a campaign that L. J. Callanan, of Vesey street, is starting. Jokes of his friends about the far-reaching effects of the old British tax on tea for America are ignored by Mr. Callanan, for he is in earnest. Nor is he affected by the argument that ever since the Boston tea party a tax on tea has had a tendency to jar the American mind.

Letters have been sent by the Vesey street grocer to the officers of the Tea Association of America and he asks them to take up the movement and carry it along with the ample resources of the association. He has also written letters to various other associations, including the grocers' societies, giving his reasons for advocating a tax on tea.

In these letters he says that the present time, when the Tariff Committee is giving hearings at Washington, presents the opportunity for action. He says that the tea trade has been demoralized in recent years because there has been no customs duty on the product. "No tea," he says, "should be admitted to this country of a less value than 20 cents per pound. Restoring the duty would keep out all poor stuff."

To your correspondent Mr. Callanan said that the tea that is now imported at values as low as 10 cents a pound is really unfit for

the people of this country to drink. He believes that a duty of at least 10 cents a pound should be placed on the product and that this would deter importers from bringing in the cheaper grades, since the duty would be as high on the cheaper as on higher grades. He claims that experience has proved that the collection of a duty on tea would work out this way.

With a tax of 10 cents a pound on tea, he believes, the importers would not take the risk of importing any of the product worth less than 20 cents a pound before the addition of the duty. He says it will be easy to show that a duty such as he proposes, would not be any hardship to the consumers, who can get from 200 to 225 cups of the beverage from a pound of tea, which would sell at retail for 50 cents, even with the duty paid.

Speaking of the movement of local grocers' associations to get the annual oil tax of \$10 a year removed, or at least reduced, one of the active officers said that the incident calls attention to the fact that the oil and lamp trades, at least in New York and other large cities, are among the lines which have been passing from the control of the grocers. He intends to present his views at an early meeting of the New York Association, as he thinks that perhaps something may be accomplished more important than getting the \$10 tax cut down.

The fact that many grocers are

doubtful whether it pays them to sell oil and pay the annual tax is in itself a forcible reminder of what was once a fairly remunerative trade has been slipping away. The Standard Oil Co., the biggest corporation in the world, competes with the humblest grocer in selling oil direct to the consumers in the city and this has been one leading cause in bringing about present conditions.

The old grocer recalled the time when a shelf or two, filled with oil lamps, chimneys and other trimmings, the best to be had in those days, was in most of the grocery stores, even in cities. With the general use of gas and patented mantels the business of furnishing the lighting fixtures for households passed to special stores and to department, and even the 5 and 10-cent stores.

That this trade can be wrested back to a considerable extent is the belief of the grocer. He said that he hears numerous complaints now about the inconvenience of going to these special and department stores for articles that could be sold at the regular grocery stores where nobody could have any trouble in getting what they desired. The present departments having the mantels, chimneys and other similar fixtures are commonly in charge of inexperienced girls who have no knowledge of what they are selling further than the prices, while grocers could distribute the products intelligently and satisfactorily.

The fog has been the uppermost subject here for a week, since it has interfered with all kinds of business, delaying transportation and the delivery of freight. The wholesale produce and grocery trade of the West Side was put to considerable inconvenience in the carrying of shipments across the North River.

A grocery is to be opened in a fine large store just built at Nostrand avenue and Martense street in Brooklyn, and it is said that it will be one of the Butler chain. Three years ago there was not a store for a half mile up and down on Nostrand avenue from this corner. Then John Freudenburg opened at Church avenue about 200 feet from the new store. Since then four large grocery and three delicatessen stores have

Just a Breath from the Coffee House

*"But coffee! Can other tales unfold,
Its history's written round and bold;
Brave buccaneers upon the "Spanish main"
The army's march across the length'ning plain.
The lone prospector wandering o'er the hill,
The hunter's camp, thy fragrance all distill.*

*So here's a health to coffee! coffee hot!
A morning toast! Bring on another pot!"*

—ARTHUR GRAY.

COFFEE SKILL

NABOB COFFEE is a solution of all the difficulties which confront the coffee expert. It is a blend of the highest grades which fertile soil and scientific cultivation can produce. Coffee skill, not coffee luck, brings about its uniformity by supplying deficiencies in the character of one berry through an addition of other coffees containing the necessary elements lacked by the first. Thus also is the objectionable acidity or harshness of high-grade coffees modified with a milder, richer, and more fragrant berry. Such manipulation is absolutely imperative but can only be done after analysis.

Thus it is that by assembling different crops from different plantations, making each supply what the other lacks according to the fixed formula, is the perfect uniformity, year in and year out, of Nabob Coffee maintained. This is the secret and the only secret of the remarkable excellence of our Nabob Coffee.

There are few indeed who will not pronounce Nabob Coffee as palatable, tempting, refreshing and surpassing a drink as one could desire to make from the fragrant coffee-bean.

Nabob Coffee is packed 1 lb. cartons, 30 and 60 lbs. in case, price 19c. per lb.

P. S.—Just out "LEGGETT'S HOLIDAY VISITOR." It tells about our very special Christmas box for \$2.50, retail value \$4.40, also other attractions that will interest you. We desire every dealer in the United States to write for "LEGGETT'S HOLIDAY VISITOR," and when you receive copy it will assist you to solve every problem.

FRANCIS H. LEGGETT & COMPANY

IMPORTING AND MANUFACTURING GROCERS

West Broadway, Franklin and Varick Streets, - - - NEW YORK

Manufactory: 132 to 138 King Street.

TELEPHONE: 2230 FRANKLIN

Bordeaux Office: 18 Rue Victoire Americaine

FRANCIS H. LEGGETT, President. JOHN C. JUHRING, Vice-Pres. THEODORE F. WHITMARSH, Vice-Pres. and Treas. ROBERT E. NUESE, Secretary.

We are making low prices for the coming season for

Galvanized Poultry Netting AND Painted Wire Cloth

Get our prices before you place your order.



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia



WANT TO ATTRACT CUSTOM?
Get the newest, brightest
ELECTRIC FLASHLIGHT SIGN

The cheapest and most attractive Electric Sign made
Face is 11 x 21 inches, and can be changed as often as desired. The lettering is on paper placed between two sheets of glass.
The light flashes automatically. Readily attached to any electric light socket. Costs only 1/4c. per hour. Get Catalogue K.
Price complete, with any lettering, \$7.50.

L. D. NELKE - SIGNS - NEW YORK
27 MURRAY STREET

SHOW-LIGHT TRANSPARENT SIGNS

Best Window Signs Made
Look Well All Day
Brightly Illuminated at Night



Made of Heavy Opaque Paper. Letters cut out and made of Transparent French Tissue in bright colors through which the light shows.
Finely made, handsome and attractive in appearance both DAY and NIGHT.
Size, 11 x 21 inches. Price, 35c. each, or four different letterings for \$1.00. Very low prices for large lots. Send sample order. Ask for Booklet No. 3.

L. D. NELKE - SIGNS - NEW YORK
27 MURRAY STREET

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

been opened in six short blocks, and a couple more, besides the Butler store, are to be opened by spring.

The way in which grocery stores multiply in such suburban sections of Brooklyn raises a question as to whether or not one peculiarity of that borough is fully understood by all who go there to engage in the business. One of these grocers who went to Brooklyn from New York, as quite a number are doing, said:—

"Plenty of new houses are going up and we all look to the occupants for business. We realize that there are not now enough people in the neighborhood to provide a large trade, but we try to get in early and grow up with the city, as it were. But the houses out this way are two family houses—the two-family house is the popular idea in Brooklyn. So we can only look for two families in a house on the average in Brooklyn, while in New York there are generally anywhere from a half dozen to a couple of dozen families. The groceries are

becoming just as thick in some parts of Brooklyn as they are in New York without anything like the same congestion of population upon which to draw."

William H. Harrison, who for forty years had been in the retail and wholesale grocery business in Brooklyn, died Tuesday in his home, 759 Washington avenue, in that borough, in his 65th year.

The Colonial Sugar Co., of New York, was incorporated Monday with a capital stock of \$600,000. The company is to refine sugar and make molasses and syrups. The incorporators are: Charles Sweeny and Edwin Packard, 32 Broadway; Harold S. Gladwin, 74 Broadway.

The associations of retail grocers held no meetings this week because of the holiday, and will not meet next week, but after that they are to take up several important matters that are pending.

FRED. A. MCGILL.

Written for the "Grocery World and General Merchant."

A Straight Talk With Clerks

Intelligent New Jersey Employer Contends that Honesty, Industry and Sobriety do Not Necessarily Make a Good Clerk. What a Faithful Employee Should Have in Addition.

In the few remarks concerning clerks which will follow I take it for granted that the clerks' employer is a white man and that the clerk is a clerk because he wants to be.

It seems to be generally conceded that the main requisites for a clerk are honesty, industry and sobriety. Without discounting these in the least, I can conceive of a person having these requirements and yet not being much of a clerk.

For instance, he might be strictly honest, yet forget to charge credit sales, and if a man loses money by the latter method it is just as much a loss as though the clerk stole it.

Then he might indulge in the habit of breaking glass and crockeryware, which is a pretty sure way of swelling up the loss side of the books.

He might be very industrious, but shows poor judgment in making sales, taking care of stock,

especially perishable goods, making collections, etc. Such a man would probably think that if he sold a lot of staple goods he has done his whole duty, even though a lot of other goods which he could have sold are allowed to go to waste.

He might be sober and yet be a rattle brain, and no more to be depended on than a soak.

So clerks, while you should be honest, industrious and sober, you should be more.

Be careful, make charges when transaction is completed, not "after a while." If you trust your memory the chances are that it will fail you.

Look out for your employer's stock. While aiming at all times to sell customers what they want, try to sell that which will be of the most profit to your employer. This includes goods that must be moved quickly to prevent spoiling and also those which pay the best profit.

Don't let goods go to waste even in small quantities. A grocer's profit is made up largely of small things. Don't walk over paper bags or other goods because it seems to be not worth while or too much trouble to pick them up.

Don't burn electric lights when daylight is plentiful and considerably cheaper.

Don't let your personal feelings interfere with your dealings with customers.

Use common sense and learn to rely on yourself. Don't think you have to run to the boss about every detail of your work, but don't get the idea that you are the boss either.

Sell goods at regular prices; there isn't much danger of a dealer making too much on his goods nowadays, and a good salesman doesn't have to cut prices to make sales. Keep the prices on your mind.

Take an interest in the business and work according to the requirements of the business. If

you are expected to work nights or do some work that can hardly be called part of the business, do it willingly. The chances are that the boss stays longer at night than you do and doesn't like it any better, and that he does more for you that is "not in the contract" than he asks you to do for him, and does it first.

While every worker ought to have a full hour at noon under present conditions, it is not practical for grocers and clerks in many stores to take so long. The clerk ought to accept this condition and act accordingly.

The old rule of "take and give" might be applied here.

Be loyal to your employer.

Work so that if occasion demands in case of absence of employer you will be able to carry on the business without a break.

The writer should like to have some clerk give his idea on what constitutes a good employer.

C.

—, N. J., Nov. 27, 1908.

New Molasses Wholly Ignores Department's Sulphur Ruling

Many Samples of New Crop Examined Show Sulphur Percentage Many Times Larger than Department's Maximum. The Molasses that Dr. Wiley Made Without Sulphur.

The condition of the new crop New Orleans molasses now coming to Northern market indicates that all effort on the part of the Federal Government to interfere with the use of sulphur for bleaching purposes has been abandoned. Many samples of new crop molasses received in Northern markets so far this season have been analyzed and found to contain many times the 35-1,000 of 1 per cent. which the United States Department of Agriculture officially permits to be there. Not one sample showed so little as that, all being much in excess, some very grossly so. In no case, however, could the sulphur be detected by taste or smell, and the color, thanks to the sulphur, was extremely good.

The Louisiana molasses people thought they had solved the sulphur question last year. One of their chemists devised a new chemical bleach which was called

"blanket." It was believed to do all that sulphur would do without revealing itself in any analysis. The result of the experiment was disastrous. The molasses which contained it developed an invariable tendency to turn black in the barrels, and a large number of jobbers received more complaints last season than for many preceding years combined.

This year the new idea has been abandoned and the molasses men have all gone back to sulphur, apparently in perfect confidence that they will not be molested, though their percentages largely exceed the department's maximum.

Apropos of Dr. H. W. Wiley's recent statement that he could make and had made fine New Orleans molasses without any sulphur, D. D. Colcock, secretary of the New Orleans Sugar Exchange, has issued the following statement:—

A FEW VARIETIES OF

BURK'S Seasonable Sausage PRODUCTS

All of which are produced in the **finest, cleanest and most sanitary sausage kitchens** in the country.

They are free from cheap substitutes and adulterations, preservatives and coloring matter and are

Prepared Under Government Supervision

ESTABLISHMENT NO. 257

FRESH PORK SAUSAGE

Superbly Seasoned

These can be had linked or in straight casing, either chopped fine or coarse.

SMOKED SAUSAGE

Frankfurters	Beef Bologna
Reed Birds (small Frankfurters)	
Smoked Fresh Sausage (old style Half-smoked)	
Ham Bologna	Mettwurst
Knockwurst (flavored with Garlic)	

PUDDINGS

Liver Pudding	Blood Pudding
Head Cheese	Blood Head Cheese
Pfefferwurst	Tongue Blood Pudding
Sardellen (special grade of Liver Pudding)	

SCRAPPLE

Superior to farmers' product, rich and well seasoned

Clean - Pure - Wholesome

LOUIS BURK
GIRARD AVENUE & THIRD STREET
PHILADELPHIA

Dr. Wiley claims in his book that he made molasses without the use of sulphur fumes, which was superior to anything ever produced commercially in Louisiana. He made it in Waycross, Ga., in a specially constructed laboratory. Our New Orleans Refiners' Association tried to get hold of some of it for experimentation and comparison. We wrote a merchant in Montgomery, Ala., who had bought most of it and we have his letter in which he says that he was unable to sell any of it to the people till he had mixed it with some of our commercial molasses. We also applied to an Atlanta, Ga., man and he says that it would not sell alongside the ordinary product of the farmers round that section.

If Dr. Wiley had produced—either at Fort Scott, Kan., or in his Florida experiments or in Georgia—an article superior to ours, do you suppose we would have let it go without some attention? We would have been glad to have adopted his plan, in our own interests. The fact that we have never used his system, although we did buy some of his machinery at junk prices, ought to be answer enough for the average mind. He has never even shown us yet whether what his product cost or whether it was cheaper or more expensive than ours.

The whole fact of the case is that Dr. Wiley has determined to have his way, in spite of every commercial consideration. Because the President and Secretary Wilson showed a willingness to have a higher tribunal test his claims, he has declared war on them, first at Mackinac and now at Madison and Atlanta. It's about time for the manufacturers to wake up and protect themselves.

Government Now After Sardine Trust.

Subpoenas Representatives of Twenty-five Factories to Explain Why and How They Control the Price of Domestic Sardines.

The long expected has happened. The Federal Government has cast a net for the Maine Sar-

dine Trust, on the charge of maintaining a Trust in violation of the Sherman Anti-Trust law. During the week representatives of each of Maine's 25 sardine factories have been subpoenaed to appear December 1st before the Federal Grand Jury to show why they are not violating the Sherman Anti-Trust law in restraint of trade. There are 12 factories in Eastport, eight in Lebec and several others scattered along the eastern coast of the State.

The annual product of these factories is 1,500,000 to 2,000,000 cases of sardines, valued at between \$4,000,000 and \$5,000,000, and all the factories are said to sell their product through one operating or selling corporation, called the Maine Mercantile Co., with offices in Eastport.

The "Grocery World and General Merchant" has several times suggested that the sardine combine, in other words the Maine Mercantile Co., was treading rather closely on the heels of the anti-trust laws. As a matter of fact, there has probably been no tighter monopolistic combine in all the country. The various packers composing it were told exactly how many goods they could pack, and in order that they might not exceed it they were permitted to buy only the proper quota of cans.

There are a few small concerns outside the Trust, but very few. The combine has absolutely controlled the price of domestic sardines since it was organized.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

The Whitney Collection Schemes.

New Bedford, Mass.,

November 20, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Our attention has been called by one of our agents in the field to an article in your issue of November 16th, in which the assertion is made that the Whitney Law Corporation and the Henry L. Whitney Co., of Boston, Mass., or elsewhere, were identical, which is as false and libelous an assertion as has ever been printed. The article has already seriously interfered with the obtaining of business by some of our agents, and unless you immediately retract the statement and render sufficient apology we will go the limit of the law in as vigorous a prosecution as was ever instituted.

Yours truly,

WHITNEY LAW CORPORATION,
Per Charles C. Connor.

This gentleman who writes so warmly is mistaken. The "Grocery World and General Merchant" of November 16th contained no article stating that the Henry L. Whitney Co. and the Whitney Law Corporation were one and the same. Neither has any other issue contained that

statement. As a matter of fact, there are so many Whitney concerns in the collection agency business that nobody but themselves knows where they stand with regard to each other. The "Grocery World and General Merchant" has never presumed for one minute to know, and has never said or intimated that it knew.

What Cash and Parcels Carriers Have Done.

The marked improvement in retail sales methods which has occurred in the last few years may be traced largely to the introduction of cash and parcel carriers. These little agents of order, speed and economy make for success as almost nothing else but capital and pleasing personality can. It is not too much to say that they are absolutely indispensable to the efficient management of a store.

One of the most popular cash carriers of the present day is the Meteor, made by the United Store Service and Tube Co., of Boston. In an advertisement of this firm on another page will be found a cut illustrating a Meteor complete sales station, which is certainly a model of simplicity and effectiveness, as hundreds of progressive grocers and provision merchants can testify.

The points claimed for the Meteor are its very neat appearance, few working parts and great practicability. All parts are interchangeable and the carrier is guaranteed by its makers to be satisfactory in every respect. The United Package Conveyers made by this company have also proved to be a wonderful success.

The importance of these time and labor saving devices cannot be overestimated. They are great money savers, too. In the case of the grocer where trade so frequently comes "in bunches," they are worth ten times their cost. Instead of clerks falling over each other in the rush hours, making errors and keeping customers waiting, we have a perfectly balanced establishment where each clerk is a unit and works in harmony with all those about him. From the standpoint of economy and a perfect working organization, United Cash and Package Carriers would seem indispensable to the progressive grocer.



The Opportunity Is Here

We have a full line of seasonable goods, and judging from business coming our way our prices must be right. We will guarantee the quality to be as represented on everything we sell. Fresh stock and prompt shipment.



SYRUPS—Our usual line at lowest market prices. **New Orleans Molasses** now arriving, and quality fine this year. We have some choice marks, and it pays to buy early arrivals. Fancy Open-kettle "Ingleside Plantation," per gal., at 40c.; Strictly Choice "Cruiser Plantation," per gal., at 38c.; Choice "Shell Hill Plantation," per gal., at 34c. These prices by the barrel; half-barrel 2c. per gal. extra.

CANDY—The holiday season is almost here and we are selling a lot of candy. The line is large. Amongst the best sellers we would mention Cadella Mixtures, 30-lb. pails, at 11c. per lb.; Standard A Chocolates, 30-lb. pails, at 9½c.; Quaker City Chocolates, 30-lb. pails, at 10c.; Peanut Brittle, at 7½c.; Molasses Walnut Cuts, 30-lb. tins, at 13c. per lb.; Cream Almonds, 30-lb. pails, at 14½c.; Chocolate Splintos, 15-lb. tins, at 14½c. per lb.; Hand-made Candy Toys, 40-lb. tins, at 8½c.

NUTS AND RAISINS—A full line of Foreign and Domestic Nuts; new crop goods. Also Fancy Table Raisins, Basket Brand, 20 1-lb. cartons, per box, at \$2.25.

A FULL LINE OF FANCY AND STAPLE GROCERIES

KIRK, FOSTER & CO.

WHOLESALE
GROCERS

209

**NORTH WATER STREET
PHILADELPHIA - PENNSYLVANIA**

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Allentown, Pa., Nov. 21, 1908.
Editor "Science of Advertising."

Dear Sir:—Please pass your criticism on the inclosed. The criticism of the former number I found very helpful to me.

I have a mailing list of about 8,500 people in this town and vicinity, to which this bulletin is mailed regularly every two weeks. This town has a population of about 50,000 people, with a drawing population of possibly 150,000 within a radius of ten miles.

We have five newspapers here, but none of them enjoy over 7,000 circulation, so I have started with this bulletin instead of newspaper advertising, which, from the manner in which I am conducting it, costs less and the fact that we are able to place our advertising in the hands of just whom we want to, I feel that it is productive of better results.

We will be pleased to hear from you.
Yours truly,

FRANK N. MAJOR,
Manager Grocery Department.

The bulletin inclosed was the Thanksgiving number and is a very clever little publication. It is printed in brown on good quality cream paper and looks good. The first three pages are devoted to advertising, and the fourth to "Household Hints and Recipes." I don't believe in much of this sort of stuff unless there is something about it which takes it out of the common run of such matter which appears in thousands of newspapers and magazines. For instance, I knew a grocer in a small town not long ago who got some recipes from a woman who was known the town over as a good cook. He put them in a little store paper much as this correspondent has done, with the heading "Mrs. William Early's Choice Recipes." They attracted more attention than even the best magazine or newspaper stuff, but when some such special reason is lacking the matter wastes space, in my opinion. Especially recipes having to do with ordinary operations like roasting a turkey. I should have eliminated all the matter on this page and used it for the stuff now appearing on the third page under the head "Delicatessen Counter." Giving it a page instead of a column would have allowed a crisp line of per-

suation or explanation below each or most items.

I reproduce the first and second pages of the paper, which in the original measures 7 x 10 inches.

The first page is very good in every phase. It is well designed, artistically displayed and the matter which appears on it is

timely and satisfactory. In advertising such obvious things, as mince meat, cranberries, etc., it is always desirable to make them seem somehow unusual and distinctive. I mean this: that every one of the 8,500 persons who receive this booklet probably knows without telling that this store sells cranberries, but they may not know that it sells a particular sort

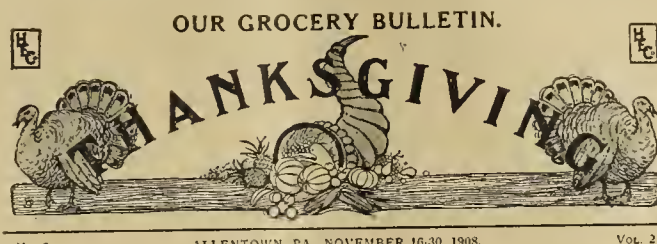
of cranberries. Try to make your cranberries seem like a particular sort for that reason. Not by lying or exaggeration, but by making the advertising distinctive. The same suggestion applies to everything that is obviously seasonal and obviously handled by the store advertising.

The second page is particularly good. Classifying matter in such a way as under "Satisfying Breakfasts" is always a good thing—results can be expected from it almost invariably. The third page, not reproduced, is also good, barring the Delicatessen list, previously spoken of. I should have filled the space, once the Delicatessen list was moved to the fourth page, with other seasonal matter, arranged and displayed as on the first or second page.

Big Government Currant Seizure in the South.

In New Orleans last week there was a large seizure of currants by Deputy United States Marshall Queen on the grounds that the goods were short in weight in violation of the net weight clause of the Federal pure food law. The goods were taken into custody shortly after their arrival in a Southern Pacific ship from New York. The shipment consisted of 600 cases. They were taken in charge by Federal Food Inspector E. J. Morgan. The affidavit filed in the case alleged that the statement on the label that each package contained twelve ounces was false and in violation of the law, the actual weight being a great deal less. The regulations provide that where any weight is shown upon the label the figures shall correspond with the actual weight of the package, but manufacturers are not required to do this unless they desire. The currants were shipped by the Greek Currant Co. from New York subject to their own order, notifying Thompson & Fowler. They were taken off ship here Saturday and their inspection by Dr. Morgan led to the disclosure, it is stated, that the packages were under weight. Several days after the currants had been seized the goods were bonded and released.

Even an oyster cracker can have a large steady sale, as the dealer knows who handles the original, Trenton made, Exton oyster crackers.

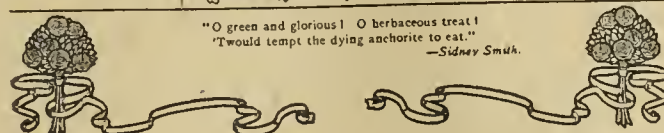



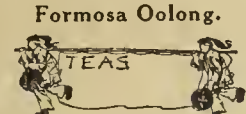

No. 6. ALLENTOWN, PA., NOVEMBER 16-30, 1908. Vol. 2

The Time of Good Cheer.

THERE is always the utmost satisfaction in buying "Dependable Groceries" when they cost no more, especially at Thanksgiving time when everyone wants to be sure that he is serving the best that can be secured. The fact that your groceries, fruits, etc., come from Harned-Earley Co., reassures you at once as to its absolute and unquestioned high quality. The "square deal" policy which we follow in every department of this grocery, by guaranteeing every article to be perfectly satisfactory or money cheerfully refunded, sustains our popularity as "Dependable Grocers." Are we serving you?

Home-made Mince Meat. Delicious, made in a home kitchen and of carefully selected ingredients. 12½c. pound.	For the Fruit Cake. Melrose Seeded Raisins. Large, plump, moist, seeded by machinery in a cleanly manner, very convenient. 12c. package. Penelope Cleaned Currants. Large, bright fruit, thoroughly cleaned and of the best quality imported. 12c. package. Candied Peel. Orange, lemon and citron peel, fresh, succulent, aromatic and delicious. 20c. pound. Dark Brown Sugar. Difficult to obtain now a day, but essential to a rich, dark cake. 5c. pound. Flavoring Extracts. Burnett's brand, purest made, All flavors. 25c. bottle. "Harned-Earley Company" Brand name, pure and strong. All varieties. 5 and 10c. packages.	Plum Pudding. Franco-American brand is made of the choicest materials, and is very rich and black. 1-lb tin, 35c. 2-lb tin, 55c. 3-lb tin, 75c. Individual size, 10c.
Layer Raisins. Large, fancy, thin-skinned fruit, put up in one-pound cartons for table use. 25c. carton.		Cranberries. You must have cranberry sauce for the turkey. 10 to 16c. quart.
Mixed Nuts. Extra fine nuts. All new and sound. 16c. pound.		Golden Russet Cider. Sweet, wholesome cider, the juice of selected apples. 25c. gallon.



HARNED-EARLEY CO. BULLETIN. Published Semi-monthly in the interest of the customers and store of HARNED-EARLEY CO. GROCERS. 14 and 16 N. Sixth Street. Allentown, Pa. Free copy mailed regularly to any address, on request.	Bar le Duc. Genuine French Bar le Duc of finest quality. There's a delicious flavor to this preserve which has made it famous the world over. Red currant, white currant, white strawberry and gooseberry. 25c. jar.
Satisfying Breakfasts.  A few delicacies which will prove acceptable these crisp fall mornings: O. O. O. Buck-wheat. The old-fashioned, genuine kind, which makes the sort of cakes our forefathers enjoyed. 12-lb bag, 50c. Old-time Syrup. A blend of pure maple and rock candy syrups. 'Tis a proper accompaniment to the good old-fashioned buckwheat cakes. In bottles at 10, 15 and 25c. ½ gallon cans, 50c. 1 gallon cans, 85c. Honey in the Comb. Delicious fresh honey, with the taste of honey in every mouthful. 25c. comb. Butternut Bacon. This bacon possesses that rare sweetness which makes an appetizing breakfast relish. 25c. pound. Pure Pork Sausage. Made of the tender meat of little pigs; deliciously sweet and appetizing. Guaranteed to contain no meat, but pork. 18c. pound. Farm Scrapple. For a typical Allentown breakfast. 10c. pound. "Regal" Mackerel. Very delicate fish, the best of the season's catch; make a piquant breakfast. Per kil, \$1.00	Shredded Codfish. We have the genuine pure codfish in shredded form. The flavor is superior to the ordinary shredded fish. Ready to use for fish balls and creaming. 12c. pound. Formosa Oolong.  "White Horse" brand Formosa Oolong is delicious! This is one of the "elegant" grades of Formosa which delights the tea connoisseur. The finest picking of only the young and tender leaves! 55c. pound. Florida Grape Fruit. Fine Florida grape fruit. Large, solid and juicy. The breakfast favorite. According to size, 7 to 15c. each. Pearl Tapioca. Black Diamond brand makes delicious desserts. Easily digested, wholesome, palatable and economical. Recipes on package. 10c. package. "Kama" Blend Coffee.  A delicious ending to the Thanksgiving dinner, a cup of black coffee made from our delicate and aromatic "Kama" blend, the cafe noir par excellence. Rich and fragrant. 30c. pound. Clam Chowder Made from those fine flavored Down East clams, and made right where the clams are gathered. You'll like it. 10 and 18c. can.

35% Profit and More For Every Grocer in Mother's Oats

Be Your Own Master!

You can make **Mother's Oats** yield you 35 to 40% profit because we **do not** advertise the retail price **on the package or anywhere else**. You sell at your own prices—any profit you choose to ask.

The manufacturer that **forces** you to sell at the **advertised price** of 10c. regardless of **your** profit uses you as a **convenience**. Don't let anybody dictate a profitless selling price. **Be your own master.**

At 10c. your **gross** profit is only 20%. It costs you 17% to do business. You have only 3% left. Is that enough to **live** on?

Pay no attention to the frantic talk about "advertising that moves the goods." It's **quality** that brings repeat orders.

You are a friend and neighbor of your customers. They **believe** in you. They will accept your **word** as to quality and flavor quicker than they will believe the **cold claims** in advertisements.

Mother's Oats has not been cheapened in quality because of a high oats market. It is still the **best oatmeal** and the best food value in the world.

The National Retail Grocers' Association and all the State and local associations heartily approve our **square deal policy** because it means sincere co-operation and a living profit for every grocer.

Push Mother's Oats

Order through your jobber

The Great Western Cereal Company

CHICAGO

Read Special Circular packed in every case. It means **STILL MORE PROFIT** for you.

NOVEMBER 18, 1908



Where the Leak Was.

This week I'm going to tell another reason why some more of you fellows don't make as much money out of your business as you ought to. I swan I'm worth my weight in gold to you fellows—why don't you send me money?

I was talking a week or so ago with an up-State grocer who does a big produce business. I guess maybe half his trade is in truck. He was talking to me about going out of it.

"In Heaven's name, why?" I asked him. "There's money in it, ain't there?"

"There may be," he said, "but I don't seem to be getting it out. It's a lot of risk, and somehow the money don't seem to be in it any more."

"Why, I always thought truck paid big," I said. "What do you pay for potatoes?"

"Ninety cents I paid for the last I bought," he replied.

"What d'ye get for a bushel?"

"By the peck and half peck I get about \$1.44; 18 cents a half peck."

"What's the matter with that?" I asked. "It's a lot more than you get on most other things."

"It seems all right," replied the grocer, "but it don't seem to come out somehow or other."

While we stood talking one of the clerks measured out a half peck of potatoes. He piled her up so he had to hold 'em on with both hands.

"By George, you people give good measure all right," I said to the grocer in a low tone.

"Have to," he replied; "if you don't these women'll jump all over you."

After the customer had been waited on an idea struck me. They do that occasionally when I'm well.

"I'm going to measure up another half peck like that and weigh it," I said. "Maybe we'll find something."

I lumped up the measure like the clerk did and emptied the load in the scales.

"It weighed 9 pounds."

The grocer hadn't been much interested. I went over and told him.

"Well, what of it?" he said in an indifferent tone.

"What of it?" I shouted, "why, man, this of it! Don't you realize that all it ought to have weighed was *seven* pounds?"

"How do you make that out?" he said.

"There's fifty-six pounds in a bushel of potatoes, ain't there?" I said. "When you buy a bushel that's what you get and you can bet your neck you get no more! A bushel has eight half pecks in, don't it? That's seven pounds to each one. Your half peck weighed nine pounds. You've been getting fifty-six pounds to a bushel and giving 72! Great hen, no wonder there's no money in the produce business for you!"

He swallowed hard for several minutes and then sat down on a box and looked at me without saying anything.

"Well, I be ——!" he said in a minute.

"You don't get \$1.44 a bushel for potatoes at all," I said. "You're getting \$1.44 for over ten half pecks! Holy mackerel, what a leak!"

"You're really buying at 90 cents and selling at \$1.02. That's a big difference. Instead of getting 18 cents a half peck you're been getting 14 cents."

"I can't believe it!" he said. "Why, I've been selling stuff this way for fifteen years!"

"Sure," I replied, "makes you feel like thirty cents, don't it?"

"Not only potatoes," he said, "but everything else. Apples, onions—a whole lot of other truck. Great Scott! Great Scott!"

"But how am I going to stop it?" he said. "If I cut down my half pecks that much I'll lose trade."

"I wouldn't sell by the half peck at all," I said. "I'd sell by weight. That's the way you buy, ain't it? You've been buying by weight and selling by measure. That's a fearful thing to do."

He said nothing, trying to study it out.

"When a customer asks for a half peck of potatoes, weigh her up seven pounds," I said. "Anything hard about that?"

"Yes," he said, "there is. They'll soon see there ain't as much."

"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

Let 'em see," I replied, "you've got your answer ready. Anyway, are you going to keep giving stuff away? Why, I've been giving two extra half pecks away with every bushel! Horse'n trading stamps, that is." But the rest of the stores will be on measuring," he said, "that'll make my measure look short."

"What I'd do," I said, "is to go around and lay the thing before 'em all. None of 'em know any more than you did. Every one will be glad to sell by weight, the others do."

The next day I came home and was talking about the thing to the people in the "Grocery World and General Merchant" office. When I came back from lunch I found that the bookkeeper had sent out to three stores in the neighborhood and bought three half pecks of white potatoes. One weighed $7\frac{3}{4}$ pounds, the other $4\frac{1}{4}$, and the third $8\frac{3}{4}$!

The grocer that sold the $7\frac{3}{4}$

one thought he was giving close measure, I'll bet, but even he gave 12 ounces over.

Try to think what this thing means, fellows. Just about every grocer sells potatoes and apples and onions, and sweet potatoes, and a whole lot more things by the half peck. A half peck don't mean anything but a measure piled up scant full, very full, or as full as it can stick, according to whether the perfect lady who's ordering it stands and watches you or not. There's no standard to it; it don't mean any number of pounds, like the bushel that you buy does. How can you help getting all balled up? Because of this, I'll bet that not a single man who used the half peck without weighing it has given as little as seven pounds or anything like it. He's been over every time!

Holy smoke, I wish I had all the money that's been wasted that way!

THE STROLLER.

Good Holiday Plans for Booming Business

ried and True Ideas that Will Increase Holiday Trade Both for Grocers and General Storekeepers. Various Ways to Make One's Store Boom at the Holiday Time.

[The following plans are not theoretical inventions. They have all been tried, and, as presented, have succeeded. The collection was made by Butler Brothers.]

A novel scheme was used by a retailer to get rid of an accumulation of slow-selling holiday goods.

This sale was planned for the last two days of the holiday shopping. He first filled one show window with an attractive display of perfumes, soaps and other toilet and fancy goods.

Each article was ticketed with a number and a ticket sign "Given away" displayed. He then advertised a mark-down sale of Christmas goods and that each purchaser would be given an envelope containing a numbered ticket. If the number on the ticket was found to correspond with the number of any article in the window, the holder of the ticket was entitled to that article.

A clever holiday scheme was carried out by a merchant who advertised that he would give a baby carriage to the man who

would write the best ten-line poem for his store.

About one-third of the families of his town were represented when he listed the poems received.

Throughout the holidays and for months afterward he used these poems at the beginning of every ad. in his local newspaper. As he published the name of the author, every family in town watched for and read the ads.

When the winner of the baby carriage was announced just previous to Christmas the local newspaper editor gave him a column space of free advertising, using cuts of both the winner and the carriage.

A merchant is usually able to secure a great deal of free advertising by any plan which includes the public.

A Texas variety store used a plan which proved quite a draw-

Coffee Offerings

NOTE THIS

400 Bags Roasted Santos Slightly fresh water damaged, full bean, high grade, fresh roasted, good drink. Price, 7c.

This coffee will be roasted to order.
(Not sold green)

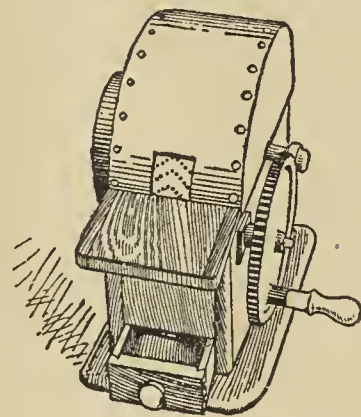
S. H. ANGELL & CO.

Wholesale Coffees and Teas Only

129 Maiden Lane, New York City

HORSE RADISH GRATERS

Great Time
Saver and
Easily Cleaned
Price Special
\$5.50



Tea and Spice
Caddies all
Styles
Scales, Mills
and
Refrigerators

Write for illustration catalogue.

H. F. HEACOCK,

51 N. Second Street, Phila., Pa.

There's Cash in CANDY

if you get BEST QUALITY backed up by BIGGEST ADVERTISING, and, you get BOTH in

Sorority Chocolates

"Taylor-Made"

This is really our "private stock," formerly made to order ONLY. Now we are offering them for general sale and advertising them in full pages in the biggest magazines. You can see it is something better than an ordinary candy-agency to be

"The Sorority Chocolate Dealer"

Write us at once and find out about the beautiful Sorority Girls for your window and Electric Flash Sign with your name on it, FREE.

TAYLOR BROTHERS COMPANY, Inc.
Battle Creek, Mich.

Oakdale Steam Crisp Pretzels Salted

Genuine steam process.
Taste better and keep
longer than any other
kind. Acknowledged
"Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.

Oakdale Building, Philadelphia, Pa.

A Clerk Maker

You can help your clerks to
make more money for you and
for themselves.

"The Clerks' Book" by Frank
Farrington, is the best ever for
improving the selling force.

It helps clerks to help you and
themselves. It's a neat cloth-
bound 16mo. of about 100 pages
of the red hot talk that puts life
into a man.

There's nothing preachy about
the book. It suits the clerks.
We've sold thousands of them
direct to employees.

The price is 25c. a copy or 5
for a dollar, postpaid; \$15 per 100.

Merchants' Helps Pub. Co.

424 MAIN ST., DELHI, N. Y.

ONE CUSTOMER writes us to-day:—"Your Plum Jam
is the finest thing we ever saw." The other varieties of
goods we pack are just as good as our Plum Jam. We can
ship you right now an assortment of Orange Marmalade,
Grapefruit Marmalade, Plum Jam, Fig Jam and Blackberry
Jam, 2 dozen 1-pound glass jars to case at \$4.25 a case, in 5-
case lots, freight paid; or in half-dozen, half-gallon stone
jars to case, at \$4.40 a case, in 5-case lots, freight paid. Give
us a trial order for 5 cases, subject to confirmation, or write
us for a sample first. We will make good.

H. P. D. KINGSBURY, Redlands, California.

(Where the oranges come from.)



Be Proud of Your Olive Oil

You may remember the recent
tests which the United States Gov-
ernment made into all brands of
imported olive oil.

Those tests (Government Bulletin
77, page 55) proved **Nicelle Olive
Oil** to be superior to all the other
brands tested. **Nicelle Oil** is made
and bottled in Nice, France. It is
the highest type of pure olive oil
producible.

Sell olive oil you can be proud
of. There are so many brands you
can't.

Nicelle Olive Oil Co.

103-107 HUDSON STREET, NEW YORK



PUSHCART the Only Cheaper Thing

The only method of deliv-
ering goods which is cheaper
than a **Lindsley Delivery Car**
is a push cart. When it comes
to even a single horse deliv-
ery we can save any grocer
money, and a double team is
so very far ahead in expense
that there is no comparison.

What we have said many
times we say again—the
Lindsley Car will carry 1500
pounds 30 miles on one gal-
lon of gasoline.

J.V. Lindsley & Co.

Suite 1112 Monadnock Bldg.

— CHICAGO —

ing card in introducing a new line
of home furnishing goods and
those departments which are
usually pushed in the background
during the holiday season.

His plan was to give away tin
covers with enameled stew pans.
These covers cost but two or
three cents a piece, and the cost
was easily concealed in the price
of the stew pans without adding
anything to the price of the lat-
ter.

Voting contests have become a
very popular method of crowding
a store with holiday shoppers.
One merchant last year offered
men's and women's ready-made
suits to be given away on a cer-
tain day to the most popular
farmer and farmer's wife—that is
the ones receiving the most votes
in the contest were winners of
the prizes.

Every 10-cent purchase counted
for one vote. A 20-cent purchase
meant two votes. A dollar pur-
chase meant ten votes. As a
starter the clerks cast thirty or
forty votes for as many different
people who might be considered
popular.

The contest was continued
throughout the month of Decem-
ber, each day the result being
posted in the store and in the
window, and published in the
weekly newspaper.

The voting became so spirited

that the merchant cleaned up his
holiday stock and realized a big
profit on the demand for staple
articles.

Baltimore Produce Injunction Suit Referred to Arbitration.

Last week the injunction suit
brought by the Baltimore com-
mission men against the packers
in which it was charged that the
packers had entered into a con-
spiracy to depress prices, came
up before Judge Heusler. Mil-
lions of dollars were involved in
the question at issue, as well as
points vital to the business men
of Baltimore, and a legal battle
extended over weeks was ex-
pected. Before this was fairly on
however, the warring parties
reached an agreement to arbitrate
and by consent of everybody
Judge Heusler dismissed the suit
without prejudice. It was stated
by Attorney-General Isaac Loh-
Straus, who, with Walter F.
Rawis, represented the commis-
sion men, and John C. Rose, who
appeared for the packers, that
each side would appoint a com-
mittee to settle the difference
without recourse to law.

Good Company.

It pays a grocer to be known as
dealer in Libby's products. Customers
who drop in for the first time can tell
by finding you in such good company
that you are running a first-class store.
You make good profits on these goods
and they satisfy and hold the best trade
for you.

Two-Minute Sermons for the Retail Grocer

LXI.—Credit.

Credit is not always what it
seems to be.

Some of the greatest rascals
seem able to get an almost un-
limited credit, and some of the
wealthiest men have no credit
whatever, while poor men are
sometimes able to buy absolutely
anything they want on credit.
These are a few of the peculiari-
ties of the credit system of to-day
in this country.

Another peculiarity of credit is
the fact that the merchant who
is the best pay, always taking his
cash discounts, is very likely to
not have so good a credit at his
wholesale house as the man who
has always demanded a long dat-
ing and that has always paid the
bill when due. This sounds

strange, but it is often true, and
the reason is apparent. When the
cash discount man comes in and
asks for a dating and then does
not pay the bill until due, it
looks to the credit man like some-
thing must be wrong or he would
not be changing his way of buy-
ing. A suspicion is at once
aroused that his business must be
falling off, and little acts upon the
part of this customer will be made
much of when no attention would
be paid to them if the man who
regularly took the long dating
and full time was under consid-
eration.

Good credit is a mighty fine
thing, but when a man needs it
most he generally finds that he
has but little left.

F. A. P.

Window Dressing for Grocers

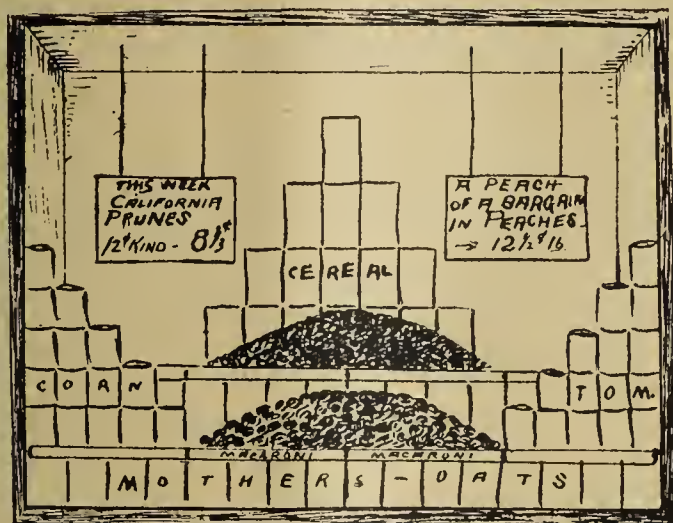
In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to take free use of the department by submitting both queries or suggestions.

Easily Dressed Window.

Place Mother's Oats along front window, on top of which put a row of long macaroni packages. That will make a facing just a trifle higher than the Babbitt's soap boxes to be used as a platform. Edge up each side of window with canned goods, as per drawing. Place a second row of Babbitt's soap boxes eighteen inches from window and arrange in same manner, facing with

be made from a few empty boxes of washing preparations, a piece of string and a few fabrics.

Arrange in the rear of the window some boxes or packages of preparations suitable for washing purposes—"Snow Boy," "pearline," etc. Place several packages of the article, built in pyramid form, at each side of the window. Then have a piece of twine stretched across from pyramid to pyramid and hang thereon with



Mother's Oats and macaroni. There will then be ample space on each platform to display a quantity of goods.

Cereals can be used to build up a background with pleasing effect, peaches and prunes being our leaders for the week when drawing was made.

H. K. PALMER.

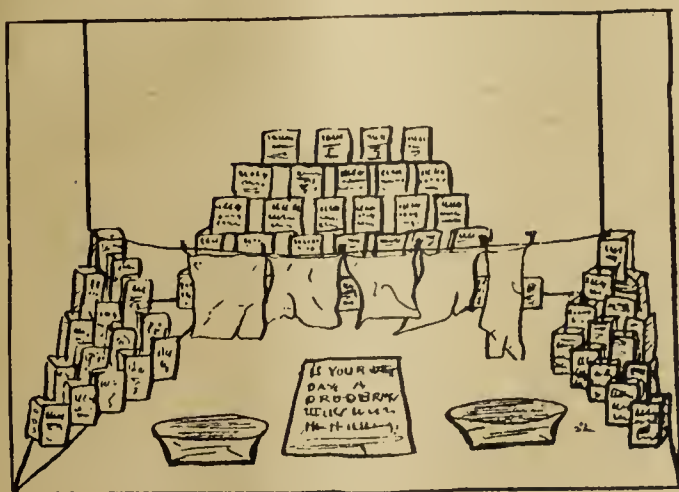
Lancaster, Pa.

Another Wash Day Display.

An attractive, yet simple and inexpensive window display can

be made from a few empty boxes of washing preparations, a piece of string and a few fabrics. Arrange in the rear of the window some boxes or packages of preparations suitable for washing purposes—"Snow Boy," "pearline," etc. Place several packages of the article, built in pyramid form, at each side of the window. Then have a piece of twine stretched across from pyramid to pyramid and hang thereon with

WASH day is quite a pleasure and is not dreaded by the woman who uses
"MOONFACE"
Washing Soap
Saves Time, Labor and Money



Or

AFTER the wash are your clothes specked and spotted with stains and chemical marks?

"MOONFACE"
Washing Soap

Is Pure and will make your Laundry a Pure, Dazzling White. "Moonface" does not "eat" the clothes. It contains no injurious chemicals.

At each side of this sign place a tub of water containing some handkerchiefs or such articles. In front of the tubs have an open package of the washing preparation, disclosing the contents.

This display is very attractive and no expense is attached to it.

J. N. A. KNOOP.

Philadelphia, Pa.

Written for the "Grocery World and General Merchant."

Newark (N.J.) Dealer Questions Statement of National Secretary Green.

Curious Statement of the National Retailers' Secretary in Recent Correspondence Elicits Vigorous Retort from Newark Correspondent. Says the Secretary Should Consider Retailers' Interests Rather than Manufacturers'.

In one of the recent issues of the "Grocery World and General Merchant" there was a letter from Secretary Green, of the National Retail Grocers' Association, from which I quote:—

It has come to the writer's attention recently that many goods of staple character are being relegated to an undesirable position in the store, and many goods have been entirely eliminated from the stock simply because they have been found unprofitable, and this condition has been brought about by unscrupulous persons who have taken advantage of some opportunity to destroy and bring to naught the efforts of a manufacturer who has spent thousands of dollars to place his name and goods before the consuming public of the United States.

There is no doubt but that this condition of affairs can be eliminated if the manufacturer take the proper steps to protect his products, whether it be through fixed prices or in some other way.

It would appear from the above that Mr. Green is much more concerned about the manufacturer of the unprofitable article whose sales have fallen off than he is about the retailer that has been handling the article without profit. His letter speaks for itself,

and if it does not mean that, what does it mean?

Where is there any room for objection on Mr. Green's part to the retailer protecting his own interests (and by this I mean his profit) by means of relegating to an undesirable position in the store or eliminating entirely from stock an unprofitable article? Are we not individually and collectively trying by every means in our power to obtain a profit on everything that we sell, and is it not to be expected that Mr. Green should be the first to approve a position of the kind when taken by the retail trade, particularly when the relegating to an undesirable position in the store or the eliminating entirely from the stock an unprofitable article is the only remedy that the retail grocer has? Why should I, as a retail grocer, be concerned about the manufacturer who has spent thousands of dollars to place his name and goods before the consuming public if my profit is unsatisfactory, and what is more to the point, why should Mr. Green sympathize with the manufacturer of that type? Who is meant by "unscrupulous persons"? Surely it cannot be the retail grocers that protect themselves through refusing to sell an unprofitable article, and if not, is it the manufacturers that turn out goods of equal or better quality that show me, as a retail grocer, a satisfactory profit? If it is, why "unscrupulous"? To get right down to the facts in the case, who is the unscrupulous manufacturer, the one that spends thousands of dollars to place his goods before the consumers without giving any consideration to the retail distributor's side of the proposition, i. e., my profit, or the manufacturer that sells me goods of equal or better quality and endeavors to obtain for me a satisfactory margin of profit?

EDWARD J. THOMPSON.

367 Broad street, Newark, N. J.

NOTE.—The "Grocery World and General Merchant" was also somewhat struck with the above statement by Secretary Green, and wrote at once asking him whether he had any special manufacturer in mind. He replied as follows: "I had no special brand in mind whatever, nor any manufacturer. It was a general statement from a general observation."—ED.

THE GROCERY MARKETS

Tea.

Despite the holiday, there has been a very fair demand for tea during the past week. Prices throughout are unchanged. Anything good in Formosas and greens is firmly maintained on a basis higher than a year ago. On other grades not so good, prices are on a low level, though there is little disposition to shade much.

Coffee.

The market for Rio and Santos coffee has ruled quiet and dull during the past week. In the option market the feature has been the continued switching from December settlement to the far months. The syndicate interests have not been active in efforts to hold the market up, and the result is that on Tuesday last the option market touched the lowest point in five years—4.95. Options are now much lower than Rio and Santos coffee, and it seems reasonable to expect either an advance in options or a decline in actual coffee, so that the two values will more nearly approach a parity. Stocks of actual coffee in Rio and Santos are said to be the largest ever held there—2,800,000 bags—so that it seems more likely that actual Brazil coffee will decline rather than options will advance. The distribution of actual Rio and Santos coffee in this country is light, as the interior trade has been filled up from recent cargoes. Mild coffees are dull and unchanged. Java and Mocha also.

Sugar.

The sugar market is somewhat firmer, though no change has occurred during the week. Raw sugar in this country is scarce. Refined sugar has been so unsettled for the past few weeks that it is difficult to accurately define it. Most refiners are now on a basis of 4.80 cents for granulated, though the Federal will still sell for less. The demand for refined sugar is fair.

Syrup and Molasses.

Glucose is unchanged for the week, as is compound syrup. The demand has been considerably interfered with by the continued mild weather. The manufacturers of glucose are predicting higher prices on glucose, compound syrup and other corn products next year, owing to the tremendous demand for corn and the possibility that it will push the supply hard. Sugar syrup is in fair demand at unchanged prices. Fancy molasses has advanced 2 to 3 cents per gallon, owing to the heavy demand from large producers. The consumptive demand is moderate.

Fish.

As befits the Thanksgiving season, the demand for mackerel has been small during the past week. There is, however, a firmer tone to the market. Norways have reached a low level, and holders seem inclined not to let them drop further, and Irish mackerel have developed some strength by reason of the stopping of fishing. Cod, hake and haddock are unchanged in price and in fair demand. Salmon is moderately active at ruling prices. Sardines of all grades are unchanged and dull, French brands being firmly maintained in face of the now certain knowledge that the catch is very light.

Canned Goods.

Tomatoes are unchanged at the last quotation, the demand being poor. There are those who still think that a considerable advance is ahead for tomatoes by reason of the very light stocks held by large jobbers and the certainty that they will shortly be obliged to buy. With the tomato market, as has many times been proved, nothing is certain. There is a demand for some of the cheaper grades of corn, but the balance of the list is quiet. Prices throughout are unchanged. Peas are unchanged and quiet. Peaches are scarce and dull, prices nowhere showing any change. Apples are unchanged on a basis of \$2.40 for new New York State gallons. Old goods have advanced in most packers' hands from \$2.25 to about the quotation on new—\$2.40. California canned goods show no change in price and no special demand. Small Baltimore canned goods are unchanged and quiet.

Dried Fruits.

The prune market is firmer on the coast, and the proper quotation is now a 3½-cent basis for Santa Claras. The demand is only fair. Peaches are generally firm, but in light demand. Apricots are unchanged at the last advance, but firm. The demand is moderate. Raisins are un-

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." Drawings are also sent they should be made throughout in black ink (not pencil).

changed and quiet. Currants are active at ruling prices. Figs show an advance of ¼ to ½ cent, due chiefly to unusually fine quality. One peculiarity of this year's date receipts is also that they show an unusually fine quality. The demand is fair. Citron is in satisfactory demand at unchanged prices.

Beans and Peas.

Pea beans are unchanged, domestic and imported both ruling at unchanged prices. Marrows are firm. Domestic show no change from last quotations, but imported are several notches a bushel higher. The demand is good. California limas show no change and are moderately active. Dried and split peas are unchanged in price, firm and in good demand.

Butter.

The butter market is very firm at unchanged prices. The receipts of fancy fresh butter are very light and sell readily at once at top quotations. The market is still as healthy throughout as could be desired, and the trade look for continued activity for some time, with generally firm prices.

Eggs.

Fresh eggs are firm and unchanged. The receipts of new-laid eggs are very light and stocks of refrigerator eggs are decreasing very fast. The situation is strong and healthy, with a good consumptive demand.

Cheese.

The consumptive demand for cheese is about normal. Stocks all over the country are very light and the market is firm on the basis of present quotations.

There will likely be a better consumptive demand in the near future, but probably without any radical change in prices.

Provisions.

Regular, picnic and skinback hams, together with bellies and bacon, are very dull, as usual at this season. There has been no further change in prices, though the consumptive demand is very slow. Both pure and compound lard have declined ¼ cent per pound and only a fair trade is reported. Barrel pork, dried beef and canned meats are dull and unchanged.

Poultry.

The mild weather interfered considerably with the poultry trade, depressing prices to a much lower level than they would probably have otherwise been. There were very liberal arrivals of turkeys, and most of the receipts were poor and thin. Fancy turkeys met with ready sale at about 2 cents less than the week before, owing to the weather. Under grades ruled proportionately. As compared with last year, fancy turkeys ruled 3 cents below a year ago. Fowls and chickens were well maintained and the market price remained unchanged from the week before. The quality of most of the receipts was fine. Ducks and geese were very dull at 1 to 2 cents below a year ago.

Produce.

White potatoes, 80 to 90 cents per bushel, demand fair; sweet potatoes, firsts, 50 to 60 cents per bushel; seconds, 25 to 30 cents per bushel, demand fair; carrots, 30 to 40 cents per basket, demand fair; Jersey cabbage, 15 to 20

nts per basket, \$1.25 to \$1.50 per barrel, demand good; York state, \$18 to \$23 per ton, demand poor; white turnips, 15 to 20 cents per basket; yellow, 20 to 25 cents per basket, demand poor; beets, \$1.50 to \$2 per hundred bunches, demand good; yellow onions, 35 to 40 cents per basket, demand good; horseradish, \$3.50 to \$4 per barrel, demand fair; watercress, \$1.50 to \$2 per barrel, demand fair; Pennsylvania celery, 10 to 15 cents per bunch; York state and Kalamazoo, 35 to 40 cents per bunch, demand fair; cauliflower, \$2 to \$2.25 per barrel, demand fair; parsnips, \$1.25 to \$1.50 per barrel, demand fair; pumpkin (Boston squash), \$1 to \$1.50 per barrel, demand good; spinach, Pennsylvania, \$1 to \$1.25 per barrel; Southern, 75 cents to \$1 per barrel, demand fair; oyster plants, \$3.50 to \$4 per hundred bunches, demand good.

Green Fruit.

Apples, 20-ounce, \$2.50 to \$2.75 per barrel; Kings, \$3.75 to \$4 per barrel; Baldwins, \$3 to \$3.50 per barrel; Hulbertsons, \$3 to \$3.25 per barrel; Greenings, \$2.75 to \$3 per barrel; Pippins, \$2.75 to \$3 per barrel, demand fair; bananas, large, \$1.15 to \$1.50 per bunch; 3-hands, 60 cents to \$1 per bunch; 7-hands, 50 to 65 cents per bunch; 5-hands, 45 to 60 cents per bunch, demand good; Florida oranges, \$1.75 to \$2 per box; California lemons, \$3.25 to \$4 per box; Messina, \$3 to \$3.50 per box, demand fair; Florida grapefruit, \$3 to \$3.75 per box, demand good; pineapples, \$2 to \$2.50 per crate, demand fair; limes, 80 cents per hundred, demand fair.

Nuts.

Peanuts, green, choice, $3\frac{1}{2}$ cents per pound; fancy, $4\frac{3}{4}$ cents per pound; jumbo, $5\frac{3}{4}$ cents per pound; roasted, choice, 85 cents per bushel; fancy, \$1.20 per bushel; jumbo, \$1.45 per bushel, demand fair; almonds, paper shell, 14 cents per pound; soft shell, 13 cents per pound; Brazils, $8\frac{1}{2}$ cents per pound; filberts, $9\frac{1}{4}$ cents per pound; pecans, 12 cents per pound; walnuts, $11\frac{1}{2}$ cents per pound; mixed nuts, 10 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

After a year or more of discussion the New York Arbitration Committee is now ready for

business and the canned goods industry is to be congratulated upon this important step which will in all probability be the cornerstone of a number of arbitration committees in various markets handling canned goods in any quantity of consequence throughout the United States. The personnel of this committee is sufficient to satisfy every one doing business in this largest canned goods market in the United States. It will be no longer necessary in this market for the difference of opinion to be decided by interested parties and for a nominal fee anyone so disposed can have the opinion of an unprejudiced, disinterested set of judges which must necessarily redound to the upbuilding of the canned goods industry, at least in this direction, and in all probability will be a powerful lever against the packing of irregular quality which is to-day one of the millstones of the business. May the day be hastened when similar committees are organized in other cities and under similar high-class conditions for the government and prompt settlement of disputes without the former resort to bluff, blunder and unfair practices which have been heretofore rampant.

Nuts, raisins and California products, preparatory to the holiday season, have kept the buyer busy, confining his attention to other lines; as a result whatever volume of business may have presented itself from day to day has been more from dire necessity than for the purpose of laying in a season's supply while the price was advantageous. Considering the continued unsatisfactory conditions which continue to govern the business world, the number of workmen still unemployed, the uncertainty of the Presidential election and various other conditions which have tended to cause the jobber to leave the buying of tomatoes until a later period, notwithstanding all these, the volume of business actually transacted since the close of packing season has been considerable, and when buying once sets in it is almost conclusive that very much better prices must necessarily follow, with predictions on the part of those posted at the buying end that an advance of 10 to 20 cents per dozen is not at all improbable and more than likely.

As time passes and the winter season draws near, now and then another packer comes to the surface willing to part with a few cars of tomatoes at prices which have prevailed for some time. The volume of offerings, however, on the basis of 70 to 75 cents continues restricted and there is every reason to conclude that orders of any volume would have to be made at the outside figure. Standard 2s are held on the basis

of 50 to 52½ cents, with one or two thousand cases fair standard in sight at 47½ cents f. o. b. Gallons \$2.05 to \$2.15, depending upon quality.

Corn continues unchanged, with financial position of packers and statistical position of the commodity in favor of a higher market, which seems almost to be inevitable. Southern-packed Shoepeg continues firm on the basis of 60 to 75 cents and with a good inquiry for Southern-packed Maine style and little possibility of securing under 62½ to 65 cents f. o. b.

STRASBAUGH, SILVER & Co.
Aberdeen, Md.

Spices.

The market continues exceedingly active, spot demand being very good indeed, and there has been some trading in futures.

Pepper.—Spot stocks are firm and the demand very good. Futures are steady, but are very sparingly offered. It is evidently a waiting game on the part of sellers at this time, all looking for higher values.

Cayennes steady and scarce. Prices are firm with upward tendency.

Cloves.—The market is considerably higher; stocks are exceedingly scarce, and it looks as though a higher market will rule.

Pimento (Allspice) is decidedly firmer and higher prices are in effect, very little coming in this country, as Europe is reported paying higher values.

Mace very scarce at present and the demand continues good.

Nutmegs steady, with a very fair demand for spot and nearby goods. Some sizes are very firm.

Cassias.—Saigon is active. Batavia in fair demand, and China grades are all moving in a satisfactory way at slightly higher values.

Seeds.—Demand very fair, Celery, Coriander, Mustard, as well as Caraway, all moving in a very satisfactory way at steady but unchanged prices.

McCORMICK & Co., Inc.
Baltimore, Md.

Imported Fish Products.

The market for Holland herring is unchanged. Demand quite good, but prices as low as ever, and there is not much chance of higher prices in the near future.

Scotch herring, on the contrary, are in good demand and prices very firm. Stocks of large fulls almost exhausted. The west coast and Irish herring are in excellent demand and fancy prices.

Irish mackerel neglected, owing to the extremely low price at which Norways are selling.

Norway Mackerel.—Trade in Norways has picked up very considerably and several round lots have changed hands during the

What Rennet Must Do to Be Good

Good rennet has gotten to be one of the most staple dessert specialties that a grocer can sell.

If it is good. To be good, it must coagulate milk in a few minutes and it must not spoil. James T. Shinn's Liquid Rennet fills these requirements under a double-barreled guarantee. And besides that, it has the flavor—the clean, delicate, penetrating flavor that makes rennet-eating grow into a habit.

As to profit, \$3.00 return on a \$1.50 investment is good enough, eh?

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.



Fresh Cod Steak

Here is a codfish novelty that has had immense success wherever tried—Talisman Fresh Cod Steak.

Packed fresh in Newfoundland, deliciously cooked ready to eat cold, or as a salad, or hot. Full weight one-pound tins, no bones or skins.

Welcomed with open arms by housewives hungry for a novelty, then adopted as a permanent addition to the menu.

SWIFT & COMPANY

last week. Prices are still low, but show a perceptible tendency towards a higher level. No. 1 and No. 2 are rather scarce and eagerly taken by the trade, while Nos. 3s and 4s have been neglected. Nevertheless, the trade has shown willingness to take on these goods at present prices, which may be considered very low and which are likely to show a handsome profit before very long. A great many of the Norway mackerel arrived this season have shown very poor quality, and for this reason good stuff is in fairly good demand.

Imported Oil Sardines.—There is no change, as catch in France is finished. Stocks here are very unimportant, and of Portuguese

fish there is very little to be had and none coming. There is no small fish caught at present, but there ought to be some catch very shortly.

Sprats are in continued good demand, but no supplies from France as yet, where there is some fishing, but fish caught is too large for the American market, yielding about 4 to 5 fish per $\frac{1}{4}$ can. The American trade does not want this large fish.

Norway smoked sardines continue in very good demand, and demand is increasing daily. Prices are firm, especially for the fine brands, of which there has been quite a shortage this season.

STROHMEYER & ARPE CO.
New York, N. Y.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

PLAIN THINGS AGAIN.

Thanksgiving over everything must assume a plainness. For ten days we'll eliminate the holiday effect. Things in this line can be overdone. It's well to bear constantly in mind that we cater to the middle class. The store that studies the demands of this class will work in harmony with it. Beautiful effects won't do. Bewildering display of glass goods would suggest bad judgment.

So we'll talk flour, hams, bacon, lard, etc., in our advertising for a while. We'll get down to earth again and sell plain goods to plain people.

SELL LARD.

Lard is cheaper. We have a stack of 5-pound stone pots on hand and we want to get them out of the way. Sell 5-pound pure lard, net weight, for 60 cents. That's giving the crock away. It will be a good ad., however. You can say, "The crock can be filled again and again with either lard or butter. We will be pleased to have our delivery clerk call for it any time." Keep a display on the counter and talk it. There's no reason why we can't clean up every crock this week.

ORANGES BY THE BOX.

Lots of men will buy a box of oranges instead of a dozen if you will only talk them right. Take the 176s for instance, that we will sell for \$2.50, that makes the price only 17 cents. Impress upon him that he is buying at wholesale. You know consumers are very fond of bragging about this sort of buying. They also like to invite their friends to eat an orange of an evening "out of the box I bought." At any rate talk this size to the right people and you'll do some orange business.

ROLLED OATS.

Sell a 90-pound sack rolled oats for \$3.25. Any number of people that you wait on week after week use rolled oats every morning and pay 5 cents a pound for it. Show them the great saving of buying it at "wholesale"—a saving in this instance of nearly 40 per cent. Figure it all out for them and put emphasis on this wholesale idea.

THE SPIRIT OF LOYALTY.

Let nothing dampen your spirit of loyalty. Nothing gives a man such peace of mind, such power, and imbues others with such a sense of confidence as being downright true blue. There may

be times when it takes some strength of character to carry out this idea. But it pays to carry it out. Just remember that—it pays.

CANNED GOODS SUGGESTIONS.

A little talk on the canned goods that we demonstrated to you all, and many of which we proved more economical than the fresh goods, should be given at every opportunity. Talk the Ruby beets, for instance, at 12 $\frac{1}{2}$ cents for a No. 3 can. Unless the family is a very large one, it pays to buy even beets in cans, because it takes a long time to cook these things. Spinach, too. Surely no fresh spinach tastes any nicer than the "Garland." None of it can be more cleanly prepared, because it is absolutely free from grit. And the fact is, it's far cheaper. You have that "Wind-sor" asparagus to talk about. It runs about 35 spiers to the can and it's all eatable. It's the white variety grown in Jersey. Why, you should sell this asparagus to every customer that's after this vegetable. The price of 30 cents is very reasonable. Last season other brands not up to this sold for 40 cents. Talk your goods. Go into details. Prove what you say is right by comparing and by figuring. It's a great thing for the public to have men and women to wait on them that know their business and can point out good things.

Written for the "Grocery World and General Merchant."

An Experience With a Whitney Collection Agency.

A Pennsylvania Correspondent Adds Something to the Literature of Collection Agencies.

In the "Grocery World and General Merchant" of November 16th I notice a Mr. "S." Middletown, N. Y., wants information about the Henry L. Whitney Collection Agency, of Boston, Mass. I will give him some of my experience with the above concern within the last year.

Two years ago this company established a branch in Reading, Pa., and naturally scoured the surrounding towns for business, and succeeded in getting a large number of merchants in our city. They were very anxious for all bad accounts no matter how old (the reason for this you will see

later in my letter). My list aggregated something over six hundred dollars, which included accounts ten years old. The first few months they dunned my debtors, the same as all collection agencies do, and succeeded in drumming up \$27.86, which was brought to me by the persons who owed the bills. I would say here that the company never remitted a red cent to me if any was sent to their office by my debtors. I mailed them my check for the commission on the above amount collected and heard nothing until January 18th last, when to my surprise I received a bill from them claiming "sixty dollars" commission on my entire list I had given them, while my contract had said very plainly "No collection, no charge." However, I paid no attention to this bill. They continued sending statements for several months, when on June 1st I received a notice written by a supposed attorney, but it was one of their "gang," that on June 4th they would bring suit for the "sixty" and collect same with costs. Finally I woke up and wrote them to come to Lebanon and start their suit, and we would show that we were smart enough to lick them in their own game. This closed their "trap," for they have not sued yet, and have moved out of Reading to some new field of operations to catch suckers..

Beware of collection agencies, for they will do you more harm than good.

A. H. ROYER.

Lebanon, Pa.

Can You Use Norway Mackerel at \$13 a Barrel?

The Strohmeier & Arpe Co., of New York, are offering new Norway fancy fat mackerel at \$13 for original full-weight barrels, counting 400-440 fish. That makes them cost you about 3 to 3 $\frac{1}{4}$ cents apiece and enables you to sell them for five cents a fish and make a nice profit. Something else—Strohmeier & Arpe Co. are the leading fish firm in this country and you can make no mistake in dealing with them. Do you need any Norway Mackerel?

"Leggett's Holiday Visitor."

We are in receipt of a copy of "Leggett's Holiday Visitor," Christmas, 1908, in which they announce an assemblage of holiday merchandise that is attractive and tempting. Every retail grocer in the country should send a postal for a copy of this up-to-date "Leggett's Holiday Visitor." It shows how to announce merchandise in an attractive way, how to get the attention of those you want to reach. Don't delay, send postal for copy and mention the "Grocery World and General Merchant," please.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free. cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia.

FOR SALE.

FOR SALE.—Post cards—comics—no two alike. 50 for 25 cents; 100 for 40 cents. Address N H Breckenridge, Vermontville, New York.

FOR SALE.—Bowser self measuring oil tank. Perfect order. Used 14 months. Will take \$10.50. Verling Harris, 136-138 Northern Liberty Market, 5th and K Sts., Washington, D. C.

FOR SALE.—In Lancaster County, store property for \$3,000, which can be bought for half cash and balance on mortgage. This place is occupied at the present time by a first-class general store, and can be bought as an investment—on which the rental will pay a big dividend. For further particulars address Robert S. McClure, Bart, Lancaster County, Pa.

FOR SALE.—One "Lancaster" Computing Scale. New. \$29 cash, F. O. B., Ashland, Pa. Marble platform style with brass scoops. H. F. Granzow, Ashland, Pa.

FOR SALE.—Coal and feed business. Two houses, two warehouses, stable, coal yard, etc., 27 miles from Philadelphia. Doing good business. Must be sold to close estate. Address H., care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa.

FOR SALE.—Grocery store in Germantown. Size, 18 x 25 feet. Does \$450 weekly, one-half cash. Stock \$1,500 to \$2,000, but will reduce to suit purchaser. Rent, \$25 for store and dwelling. This is a good paying business and the chance of a lifetime. Write for particulars. "Rare Opportunity," care "Grocery World and General Merchant," 927 Arch St., Philadelphia, Pa.

FOR SALE.—Grocery, selling over \$100,000 yearly, all spot cash. In university town, thirty miles from Denver; on four railroads; hourly electric service to Denver. Will sell at invoice. Stock about \$12,000; fixtures \$4,000. Lease on new building, 50 x 120 feet, can be extended. Rent, \$75. This is a bargain. Box 524, Boulder, Col.

FOR SALE.—On north Fifth Street above Lehigh Avenue, an up-to-date delicatessen and meat store, doing strictly cash business. No team. The best family trade. All new fixtures. A live store for a live person. The finest location uptown. Will stand the fullest investigation. Address, A. B. C., "Grocery World and General Merchant," 927 Arch St., Philadelphia, Pa.

FOR SALE.—Two thousand pounds of honey in combs, packed in 24 one pound sections for shipping. For price and terms address H. E. Godshalk, 559 W. Chestnut Street, Lancaster, Pa.

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia.

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash,

balance weekly. Dwelling connected, if wanted. Stock about \$700. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$900. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,400 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$400 weekly, two-thirds cash. Stock about \$600. Uses one team. Good house and stable connected. Net profits 15 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Fixtures and team, \$100; stock inventory. Will take around \$900.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,500-\$2,000. Could be reduced to \$1,200. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$500. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$200, stock at inventory. Take about \$600. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 417.—In West Philadelphia. Groceries, meats and provisions. Store 16 x 40 feet. Does about \$300 weekly. Stock only \$400. Push cart delivery. Net profits 15 per cent. Owner's hearing is gone and he finds he must retire. Dwelling. Fixtures, \$200. Stock at inventory.

No. 419.—In Linwood, N. J. On the road to the shore. Town of about 600 people, with only one other store. Store 18 x 20 feet, with back room 16 x 14 feet. Store established only about a year ago and does \$80 per week, all cash. Stock \$300. No team. The store is connected with a pretty, comfortable dwelling, which can be bought for \$2,200, subject to \$1,200 mortgage. Will rent for \$16 a month. Death of owner necessitates sale. A very safe, comfortable proposition for man and wife. A good living can be made under exceptionally pleasant surroundings. Price for stock and fixtures, inventory. Take about \$350.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 428.—In West Philadelphia. Grocery store, 17 x 40 feet. Does \$15,000 to \$17,000, two-thirds cash; balance all good trade. Stock \$800 to \$900. No team. Good dwelling. Actual net profits 17 per cent., as expenses are low. Real estate for sale or rent, as desired. Owner's wife don't like the business, which is the only reason for retiring. Will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

No. 436.—On Germantown Ave., Philadelphia. Grocery and provisions. Store 25 x 60 feet. Does \$30,000 yearly, half cash. Stock carried, \$10,000; but can be reduced one-half. Caters to fine, high class trade, used to paying high prices. Net profits, 20 per cent. Uses three horses and five wagons. Business solid, prosperous and very profitable, but owner wishes to retire. Real estate for sale or rent. Price, inventory.

No. 439.—In West Philadelphia. Groceries, meats and provisions. Store 20 x 30 feet. Does \$550 to \$600 per week, three-quarters cash, balance weekly credit. Stock, \$400. Net profits, 10 per cent. Good dwelling connected. Owner has other business and will sell fixtures at \$1,200, including \$375 cash register and team. Stock at inventory.

No. 443.—In West Philadelphia. Meats and provisions. Size, 15 x 30 feet. Does \$11,000 yearly, three-quarters cash. As stock is turned rapidly, stock of only \$200 is carried. No team. Business very profitable, earns 18 per cent. net. Fixed charges very small. Owner changing business and will sell at inventory. Take around \$600.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in

South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

FINE FIXTURES FOR SALE ON VERY FAVORABLE TERMS.

Serious illness in family leaves their fine tea and coffee store in Philadelphia in such unsettled condition they can scarcely go on, and have decided to dismantle their store and sell piecemeal. Will sell fine Walker fixtures, including electric coffee mill which cost \$1,000 three months ago, for about \$600. Can be installed anywhere and are a great bargain.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PROSPEROUS CANDY MANUFACTORY AND RETAIL BUSINESS FOR SALE.

We offer a clean, prosperous candy manufacturing, wholesale and retail, business in city of 100,000, within forty-five minutes from Philadelphia. Retail store, 25 x 40 feet; manufacturing building, 58 x 72 feet. Has averaged \$35,000 yearly for the last three years. Retail trade, cash; wholesale, good credit trade. Stock carried in all branches, \$2,000 to \$2,500. The manufacturing business is mostly of penny goods which are sold and delivered by four teams, which cover a radius of fifteen miles. Manufacturing business is 1000 boxes behind in orders and is in a thoroughly active and prosperous condition. Netted \$3,000-\$3,500 last year. On account of family reasons and sickness owners must go back to family homes and farm. To make quick sale, only \$3,500 is asked for all fixtures, including teams, store and manufacturing fixtures, and complete manufacturing outfit. Stock at inventory, but can be largely reduced. It is very likely that somewhat under \$5,000 could buy this business. Very fullest investigation.

WARNER & CO.,
927 Arch Street Philadelphia, Pa.

MISCELLANEOUS.

MR. MERCHANT, DO YOU WANT TO keep your window nice and clear from frost all winter? Send me one dollar and I will send you plan that will do it without any expense and very little trouble. Guaranteed. H. F. Granzow, Ashland, Pa.



MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in

the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2. If satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free.



FLI-STIKON THE FLY RIBBON

The Greatest Fly Catcher in the World. Retail at 5c. \$4.80 per gross. The Fly Ribbon Mfg. Co., New York. Order from your jobber.

THE BLOOKER FLAVOR

is something fine. You enjoy the primary exhilaration, but you send your enjoyment way up when you begin to appreciate the food-worth

American Depot, No. 46 Hudson Street, New York

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. November 30, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.50 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch

TANGERINES.

Fancy, 120 to box, per ½ box.....	\$2.25 to \$2.50
Fancy, 144 to box, per ½ box.....	2.25 to 2.50
Fancy, 168-200 per box, per ½ box.....	2.00 to 2.25

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.00
Extra Fancy Messina, 360 size, per box.....	3.50
Choice Messina, 300 size, per box.....	3.25
Choice Messina, 360 size, per box.....	2.75 to 3.00

CALIFORNIA LEMONS.

Extra Fancy, 300 size, per box.....	\$4.00
Extra Fancy, 360 size, per box.....	3.75
Choice, 300 size, per box.....	3.50
Choice, 360 size, per box.....	3.50

FANCY FLORIDA ORANGES

Fancy Brights, 96 to box.....	\$2.25
Fancy Brights, 126 to box.....	2.00
Fancy Brights, 150-176 to box.....	2.35
Fancy Brights, 200-216 to box.....	2.35
Fancy Brights, 250-288 to box.....	2.35

Golden Russetts, 96 to box.....	
Golden Russetts, 126 to box.....	1.85 to 2.50
Golden Russetts, 150-176 to box.....	2.15 to 2.25
Golden Russetts, 200-216 to box.....	2.15 to 2.25
Golden Russetts, 250-288 to box.....	2.25 to 2.30

FANCY ALMERIA GRAPES.

Extra Fancy, barrels, weight 65-66.....	\$5.50 to \$6.00
Extra Fancy, half barrels, weight 38.....	3.00
Fancy, barrels, weight 64-66.....	5.00
Extra Choice, barrels, weight 63.....	4.50
Choice, barrels, weight 63.....	4.00

FANCY FLORIDA GRAPEFRUIT

Fancy Bright, 36 to box.....	\$3.00
Fancy Bright, 46 to box.....	3.50
Fancy Bright, 54-64 to box.....	3.75
Fancy Bright, 80-96 to box.....	3.50
Golden Russetts, 36 to box.....	2.25
Golden Russetts, 46 to box.....	2.75
Golden Russetts, 54-64 to box.....	3.00
Golden Russetts, 80-96 to box.....	2.75

NEW JERSEY SWEET POTATOES.

Fancy Primes, per barrel.....	\$3.50
Choice Primes, per barrel.....	3.00
Large Medium, per barrel.....	2.50 to 2.75
Choice Medium, per barrel.....	2.25

Good Fruit Attracts Trade

There is just one place in Philadelphia to get every thing in the fruit line as fine as it grows, at the right price.

If you want to attract trade to your store put handsome fruit where it can be seen.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCOTON, OHIO

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz.....	2.10
Clover Leaf, ½ lb., flat, 4 doz.....	1.25
Sockeye, 1 lb., flat, 4 doz.....	2.10
Seward, 1 lb., tall, 4 doz.....	1.45
Jockey, 1 lb., tall, 4 doz.....	1.50
Buster Pink, 1 lb., tall, 4 doz.....	1.00
Arctic Belle, 1 lb., tall, 4 doz.....	.95
Argo, 1 lb., tall, 4 doz.....	1.50
Sockeye, ½ lb., flat, 4 doz.....	
Iceberg, 1 lb. tall, 4 doz.....	1.45
Hawkeye, ½ lb., flat, 4 doz.....	1.00
Lobsters—	
Gold Label, picnic size, 4 doz.....	
Beaver, 1 lb., flat, 4 doz.....	
Star, ½ lb., 8 doz. in case.....	1.50
Star, ½ lb., flat, 4 doz.....	2.45
Gold Label, ½ lb., flat, 8 doz.....	
Beaver, ½ lb., flat, 8 doz.....	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.....	1.10
Herring Roe—	
Old Virginia 2s, 2 doz.....	1.50
Mackerel—	
Mackerel in sauce, oval.....	
Oysters—	
Standard, 5 oz., 2 doz.....	.83
Sardines, in Oil—	per case.
½ oil, 100.....	
Gold Label, ½ oil, 100 cans.....	6.50
Standard, ½ oil, 100.....	5.50
½ lb., oil, with key, 100.....	8.75
Epicurian, ½ oil, fancy cartons, 100 cans.....	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans.....	6.50
Standard, 100 cans.....	3.85
Leon D'or Brand, 100 cans.....	4.50
¾ Mustard Sardines—	
Gold Label, 50 cans.....	4.50
¾ Mustard, 50 cans.....	2.95
Harbor Brand, 48 cans.....	8.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans.....	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans.....	
¼ Oil Imported—	
Martell, 100 cans.....	
North Cape, Smoked, 100 cans.....	8.50
Grisetta, with key, 100 cans.....	9.50
King Oscar, 100 cans.....	

Baked Beans—	Per doz.
Pin Money, 3s, sauce, 2 doz.	1.50
Pin Money, 2s, sauce, 2 doz.	1.15
Pin Money, 1s, sauce, 4 doz.85
Pin Money, 3s, plain, 2 doz.	1.45
Wagner's, 1s, tall, 4 doz.43
Wagner's, 3s, plain, 2 doz.	1.03
Wagner's, 3s, sauce, 2 doz.	1.08
Excursion, 3s, sauce, 2 doz.85
Saratoga, 2s, 2 doz.60
Corn—	
Pin Money, Shoepeg, 2s, 2 doz.85
Standard Shoepeg, 2s, 2 doz.80
Standard, 2s, 2 doz.70
Belmont Cream, 2s, 2 doz.90
Winorr Brand Kernelled Corn, 2 doz.	1.45
Peas—	
Foote & Co., extra sifted, 2 doz.	1.25
Belle Brand, 2 doz.85
Little Fellow, 2s, 2 doz.	
Rob Roy, 2s, 2 doz.	
Pin Money, petits pois, 2 doz.	1.50
Pin Money, standard early June, 2 doz.95
French, extra fns, 100 in case, per case,	18.50
Pin Money Combination—	
2s, 2 doz.85
Kidney Beans—	
2s, 2 doz.75
Lima Beans—	
Derby, soaked, 2s, 2 doz.80
Standard, 2s, 2 doz.	1.00
Little Darling, 2 doz.	1.30
Pumpkins—	
3s, 2 doz.90
No. 10.	
String Beans—	
2s, 2 doz.65
Pin Money Vegetables—	
2s, 2 doz., 12 kinds in can.85
Sweet Potatoes, 3s, 2 doz.87½
1s Pulp, for soup.42
Succotash—	
2s, 2 doz.95
Tomatoes—	
Pin Money, whole, 2s, 2 doz.90
Standard, 3s, 2 doz.85
No. 10, ¼ doz.	2.35
Fair Quality, 3s.80
2s, 2 doz.65

We do not handle imported sugar.

Dominos. 5 lb. packages.....	
Cut loaf.....	
Powdered.....	
XXXX, powdered.....	
Cubes.....	
Fine Granulated, American.....	
Fine Granulated, 100 lb. sacks.....	
Confectioners' A.....	
No. 1, A.....	
Light Yellow.....	
Fine Granulated, 2 lb. bags.....	
Fine Granulated, 5 lb. bags.....	

CANNED FRUITS.

CANNED FRUITS.		Per doz.
Apples, 3s, 2 doz.	.....	.75
Blackberries, 2s, 2 doz.	.....	.75
Blueberries, 2s, 2 doz.	.....	.95
Cherries, 2s, 2 doz.	.....	.89
Gooseberries, 2s, 2 doz.	.....	1.00
Pie Peaches, 3s, 2 doz.	.....	.99
Pears, 3s, 2 doz.	.....	.95
Sliced Pineapples, 2s, 2 doz.	.....	1.25
Singapore Pineapples, 1½s, chunks, 4 doz.	.....	1.25
Singapore Pineapples, 10c. chunks, 4 doz. in case.	.....	.95
Grated Pie Pineapples, James, 3s, 2 doz.	.....	.90
Raspberries, 2s, 2 doz.	.....	.95
Strawberries, 2s, 2 doz.	.....	.95
Standard Peaches, Sunset 3s, 2 doz.	.....	1.50
California Apricots, 2 doz.	.....	1.90
California Cherries, 2 doz.	.....	2.60
California Peaches, 2½s, 2 doz.	.....	2.35
Wheeler Peaches, 3s, 2 doz.	.....	1.25
Sliced California Peaches, 1s, 4 doz.	.....	1.85

SALT.

SALT.		Per sack
Fine Table, Large Sack.....		.90
Kiln Dried.....		1.00
Fine Table, bushel sacks.....		.35
Fine Table, ½ bushel sacks.....		.22
Ground Alum, 140.....		.63
		Per bbl.
Fine Dairy, 2s, 140 to bbl.....		2.60
Fine Dairy, 3s, 100 to bbl.....		2.58
Fine Dairy, 4s, 70 to bbl.....		2.35
Fine Dairy, 5s, 60 to bbl.....		2.40
Fine Dairy, 8s, 35 to bbl.....		2.18
Fine Dairy, 10s, 28 to bbl.....		2.15
Worcester, 2½s, 115 to bbl.....		4.00
Worcester, 5s, 60 to bbl.....		4.00
Worcester, 10s, 30 to bbl.....		3.75

MOLASSES AND SYRUPS.

	Pers gal.
St. Clair, N. O.....	.87
Kingsland, N. O.....	.30
Julian F. Bradshaw's Melasses, No. 44.....	.33
Cheapside Molasses.....	.28
Black Strap Molasses.....	.18
Gilt Edge Syrup.....	.32
Gold Medal.....	.82
King Syrup.....	.82
Orange Brand Syrup.....	.33
Orange Brand, 2½ cans, 2 doz.....	2.40
No. 6 Amber Syrup.....	.30
California Amber Drips, 2½ cans, 2 doz....	1.90
California Amber Drips, 2½ cans.....	2.20
California Amber Drips, 3½ cans, 2 doz.....	2.50
California Amber Drips, ¼ gal. cans, 1 doz.	2.20
Calvert Brand Pure Porto Rico.....	.22

CONDENSED MILK.

Baby, 1 doz. glass jars.....	1.90
Challenge, 4 doz.....	3.85
Eagle, 4 doz.....	6.25
Magnolia, 4 doz.....	4.00
Red Cross, 4 doz.....	4.15
Star, 4 doz.....	4.20
Dime Brand, 4 doz.....	3.60
Lion, 4 doz.....	4.25
Premium, 4 doz.....	3.75
Hires' Silver, 4 doz.....	4.00
Square, 4 doz.....	

EVAPORATED CREAM.

Gold, double size can, 4 doz.....	3.75
St. Charles, 4 doz.....	3.90
Our Pet, large size, 4 doz.....	8.10
Our Pet, baby size, 6 doz.....	2.65
Peerless, small size, 6 doz.....	2.70
Peerless large size, 4 doz.....	3.20
Columbia, 4 doz.....	3.10
Silver Cow, 6 doz.....	
Van Camps, 4 doz, in cans..... per can	3.85

MATCHES.

Blue Hen, 200s, 1 gross.....	1.60
Coast, 5 gross.....	.85
Globe, 100s, 5 gross.....	.95
Doric, 1 gross.....	.95
Home Safety, 65s, 5 gross.....	.45
Vulcan Safety, 50 gross.....	.50
Bird's Eye, 500s, 100 packs.....per case	3.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box.....	1.10
Search Light, 100s, 5 gross.....	1.00
Search Light, 500s, 1 gross.....	4.50
Fast Mail, 100s, 1 gross.....	1.00
Bull's Eye, 5 gross.....	1.00
Little Star, 40s, 5 gross.....	.40
Pet, 100s, 5 gross.....	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate.....per case	1.75
Black Diamond, 500s, 100 in case.....per case	3.50

RICE.

Best Head, bbls. or 100 lb. sacks.....	.063
No. 2 Head, bbls. or 100 lb. sacks.....	.051
No. 3 broken, bbls. or 100 lb. sacks.....	.031
Japan, 100 lb. sacks.....	.043
Patna, 100 lb. sacks.....	.061

LAUNDRY SOAP.

LAUNDRY SOAP.		
	Bars.	Box.
Acorn.....	120	2.45
*Pearl White Floating.....	60	2.40
Ark.....	100	2.00
Babbitt's.....	100	3.75
5 box lots freight paid, with 1½ box		
"1776" or 100 cakes Best Soap free....		4.25
10 box lots freight paid, with 3 boxes		
"1776" or 200 bars Best Soap free....		4.20
Buffalo Oleine.....	60	2.40
Washday.....	120	2.00
*Bee.....	100	3.90
*Big Schooner.....	100	3.75
*Fels-Naptha.....	100	4.00
Hoefner's Tiger Borax.....	100	3.75
*Fairly Oval.....	100	4.00
*S. A. Gambrell, Oleine.....	60	2.40
*Globe Oleine.....	60	2.40
*Ivory, 6 oz.....	100	4.00
*Ivory, 10 oz.....	100	7.00
*Kirkman's.....	100	3.75
*Kirk's Oleine.....	60	2.25
*Lenox.....	100	3.00
*Lifebuoy.....	50	2.00
*Fairbank's Tar.....	100	3.75
*Magic Cleaner.....	100	
*Octagon.....	100	3 90
*Philadelphia Oleine.....	60	2.40
*P. & G. Oleine.....	72	3.00
Premium.....	100	3.75
*Santa Claus.....	100	3.15
*Star.....	100	3.00
*Sunlight.....	100	4.00
*Sunshine.....	120	2.45
Star Oleine.....	60	1.75
*Sunny Monday.....	100	4.00
*White Cloud.....	100	3.90
*Wonder Worker.....	100	4.00
Wonder Worker Chips.....	4 doz.	2.08
Llon.....	100	
*Snowberry.....	100	3.90
Best Blue.....	80	3.40
*Hoefner's Ammonia.....	100	3.95
*P. & G. Naptha.....	100	3.85
Duck.....	100	3 85
20 Mule Borax.....	100	
Rib.....	100	1 95
U. S. Mail.....	100	3.00
Hustler.....	120	2.30
Brag.....	66	2.55
Export Borax.....	100	3.90
C. & C. Oleine.....	60	2.00

* 5 box lots delivered.

TOILET SOAP.

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	3.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.40
Brown Windsor, Violet, Golf, Turk- ish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb.	per lb.	.08
White Castile, 36 lb.	per lb.	.10
Conti, imported Castile, 36 lb.	per lb.	.13
Oat Meal	per doz.	.40
Glycerine	per doz.	.40
Jap Rose	50	3.75
Sweetheart	50	1.90
Lava	100	3.75
Pearl	60	2.40

SCOURING SOAP.

	Bars.	Box
Fairbank's.....	50	1.88
Sapolio.....	8 doz.	2.25
Wrigley's.....	100	3.60
Wrigley's.....	50	1.80
Scourone.....	100	3.60
Lipp's Scourer.....	60	2.25
Sil San.....	50	2.00
Army and Navy Compound.....	4 doz.	1.80
Finola Star Polish.....	100	3.85
Silver Sand.....	per bbl.	2.60
American Scourer.....	100	3.75
Bon Ami, 10c. size.....	8 doz.	2.50
Brooks' Crystal.....	100	3.90
Hoefer's Crystal, with spoons.....	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz.....		3.75

SEEDS.

Anis, packed about 170 lbs. to bag.....	per lb.	..14
Bishop's Best Bird Seed, any quantity..	per doz.	1.20
Bishop's Superior Seed, any quantity..	per doz.	..90
Bishop's Bird Gravel, any quantity....	per doz.	..45
Cuttle Fish Bone.....	per lb.	..35
Caraway, about 115 lbs. to bag.....	"	..11
Celery, about 215 lbs. to bag.....	"	..11
Canary, about 240 lbs. to bag.....	"	..04½
Coriander, about 100 lbs. to bag.....	"	..05
Excelsior Bird Seed, 24 pkgs. to case..	per pkg.	..08
Fennel, about 220 lbs. to sack.....	per lb.	..14
Flax Seed, 100 lbs. to sack.....	"	..05
Flax Seed Meal, 100 lbs. to sack.....	"	..02¾
Green Kern, 100 lbs. to sack.....	"	..09
Hemp, 225 lbs. to sack.....	"	..04
Hirsh, about 100 lbs. to sack.....	"	..06½
Millet, about 100 lbs. to sack.....	"	..06½
Moan, about 110 lbs. to sack.....	"	..07½
Mustard Seed, 225 lbs. to sack.....	"	..09
Poppy Seed, about 110 lbs. to sack.....	"	..07¾
Rape Seed, about 250 lbs. to sack.....	"	..05
Sunflower Seed, about 115 lbs. to sack..	"	..05

By the full bag will make any of the above seeds
 ⅓ c. per lb. less.

NEW YORK PRICE-LIST

NOTE.—Prices are those prevailing on date of issue. Corrected Weekly. Invariably F. O. B., New York.

—1—

MOLASSES.

Porto Rico Molasses—	Per gal.
Fancy, bbls.....	.42 @.45
Choice, bbls.....	.38 @.40
Good, bbls.....	.26 @.30
Fancy, qt. jars.....per doz.	1.20
New Orleans Molasses—	
Fancy Open Kettle—New Crop.....	.42 @.44
Fancy.....	.38
Choice.....	.36
Prime.....	.29
No. 10, 1/2 doz. in case, in tins.....	Per doz. 4.75
No. 5, 1 doz. in case, in tins.....	" 2.75
No. 3, 2 doz. in case, in tins.....	" 1.50
No. 2, 3 doz. in case, in tins.....	" 1.00

PURE SYRUPS.

Gilt Edge Drips, in bbls.....	.33
Robin Hood, in bbls.....	.28
Various Grades, in bbls.....	.18 @.19
Lyle's Golden Drips, 2-lb. tins, 2 doz. in case.....	Per case 1.90

SALT FISH.

Mackerel.

Gross Weights	350	160	77	20
Count (about) to bbl.	200 lb.	100 lb.	50 lb.	8 lb.
Bloater, Norway.....	None			
No. 1, Norway.....	None			
No. 2, ".....	None			
No. 3, ".....	325 350	25 00	13.05	6.65
No. 4, ".....	400-450	22 00	11.55	5.90
Fancy Shore				
Bloaters.....	95-105	30.00	15.55	7.90
No. 1, shores.....	160-175	26.00	13.55	6.90
No. 1, New Cape				
Shores.....	110-115	15.00	8.05	4.15
No. 1, New Cape				
Shores.....	160-170	16.00	8.55	4.40
No. 1, New H'fax.....	160-170	15.00	8.05	4.15
No. 2, New H'fax.....	325-350	17.00	9.05	4.65
No. 2, New Irish.....	350-400	16.00	8.55	4.40
No. 2, New Irish.....	400-450	15.50	8.30	4.28

Boneless Codfish.

	In box.	Per lb.
White Seal, Middles, Finest Georges.....	40 lb.	.12 1/2
Prize Strips, Middles, Finest Georges.....	40 lb.	.09 3/4
Prize Strips, Middles, Finest Georges.....	20 lb.	.10
Satin Middles, Fancy.....	40 lb.	.09 1/2
Brilliant Strips.....	40 lb.	.08 1/2
Brilliant Strips.....	20 lb.	.08 3/4

Herring.

New Medium, Scaled.....	Per box .15 1/2
Skinless and Boneless, 10-lb. boxes.....	Per lb. .14
Star Boneless, large tins, 1 doz. in box.....	Per doz. 1.50
Star Boneless, Dime tins, 2 doz. in box.....	Per doz. .90

TEAS.

Oolong (Formosa & Foochow)—	Per lb.
Fair to fancy.....	.18 @.75
Japan—	
Fair to choicest.....	.20 @.45
Basket Fired Japan—	
Fair to choicest.....	.22 @.45
Japan Dust—	
Fair to good.....	.12 @.15
Young Hyson—	
Fair to fine.....	.17 @.50
Hyson—	
Fair to choicest.....	.16 @.35
Gunpowder—	
Fair to choicest.....	.19 @.60
Imperial—	
Fair to choicest.....	.32 @.60
English Breakfast—	
Fair to choicest.....	.17 @.55
Ceylon and India—	
Fair to fine.....	.20 @.55

ROASTED COFFEES.

Sumatra—	Per lb.
Mandheling, fancy.....	.34
Old Government, best.....	.27
" choice.....	.25
" prime.....	.23
" good.....	.23
Mocha—	
Genuine Arabian.....	.26
Windsor Blend.....	.23

—2—

Maracaibo—	
Cucuta, best.....	.17
" choice.....	.16
" prime.....	.15
" good.....	.14
Laguayra—	
Caracas, finest.....	.18
" choice.....	.16
Peaberry—	
Santos, fancy.....	.16
" choice.....	.15
" fine.....	.14
Rio, fancy.....	.15 1/2
" choice.....	.14 1/2
" fine.....	.13 1/2
Santos—	
Best.....	.15
Choice.....	.14
Prime.....	.13 1/2
Good.....	.12 1/2
Fair.....	.11 1/2
Rio—	
No. 1, golden.....	.15
No. 2.....	.14
No. 3.....	.13
No. 4.....	.12 1/2
No. 5.....	.12
No. 6.....	.11 1/2
No. 7.....	.11

SPICES.

Whole, bags or bbls—	Per lb.
Allspice.....	.08
Cassia buds.....	.28
Cinnamon, select grade.....	.12
" Batavia.....	.25
" Saigon.....	.50
Cloves, Zanzibar.....	.14
" Amboyna.....	.24
" Penang.....	.30
Ginger, African.....	.10
" Jamaica, bleached.....	.22
Nutmegs, 75@ 80s.....	.25
" 110s.....	.20
Black Pepper, Singapore.....	.09
" shot.....	.10
White Pepper, Singapore.....	.14
Red Peppers.....	.12
Pure Ground,	Bbls. Boxes 4-oz. tin
Highest Grade—	and 6, 10, cans, 2 & 4
	1/2-bbls. 15-lb. doz. case
	Per lb. Per lb. Per doz.
Allspice.....	.10 .12 .71
Cinnamon.....	.16 .19 .92
Cinnamon, Saigon.....	.60 .62 2.42
Cloves.....	.18 .20 1.00
Ginger, Borneo.....	.14 .16 .82
Ginger, Jamaica.....	.24 .27 1.23
Mace.....	.62 .65 2.48
Mustard.....	.16 .19 .94
Nutmegs.....	.23 .25 1.15
Black Pepper.....	.10 .12 .70
White Pepper.....	.16 .19 .94
Cayenne, Red Pepper.....	.18 .20 1.00
Paprika, Hungarian.....	
Red Pepper.....	.30 .34 1.44
Assorted Spices.....	

CANNED GOODS.

Vegetables.

Asparagus—	Per doz.
Mammoth, white, 2 1/2s, California.....	4.50
Medium, green, 2 1/2s, California.....	3.25
Tips, green, 1s.....	1.85
" white, California, 1s.....	3.75
Beans, Baked—	Plain. Sauce.
Sunbeam, 4 doz., No. 1.....	.70 .80
" 4 " " 2.....	1.10 1.15
" 4 " " 3.....	1.40 1.45
Van Camp, 4 " " 1.....	1.00 1.00
" 4 " " 2.....	1.50 1.50
" 4 " " 3.....	1.85 1.85
Snider's, 4 " " 1.....	.90 .90
" 4 " " 2.....	1.40 1.40
" 4 " " 3.....	1.80 1.80
B. & M., 4 " " 1.....	.65 .70
" 4 " " 3.....	1.50 1.70
Beans, Lima—	
Royal Scarlet, tiny, 2 doz., No. 1.....	1.10
Sunbeam, small, N. J., No. 2.....	1.50
Valley Field, medium, N. J., No. 2.....	1.00
Our Chef, medium, N. Y., No. 10.....	6.75
Beans, Stringless—	
Royal Scarlet, fancy, No. 2.....	2.10
Robin Hood Refugees, No. 2.....	1.35
Lehigh Valley, N. Y., No. 2.....	1.00
Sunbeam, fancy, No. 2.....	2.00
Acmes, small, Refugees, No. 2.....	1.25
Red Jacket, whole, No. 10.....	4.25
Boyers, string, No. 2.....	.70
Peas—	
Smallest sifted, 2s.....	2.10
Extra sifted, 2s.....	1.60 @1.75
Sifted, 2s.....	1.15 @1.35
Telephone, 2s.....	1.25
Sweet wrinkled, 2s.....	1.40 @1.60
Standard Early June, 2s.....	1.00 @1.10
Soaked, 2s.....	.75 @.80

—3—

Succotash—	
Extra fancy Maine, 2s.....	1.40
Fancy Maine, 2s.....	1.10 @1.25
Extra standard, 2s.....	.95 @1.00
Pumpkin—	
Fancy, 3s.....	1.10 @1.20
" gals.....	2.40
Squash—	
Fancy, 3s.....	1.20
Tomatoes—	
5 1/2 in. cans, fancy New Jersey.....	1.60
5 1/2 in. cans, extra standard New Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95 @1.00
2-lb. cans.....	.75 @.80
Standard New Jersey, gals.....	2.75
Extra standard Maryland, gals.....	2.50
Glass jars, qts.....	2.75
Beets—	
Fancy Strawberry, 3s.....	1.40 @1.60
Cut, 3s.....	1.10 @1.15
Sweet Potatoes, 3s.....	1.15
Sauer Kraut, 3s.....	.95 @1.10
Spinach—	
Standard Maryland, 3s.....	1.15 @1.40
Fancy New Jersey, 3s.....	1.40 @1.65
Gals.....	4.75 @5.00

FRUITS.

California.

Apricots—	Per doz.
Extra, 2 1/2s.....	2.25
" standard, 2 1/2s.....	1.75
Standard, 2 1/2s.....	5.25 @6.25
Gals.....	
Cherries—	
Extra, white, 2 1/2s.....	2.75
" standard, white, 2 1/2s.....	2.40
Standard, white, 2 1/2s.....	2.35
Extra standard, gals.....	7.50 @9.25
Bartlett Pears—	
Extra fancy, 2 1/2s.....	3.25
" 2 1/2s.....	2.40
" standard, 2 1/2s.....	2.40
Standard, 2 1/2s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
" standard, 2 1/2s.....	2.00
Standard, 2 1/2s.....	1.75
Gals.....	5.50 @7.00
Peaches—	
L. C., extra fancy, 2 1/2s.....	3.25
" 2 1/2s.....	2.75
Crawford, extra fancy, 2 1/2s.....	2.75
" standard, 2 1/2s.....	1.85

Eastern.

Pears—	
Fancy New York, 2s.....	1.75
" State, 2 1/2s.....	2.90
Standard, 2s.....	1.50
Pineapples—	
Sliced or grated, 2s.....	2.25 @2.40
" 1s.....	1.10 @1.20
Pie, grated, gals.....	3.00
Singapore, 1 1/2s.....	1.15 @1.25
Plums, egg, 3s.....	
" gage, 3s.....	
Apples—	
Gals.....	2.25
Strawberries—	
Fancy, 2s.....	3.00
Extra, 2s.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard, 2s.....	

FISH.

Lobster—	
Flat, 1s.....	5.00
" 1/2s.....	2.50 @2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink, 1s.....	1.10
Medium Red, 1s.....	1.25 @1.30
Choice Red, 1s.....	1.40 @1.50
Columbia River Chinook Salmon—	
Flat, 1/2s.....	1.25 @1.30
Tall, 1s.....	2.00
Flat, 1s.....	2.20
Oval, 1s, steaks.....	3.00
Sardines—	
Domestic, 1/4s, oil, 100 tins.....	3.35 @6.00
" 3/4s, mustard, 50 tins.....	2.65 @4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs.....	.14
Smyrna Sultana, choice, 4 crown, 30 lbs.....	

—4—

Cleaned Sultanias—	
Smyrna, fancy, 1-lb. cartons.....	.15
" choice, 1-lb. cartons.....	
California, 1 lb. cartons.....	
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	.07 1/2
California, 4 crown, 50 lbs.....	.07
" 3 crown, 50 lbs.....	.06 1/2
" 2 crown, 50 lbs.....	
Figs—	
Baskets, 1 and 2 lbs.....	.15 @.18
Layers, 2 1/2 in., 10 lbs.....	
2 1/2 in., 12 lbs.....	
2 1/2 in., 12 lbs.....	.08
2-in., 12 lbs.....	
Currents—	
Fancy, 1-lb. cartons.....	.11
Cleaned, choice, 1-lb. cartons.....	.08 3/4
Bulk, choice, 50 lbs.....	.06 3/4
Natural, choice.....	
Citron—	
According to quality.....	.14 1/2 @.17
Lemon Peel—	
According to quality.....	.11 1/2 @.13
Orange Peel—	
According to quality.....	.11 1/2 @.13
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.04 3/4
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30.....	.12
30@40, choice.....	.08 1/2
40@50, ".....	.08
50@60, ".....	.07 1/2
60@70, ".....	.07
70@80, ".....	.06 1/2
Choice, 50-lb. box—	
60@70, 80@90.....	
70@80, 90@100.....	
Fancy, 25-lb. boxes—	
40@50.....	.11 1/2
50@60.....	.10 3/4
60@70.....	.10
70@80.....	
Oregon, 25-lb. boxes—	
30@40.....	.08
40@50.....	.07 1/2
Apples—	
Fancy, 50 lbs.....	.12
" 1-lb. cartons.....	.08
Prime, 50 lbs.....	.08
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	.09 1/2
" unpeeled, 25 lbs.....	.08 1/2
Extra choice, Muir.....	
Apricots—	
Royal, extra fancy, 25 lbs.....	.14
" fancy, 25 lbs.....	.11 1/2
" choice, 25 lbs.....	.09 3/4
Moorpark, fancy, 25 lbs.....	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @.52
Valencia, 28 lbs.....	.33
Flot, shelled.....	
In shells—	
California, paper shell, 80 lbs.....	
French Princess.....	.17 1/2
Tarragona, 120 lbs.....	.15
Hard Shell, 100 lbs.....	
Brazils—	
New, large, 180 lbs.....	.10
Filberts—	
Turkish.....	
Sicily, 130 lbs.....	.10
Jumbo, Naples, 110 lbs.....	
Long, Naples, 110 lbs.....	.13
Pecans—	
Polished, 80 lbs.....	.11 @.14
Louisiana, paper shell.....	
Walnuts—	
Chili, 1907 crop.....	.12
Grenoble, 220 lbs.....	.15
Marbols, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, 25 lb. boxes.....	.16
Extra choice, 25-lb. boxes.....	.13 @.14 1/2
Choice, 125-lb. bags.....	.11 @.12 1/2

IMPORTED GROCERIES.

Imported Sardines, 100 in case—	Per case.
Reduced, 1/4s, boneless.....	7.00 @22.00
" 1/4s, with bones.....	
French, 1/4s, boneless.....	17.00 @22.00
" 1/4s, with bones.....	24.50 @27.00
High, 1/4s, boneless.....	15.00 @40.00
1/4s, boneless.....	
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00 @20.00
Mushrooms—	
1/4s, according to quality.....	16.00 @35.00
1/4s, according to quality.....	15.00 @20.00
String Beans—	
According to quality.....	12.00 @17.00
Lima Beans—	
According to quality.....	18.00 @20.00
Brussels Sprouts.....	12.00 @16.00
French Macaroni, cartons, 25 lbs., lb.....	.08 @.09 1/2

Grocery World and General Merchant Prices--Current.

CORRECTED WEEKLY.

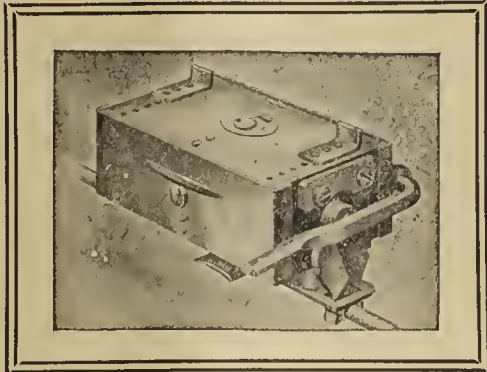
Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
Column.	Column.	Column.	Column.	Column.	Column.	Standard Weights per Bushel.	
Alarm Cash Drawer.....18	Pie Fruit.....8	Drugs, Grocers'.....26	Ink.....20	Mustard.....30	Preserves.....25	Marrow Beans.....60 lbs.	
Alum.....26	Sardines.....9	Eggs.....16	Insect Powder.....26	Prepared.....31	Provisions.....24	Medium Beans.....60 "	
Ammonia.....3	Meats.....9	Provisions.....24	Ironing Wax.....32	Marmalade.....26	Pudding.....18	Pea Beans.....60 "	
Ammunition.....6	Soups.....10	Lard.....24			Putty.....26	Red Kidney Beans.....58 "	
Axle Grease.....3	Capers.....16	Dressed Poultry.....25				Hominy.....56 "	
	Catsup.....11					Pease.....60 "	
Bags, Paper.....23	Cereal Specialties.....17					Barley.....48 "	
Bag and Twine Holders.....18	Cereal Coffee.....20					Potatoes.....56 "	
Baking Powder.....3	Cheese.....16					Flaxseed.....58 "	
Barley.....17	Chocolate and Cocoa.....11					Onions.....55 "	
Bath Brick.....32	Chewing Gum.....27					Shellbarks.....48 "	
Beans.....17	Cider.....27						
Blacking, Shoe.....4	Clothes Pins.....34						
Bluing.....6	Cocoa Nut.....13						
Borax.....26	Codfish.....19						
Brooms.....33	Coffee.....5						
Brushes.....35	Essence.....5						
Buckwheat Flour.....17	Chicory.....5						
Bung Boreers.....13	Coffee Mills.....18						
Butcher's Sundries.....25	Cooking Herbs.....6						
Butter Dishes.....34	Condensed Milk.....12						
Butter.....6	Crackers, Cakes, etc.....13						
Butter Color.....26	Crescent Mapleine.....33						
	Cutters, Tobacco.....18						
Camphor.....26							
Candies.....10							
Candles.....6							
Canned Goods.....7							
California Fruits.....7							
Vegetables.....7							
Fish.....8							

SUGAR.		PACKAGE TEAS.		AMMONIA.		BLACKING--Shoe.	
Confectioners' Lozenge, XXXX.....5.00		Gunpowder—Choice to Extra.....29 @ 35		McCormick & Co., Banquet brand, Ceylon, Blended, etc.—Per lb.		Rumford Baking Powder:—	
" Powdered.....4.90		Choicest.....40 @ 45		1-lb. canisters, 8-lb. boxes......45		5c.-tins, 4 doz.....per doz. .45	
" Crown A.....5.30		Moyune—Good.....27 @ 30		1-lb. " 12-lb. "......45		10c.-can, 2 doz. in box.....per doz. .90	
" Crystal A.....4.95		Fine.....35 @ 40		1-lb. " 10-lb. "......45		1-lb. cans, 2 doz. in case.....per doz. 1.25	
" Coarse Granulated.....5.20		Choice.....45 @ 50		1-lb. " 10-lb. "......50		1-lb. cans, 1 doz. in case.....per doz. 2.50	
Eagle Tablets.....6.25		Choicest.....50 @ 55		McCormick & Co., Bee brand—Per lb.		Royal, roc. size, 4 doz......80	
Crystall Dominoes.....7.27 1/2		IMPERIAL—Superior to fine.....15 @ 20		1-lb. lithographed cans, 20-lb. boxes......53		" 1/2 lb., 4 doz.....1.30	
Cut Loaf.....5.73 1/2		Choice to Extra.....22 @ 25		1-lb. " 10-lb. "......55		" 1/2 " 2 ".....2.40	
Patent Cubes.....5.05		Choicest.....30 @ 35		1-lb. " 10 and 20-lb. bxs......57		" 1 " 1 ".....4.60	
Powdered.....4.90		Choice.....35 @ 40		Travellers pocket canister, 4 doz.....per doz. .80			
Extra Fine Granulated.....4.80		INDIA—Common to Fine.....18 @ 38					
Coarse Granulated.....4.80		CEYLON—Common to Fine.....18 @ 40					
Granulated.....4.80		ENGLISH BREAKFAST—Fair to Good.....14 @ 27					
Fine Granulated.....4.80		Choice to Extra.....18 @ 28					
" in 50-lb. bags packed 2 in 100-lb. bag.....4.85		Choicest.....30 @ 40					
" in 25-lb. bags packed 4 in 100-lb. bag.....4.85							
" in 10-lb. bags packed 10 in 100-lb. bag.....4.95							
" in 5-lb. bags packed in bbls.....5.00							
" in 5-lb. bags packed in 100-lb. bags.....5.00							
" in 2-lb. bags packed in bbls.....5.10							
" in 2-lb. bags packed in 100-lb. bags.....5.10							
" in 2-lb. cartons in cases.....5.00							
" in 1-lb. paper packages in cases.....5.00							
Confectioners' A.....4.65							
1—Keystone A.....4.60							
2—American A.....4.55							
3—Centennial A.....4.50							
4—California A.....4.45							
5—Franklin B.....4.40							
6—Keystone B.....4.35							
7—American B.....4.30							
8—Centennial B.....4.25							
9—California B.....4.20							
10—Franklin Extra C.....4.15							
11—Keystone Extra C.....4.10							
12—American Extra C.....4.05							
13—Centennial Extra C.....4.00							
14—California Extra C.....4.00							
15—Franklin C.....4.00							
16—Keystone C.....4.00							

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Where Pride Comes In

Most butter jobbers sell print butter because it is their business, because it is the most valuable part of the business they usually sell the best butter they can find.

We go a little further. With us **Gurnse** Butter is a pride. We're proud of it—it's a sort of apple of our eye. We make it just as fine and fancy as butter can be made, and after that's done we pack it so handsomely as to be a credit to our plant.

Naturally we're not blind to the fact that this is good business, but there's a sentiment in it that isn't business at all.

Gurnse Butter is made in our own dairies, from the richest, high-grade milk of selected cows, and is never out from under our eye until it leaves our store in sealed cases.

Packed in 20, 30 and 50-pound boxes—pounds and ½-pounds—36 cents. Prices subject to market changes.

P. F. BROWN & COMPANY

39 South Front Street

PHILADELPHIA

To the Trade:

Do You Know That the

American Consumption

OF

CEYLON TEA

IS

INCREASING STEADILY,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea.)

DIRECT SHIPMENTS

TO

America, September 30th, 1908,

Show Increase of About a Million Pounds.



Be Judged by "Exton" Oyster Crackers

People size up your store by the brands of goods they have known for years. "Exton" Oyster Crackers have been "The Best Known and Known as the Best" for sixty-one years. The grocer who sells them gets credit for handling *Best Quality in All Lines*.

A. Exton & Company
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co., Distributing Agents, 116 South Delaware Avenue, Philadelphia.

ANOTHER STEP Against Preservatives

The report of the Government that chemical preservatives in food products are detrimental to health is probably the forerunner of an order prohibiting their sale. In so far as your stock is composed of

HEINZ

57 VARIETIES

FURE FOOD PRODUCTS

you will suffer no loss. They contain no artificial preservatives of any kind. Every Heinz label is a guarantee of absolute purity.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

PITTSBURG NEW YORK CHICAGO LONDON



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

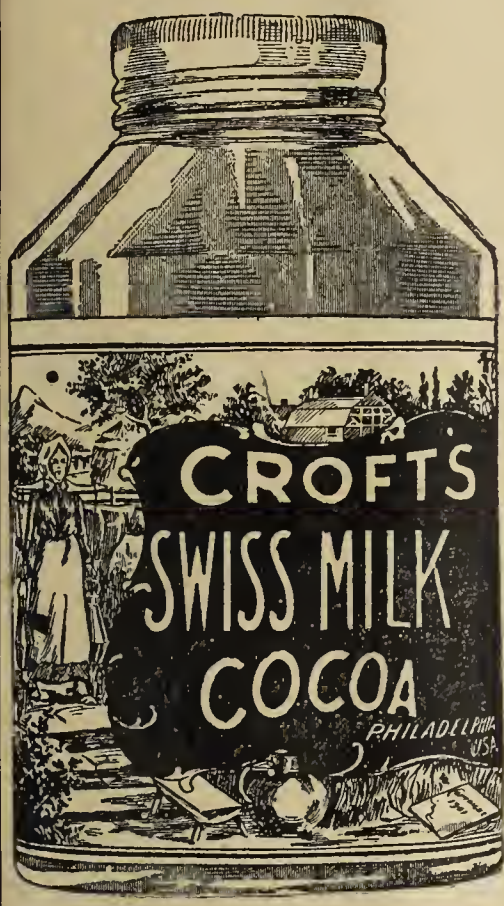
We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of **Croft's Swiss Milk Cocoa** simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA, Pennsylvania ..

The Grocer's Power

We make a superfine line of Macaroni, Spaghetti, Noodles and Pastels, but we don't try to *make* you sell them.

We give you credit for brains—brains to select goods—brains to sell them. You can *influence* your customers. That's why you are in business.

Wouldn't it be foolish for us to ignore your power and waste advertising trying to make people *demand* that you sell our goods? We go the other way about it. We spend our advertising money *for* you, not *against* you by giving you Universal Coupons with every case of our goods. You can exchange them for many useful articles. It pays to pull together.

The

Freihofer

Vienna Baking Company

Philadelphia, Penna.

ANOTHER "BEST" FOR YOU

ZIPPP'S Flavoring Extracts

Branded "U. S. P."

¶ You want all the BRANDS you can get that are the BEST IN THEIR LINE. In extracts that means **ZIPPP'S**. They are made from fresh, natural fruit and have unequalled flavoring power. Guaranteed under any and all food laws, past, present or future.

Pure

Reliable

Satisfactory

The Zipp Manufacturing Co.

ESTABLISHED 1885

CLEVELAND, OHIO

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents

PHILADELPHIA, PA.

-17-

FLOUR.

	Per bbl.
King Midas	6.70
Gold Medal	6.45
Millbourne	6.35
On Top	6.60
Ceresota	6.50
Pillsbury's Best	6.40
Taylor's Fancy	5.65
Semper Idem	5.00
Pride of the West	5.50
Sunbeam	5.35
Quaker City	6.00

Self-Raising Flour.

Franklin, 30 packages	3.75
Hecker's Superlative, 32 packages	5.12

Pancake Flour.

Aunt Jemima, 36 packages	2.85
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	2.85
Franklin Mills, 30 2s	3.55

Buckwheat Flour.

Hecker's, 64 packages	4.50
" 32 packages	4.50
Fancy, 100-lb. sacks	per 100 lbs. 3.20

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.10
Yellow, granulated, 100 lbs.	1.95
" table, 100 lbs.	1.90
Western, yellow, granulated, 100 lbs.	1.95
Quaker, Best, 1 and 3 doz.	

Farina—	
Hecker's, 24 1s.	per case 1.50
Schumacher's, 24 packages	" 1.15

	Per bushel.
California Lima, about 80 lbs.	per lb. .05½
Marrows, fancy, N. Y. State, grain bags	2.50
Choice, grain bags	2.40
Medium, grain bags	2.37½
Pea, fancy, grain bags	2.47½
Red Kidneys	2.60

	Per lb.
Peas—	
Green	2.10
Scotch	2.20
Split, yellow	2.10
" green	3.30

	Per lb.
Lentils—	
ooooo, 110-lb. bags	.03½
Less quantity	.04½

	Per lb.
Shaker Corn—	
Fancy, barrels	.05½
Less quantity	.06

	per case
Hominy—	
Lea's Breakfast, 10 packages	1.70
" Pearl, 100 lbs.	per bag
Schumacher's Breakfast, 10 pkgs. to case	1.35
Western Pearl, 100-lb. bags	1.92½
" Grits, 100-lb. bags	2.05

	Per case.
Barley—	
OO	4.50
No. 3, 100 lb. bags	2.65

	Per case.
Noodles—	
Climax, 24 10-c. packages, assorted	
" 48 5-c. packages	
" assorted, 24 5-c., 12 10-c.	
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55

	per bbl.
Oatmeal—	
B, Victor, 200 lbs.	6.90
B, 100-lb. kegs	per keg 3.60

	Per case.
Oaten Goods—	
Avena, 18 packages	1.43
Banner Oats, 20 packages	4.30
Mother's, 18 packages	1.62½
" 10 packages, large	1.10
Quaker, 18 small size	1.45
" 20 large size	4.35

	per bbl.
Rolled Oats—	
Avena, 180 lbs.	6.40
" 90 lbs.	per keg 3.50
Standard, 180 lb. bbls.	5.75
" 90-lb. bags, fresh	2.70

	per bag.
Sago—	
Fine, bags about 175 lbs.	.04
Less quantity	.04½
Admiral, pearl, 24s	.06½

	per box
Tapioca—	
Instantaneous, 50 1s.	.08½
Colburn's Hasty, 36 packages	.07½
Minute, ¼ gross	2.75
Flake, about 125 lbs.	per lb. .04½
" less quantity	.04¾
Pearl, 150 lbs.	" .03¾
" less quantity	" .03¾

CEREALS.

	Per case
H-O Company—	
Force, 20s	2.00
Korn-Kinks, 36s	1.45
Presto, small, 18s	1.60
Presto, large, 10s	2.25
Flour, self-raising, small, 18s	1.60
Flour, self-raising, large, 12s	2.10
Buckwheat, small, 18s	1.70
Buckwheat, large, 12s	1.70
Pancake, 18s	1.60
H-O (steam cooked oatmeal), 12s	1.55
Pawnee Oats, regular size, 18s	1.50
Pawnee Oats, family size, 10s, without chinaware	1.95
Pawnee Oats, family size, 10s, with bowls	2.25
Pawnee Oats, family size, 10s, with assorted chinaware	2.30
Hominy, 18 2s	1.15
Hominy, 10 5s	1.50

-18-

Cornmeal, 18 2s.	1.15
Cornmeal, 10 5s.	1.50
Cornstarch, 18 1s.	1.00
Tapioca, 18 1s	1.40
Farina, 18 1s.	1.10

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.00
" Barley Food, 24 2s.	3.85
" Health Food, 36 2s.	4.50
Purina Cream Graham, per bbl.	
" Whole Wheat Flour, 20 5s	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70
Cook's Malto Rice, 36 2-lb. packages	4.20
Mapl Flake, 36 packages	3.65
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 36 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	3.60
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.70
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.85
Triscuit, 30 packages	2.50
Kellogg's Toasted Corn Flakes 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.30

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57½
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87½
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87½
Jell-O Ice Cream Powder, 2 doz.	.97½
Jellycon, 1 doz.	.87½
" assorted flavors, 3½ doz.	.87½
Chalmer's, shredded	.95
" granulated	1.00
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Gelatine, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages	per case 2.70
Pudding, assorted, 2 doz.	1.65
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 pkgs.	.05¾
" Elbows, square, 25 pkgs.	.05¾
" Macaroni, long, 25 pkgs.	.05¾
" Spaghetti, long, 25 pkgs.	.05¾
" Vermicelli, square, 25 pkgs.	.05¾
" Macaroni, bulk, 25 pkgs.	.05¾

FIXTURES.

	Brass	Each.
H. F. Heacock—		
Scales, No. 1, Tin Scoop, 10.00	14.00	
Scales, No. 2, Tin Scoop, 7.00	9.00	
Scales, No. 3, Tin Scoop, 6.00	7.00	
Scales, No. 4, Tin Scoop, 5.00	6.00	
Less 30 per cent. discount.		
600-lb. Platform Scale	12.00	
Tea Caddies, Red, No. 52	14.00	
Tea Caddies, Red, No. 53	10.00	
Tea Caddies, Red, No. 54	8.00	
Tea Caddies, Red, No. 55	5.00	
Scoops, Galvanized, Flour	.30	
Scoops, Galvanized, Sugar	.25	
Scoops, Galvanized, Starch	.15	
Tobacco Cutters	1.25	
Alarm Money Drawers	1.50	
Bag and Twine Holders	.75	
Barrel Covers, 21 in.	3.50	
Barrel Covers, 19 in.	3.00	
Cheese Cutters	15.00	
Bung Bore, No. 2, 1½ to 2 in.	1.50	
Coffee Mills, No. 7	10.00	
Coffee Mills, No. 9	16.00	
Coffee Mills, No. 18	45.00	
Less 25 per cent. discount.		

Counters.

No.	Length.	Drawers	Each.
Sherer's Eclipse Counters—			
6½	3 feet, 8 inches	9	15.00
8½	4 feet, 10 inches	12	20.00
10½	6 feet	15	25.00
12½	7 feet, 3 inches	18	28.00
14½	8 feet, 6 inches	21	31.00
16½	9 feet, 8 inches	24	35.00
18½	10 feet, 10 inches	27	40.00
20½	12 feet	30	45.00
Capacity of Drawers	40 to 60 lbs. each.		

Scoops.

	per doz.
Indestructible, No. 4	9.00
" No. 5	12.00
" No. 6	15.00

-19-

Ex. Galvanized Steel Blades, No. 3...per doz.	4.20
" " " No. 4...	5.40
" " " No. 5...	7.20
X Quality, No. 3	2.60
" No. 4	3.00
" No. 5	3.40

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	p r d z. .90
Tins, Keyed (Jewel), 2 doz. in case	.90
Large cartons or tins, 2 doz. in case	2.00
Dime Tumblers, 2 doz. in case	.90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.65
Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"

Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10½
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1...	70-190				
Ex. Norway, No. 2...	270-290				
Ex. Norway, No. 3...	325-375	20.00	10.60	5.50	1.25
Ex. Norway, No. 4...	410-460	16.00	8.60	4.50	1.05
Ex. Bloaters, XXX...	90-95	40.00	20.60	10.45	2.25
Ex. Bloaters, XX...	100-110	38.00	19.60	10.00	2.15
Ex. Shore, No. 1...	130-150	35.00	18.10	9.25	2.00
Med. Shore...	160-180				
Large Shore...	110-130				
Extra Irish, No. 2...	325-375	16.00	8.60	4.50	1.05
Medium Irish, No. 2...	375-450	15.00	8.10	4.25	1.00
Small Irish, No. 2...	475-525	14.50	7.85	4.13	.97
Small Irish, No. 3...	550-650	14.00	7.60	3.90	.95
New Medium Shore...	160-180				
New Large Shore...	110-130				
Large, No. 2...	210-220				
Cape Shore...	160-180	16.00	8.00	4.50	1.05

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1...	8.00				
Lab. Split, Lg. No. 2...					
Shore, Round, Large...					
Shore, Round, Med...	6.00				
Ocean Whitefish...	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new	13.00	7.10	3.75	.88	.74
Shad, No. 2, Mess, new	11.00	6.10	3.25	.78	.68
Haddock, Pickled...	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.12
Swift & Co., Talisman brand Codfish—	
12 3s, wood boxes	per lb. .15½
24 2s,	.15½
24 1s,	.16
10-lb. boxes	.15
5-lb.	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 " "	1.65
Strips, 40 size, boxes	.10
" 20 " "	.10½
Middies, 40 size, boxes	.12
" 20 " "	.12½

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08½

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Small Tumblers, 2 doz. in case	.90
Large Jars, sealed, 2 doz. in case	1.50

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04½
In original cases, 450 lbs., ¼ c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	.27
Cromarty Bloaters, 75s	per box
" 100 s.	
Swift & Co.—	
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

-20-

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—					
Extra choice, ring cut, 50 lbs.....					.06½
“ “ 5 and 10-lb. lots.....					.07
Fancy N. Y. State, 25 lbs.....					
Fancy N. Y. State, 48 1-lb.....					
Fair N. Y. State, 50-lb. boxes.....					.07
Apricots—					
Extra Choice Royals, 25 lbs., new.....					.09½
Choice Royals, 25 lbs., new.....					.08½
Oak Brand, fancy.....					.12
Cherries—					
California, unpitted, Black, 25 lbs.....					.11
California, pitted, Black, 25 lbs.....					.16
Currents—					
Gold Medal, recleaned, 36 1 s.....					.07½
Gold Medal, loose, 25 lbs.....					.07½
Private Growth, extra, cleaned, 36 lbs.....					.07½
“ cleaned, 30 lbs. bulk.....					.07½
Peaches—					
Fancy Muirs, 50 lbs.....					.10
Extra Choice Muirs, 50 lbs.....					.09½
Choice Muirs, 50 lbs.....					.09
Extra Choice, Yellow, 25 lbs.....					.08½
Choice Yellow, 25 lbs.....					.07½
Pears—					
Fancy California, Bartlett, 25 lbs”.....					.10
Prunes—					
Boxes.	Extra				
	Cal.	Fancy	Stand.	Fancy	
	Cal.	Cal.	Cal.	Oregon	
20- 30, 25 lbs... ..					
30- 40, 25 “ ...	.09				.08½
40- 50, 25 “ ...	.08				.07½
40- 50, 50 “ ...					.07½
50- 60, 25 “ ...	.07½				.07
50- 60, 50 “ ...	.07				.06¾
60- 70, 25 “ ...	.06½				.06¼
60- 70, 50 “ ...					.06¼
70- 80, 25 “ ...					.06
70- 80, 50 “ ...					.05¾
80- 90, 50 “ ...	.05¾				.05¾
90-100, 25 “ ...					.05
90-100, 50 “ ...					.04½
100-110, 50 “ ...					.04
Raisins—					
Muscatsels, 4 crown, 50 lb.....					.07
“ 3 “ 50 lb.....					.06
“ 2 “ 50 lb.....					.05½
Cal. Thompson Seedless, 50 lbs.....					.06½
Cal. Cleaned Sultanas, 50 lbs.....					.06½
Cal. Sultanas, 50 lbs.....					.05¾
Cal. Seedless Muscatsels, 50 lbs....					.05¾
Gilabert's, Layer, Valencias, 28 lbs.....					.06½
Raisins, Seeded—					
G. & S. fancy, 36 1s.....					.08
Gold Ribbon, fancy, 36 1s.....					.08¼
Owl, fancy, 36 1s.....					.07¾
Citron, fancy, boxes, 10 lbs.....					.14½
“ fancy, 25 lbs.....					.14
Lemon Peel, fancy, boxes, 10 lbs., net.....					.11
Orange Peel, fancy, boxes, 10 lbs., net.....					.11

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PENNA.

There's No Waste to

A M M O

(DRY AMMONIA)

It's a powder that has no odor until sifted into the water, then by the magic of chemistry it is turned into ammonia.

A 10 cent can of Ammo equals three pint bottles of liquid ammonia that would sell at 10 cents each.

Guaranteed not to evaporate nor lose strength like liquid ammonia. No bottles to break but a handy sifter-top can.

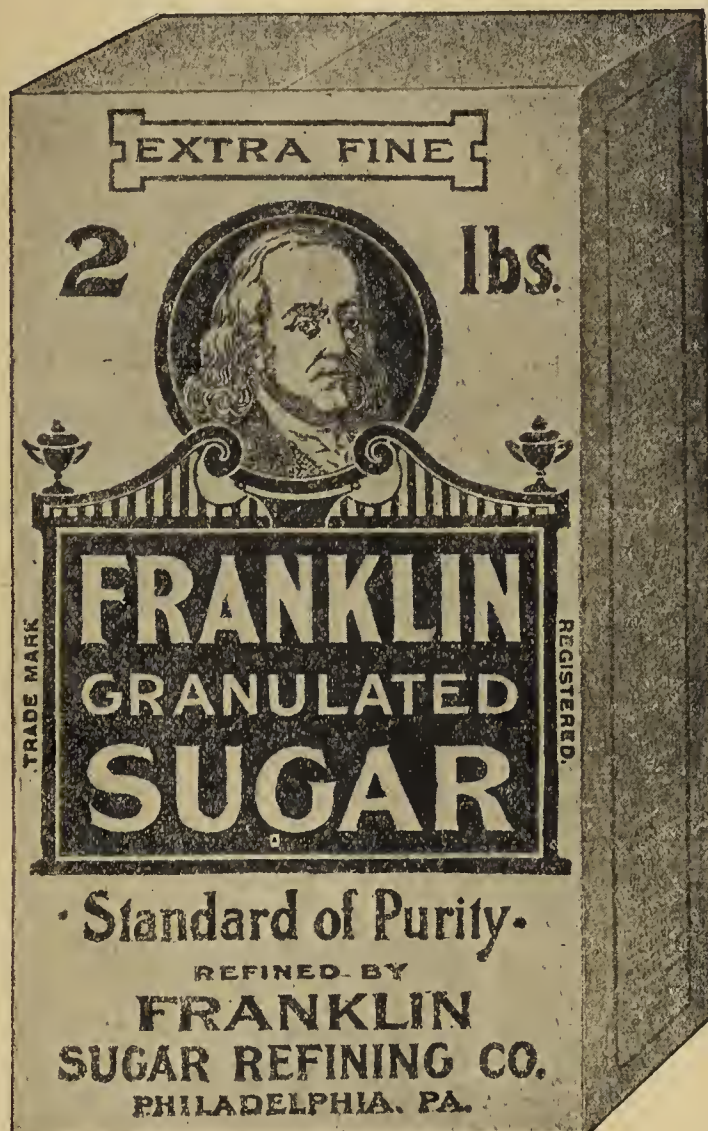
Pushed everywhere by us and sold everywhere by enterprising grocers.

Ask your jobber, or write for our liberal offer to dealers.

THE FRANK C. EBY CO.

213-215 E. Atwater Street

DETROIT, MICH.



This Comparison Includes You

Here's the best argument for **Franklin Carton Sugar** we know of—that the grocers who sold it during the very heavy sugar season just over, all made more money on their sugar, with far less work, than the grocers that dug it out of barrels in the good old way.

This may seem like an idle statement the truth of which we couldn't possibly know. On the contrary, its truth is so obvious that a simple statement proves it.

We know it is true because there is no work in selling **Franklin Carton Sugar**—you know how much there is with bulk sugar—and there is no waste. Overweight is impossible since the goods are ready weighed.

So with nothing to make work and nothing to steal profits, isn't our conclusion inevitable?

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company

PHILADELPHIA, PENNSYLVANIA

-21-

LYE AND POTASH.

	Per case.
Banner, 4 doz.....	3.15
Babbitt's Potash, 4 doz.....	3.10
Lewis.....	3.25
Red Seal, 2 doz.....	1.87½
" 4 doz.....	3.65
Popular, 4 doz.....	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
100s, 1 gross.....	1.00
200s, 1 gross.....	1.70
500s, 100 packages.....	3.25
500s, 1 gross.....	4.50
Ohio Noiseless—	
500s, 1 gross.....	3.75
Parlor, 500s, 1 gross.....	4.25
Swift & Courtney's—	
200s, 1 gross.....	1.75-1.90
400s, 1 gross.....	3.50-3.70
500s, 1 gross.....	3.75-4.00
Blue Hen—	
200s, 1 gross.....	1.50-1.60
500s, 1 gross.....	4.00-4.25
Vulcan Parlor—	
100s, 5 gross.....	Per gross.
500s.....	.90
Vulcan Safety—	
65s, No. 2.....	.50
Columbia Safety—	
No. 2, 5 gross.....	.55
No. 37, 5 gross.....	.50
100s, 5 gross.....	.90
No. 15, 1 gross.....	1.20
No. 32, 5 gross.....	.55
Safety.....	.45
Mazepa, parlor, 500s.....	3.50-3.75
Searchlight, 500s.....	4.25-4.50
Press, 200s.....	1.80-1.90
500s.....	4.50-4.75
America, 200s.....	1.30-1.35
American Paraffine, 500s, extra quality.....	4.15
Telegraph blue head, 5 gross.....	.60
Our Darling, 1 gross, No. 3, 1,000.....	5.50
½ gross, No. 4, 1,000.....	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits.....	.09½
25- ".....	.09
50- ".....	.08¾
100-lb. bbls.....	.08½
150- ".....	.08¾
250- ".....	.08
450- ".....	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.....per lb.	.10
" 18, 37 and 68-lb. buckets.....	.10½
" 6 10-lb. buckets.....per crate	6.85
" 6 5-lb. buckets.....	3.95
" 6 5-lb. glass jars.....per case	4.50
" XXX, 18, 37 and 68-lb. buckets,	
per lb.....	.14
" 6 5-lb. glass jars, per case	5.10
Atmore & Son—	
Extra Family, Seedless—	
No. 5, 6 glass jars.....	4.40
No. 3, 6 glass jars.....	3.10
No. 18, 37 and 68, wooden pails.....per lb.	.13
Barrels, halves, quarters and kits.....	.12¾
Family, Seedless—	
No. 5, 6 wooden pails.....	3.65
No. 10, 6 wooden pails.....	6.25
Celebrated, Seedless—	
Bbls., ½s and ¼s.....per lb.	.08¾
Wooden pails, 18, 37 and 68 lbs.....	.09
Condensed, 3 doz. cartons in case.....gross	11.00
Condensed, 6½ doz. in case.....gross	11.00
Keystone—	
Bbls., ½s and ¼s.....per lb.	.07¾
Wooden pails, 18, 37 and 68 lbs.....	.08
Schimmel's—	
Bbls., ½ bbls. and 30-lb. kits.....	.08
18 and 37-lb. kanakins.....	.08½
10-lb. kanakins, 6 to crate.....per doz.	10.95
5-lb. " 6 to crate.....	6.10
5-lb. glass jars, 6 to crate.....	6.45
Campbell's, 30-lb. pails.....	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits.....	.06
New Year, bbls., kegs and 30-lb. kits.....	.05
Crecent, bbls., ½ bbls. and 30-lb. kits.....	.04½
National, bbls., ½ bbls. and 30-lb. kits.....	.07
Southwark, bbls., ½ bbls. and 30-lb. pails.....	.05¾

OILS.

	Per gal.
Stove Gasoline.....	.15½
Headlight, 150 test.....	.12¾

-22-

OLIVES.

	Per doz.
H. Kellogg & Sons, Agents—	
Theodore Marquet, Mammoth, 64 oz.....	11.00
" Extra, 64 oz.....	10.00
" Mammoth, quarts.....	6.00
" ½ pints.....	2.20
" Extra, quarts.....	5.40
" pints.....	4.00
" ½ pints.....	2.15
Fourrees, 19 oz., fluted bottle.....	4.00
De Lucques, 10 oz.....	2.40
Farcies.....	3.00
Queen, 6 oz.....	1.30
Pim Olas, 18 oz.....	6.00
" 10 oz.....	3.50
California, quart tins.....	3.50
" pint tins.....	2.15

Olive Oil—Imported.

	Per case.
Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.....	4.90
" pints, 2 doz.....	2.90
" ½ pints, 2 doz.....	1.90
Rae's—	
Lucca, litre bottles, 1 doz.....	11.50
" 25-oz. bottles, 1 doz.....	9.00
" Finest Sublime, quarts, 1 doz.....	6.50
" pints, 2 doz.....	7.50
" ½ pints, 2 doz.....	4.75
" 8-oz. flasks, 2½ doz.....	7.50
" 12-oz. flasks, 2½ doz.....	9.50
" Sublime, 8-oz. flasks, 2½ doz.....	7.00
" 12-oz. flasks, 2½ doz.....	9.00
Finest Sublime, 1 gal., 10 in case.....per gal.	2.50
" 5 gal., 1 or 2 in case.....	2.40
" 1 quart, 40 to case.....	2.75
Sublime, 1-quart tins, 40 to case.....	2.55
" ½-gal. tins, 20 to case.....	2.40
" 1-gal. tins, 10 to case.....	2.30
" 5-gal. tins, 1 or 2 to case.....	2.20
La Toscano, J. L. Neff & Co., Agents—	
24 4½-oz. bottles.....	4.75
24 8-oz. bottles.....	7.50
12 18-oz. bottles.....	6.75
2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 ½-gal. cans.....	24.20
40 ¼-gal. cans.....	25.30
80 ⅛-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	
Nicelle—	
Large bottles, 1 doz.....	7.25
Medium bottles, 2 doz.....	7.75
Small bottles, 4 doz.....	8.50
5-gal. tins, 2 to case.....	26.50
1-gal. tins, 4 to case.....	11.00
½-gal. tins, 8 to case.....	12.00
32-oz. tins, 25 to case.....	22.00
Trade discounts on quantity.	
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.....	8.50
" pints, 2 doz.....	9.00
" ½ pints, 2 doz.....	4.75
Oliver's—	
1 doz. large.....	6.00
2 doz. medium.....	6.75
2 doz. small.....	4.25
6 1-gal. tins.....per gal.	2.10
10 ½-gal. tins.....	2.20
20 ¼-gal. tins.....	2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.....	.55
" No. 16, 2 doz.....	.90
" No. 32, 1 doz.....	1.85
Keystone, bottles, 2 doz.....	.90

PAPER.
Wrapping.

	Per ream.
Manila—	
15 x 20, full, 10 lbs.....	.36
24 x 36, full, 20 lbs.....	.80
18 x 24, full, 10 lbs.....	.37½
Special, 15 x 20, 6 lbs.....	.21
Bakers', 15 x 20, 10 reams in bundle.....	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches	
wide.....per lb.	.03
Roll—	
White, light weight, 12, 15, 18, 20 or 24	
inches wide.....	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches	
wide.....	.03½
Glazed silk parchment, 12, 15, 18, 20 or 24	
inches wide.....	.03¾
White tea, 12 x 16, reg.....per package	.14
Wax butter.....	.11
Parchment butter, 9 x 12.....	.40

Toilet Paper.

	Per case.
100 5-cent rolls.....	3.00
100 5-cent packs.....	3.00
100 10-cent rolls.....	6.50
100 10-cent packs.....	6.50

-23-

Paper Bags.

Price per 1,000 and not less than ¼ M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Aligator Embossed Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Union Self-open- ing Square.	Union Bear Auto- matic, Self-open- ing Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peer- less Satchel Bot.
¼.....	.43	.41	.35	.31	.29	
½.....	.52	.50	.43	.37	.32	
1.....	.78	.71	.67	.55	.49	
2.....	.88	.85	.71	.61	.53	
3.....	1.09	1.04	.89	.75	.65	
4.....	1.39	1.26	1.19	1.05	.87	
5.....	1.47	1.38	1.21	1.07	.91	
6.....	1.95	1.72	1.64	1.41	1.23	1.03
8.....	2.29	2.08	1.99	1.68	1.49	1.19
10.....	2.39	2.16	1.83	1.65	1.37	
12.....	2.75	2.56				
14.....	3.97	3.56	3.20			
16.....	4.41	3.81	3.68			
20.....	4.79	4.32	4.17			
25.....	4.80	4.59				

Price per 1,000 and not less than 500 lots.

	Plain flour sacks, 12½-lb.....per M.	4.00
" 25-lb.....	"	5.75
" 50-lb.....	"	11.25

PICKLED MEATS AND FISH.

	Per doz.
Lamb's Tongue, glass jars, pints.....	4.75
" quarts.....	5.75
" 10-oz. jars.....	2.50
" 10-lb. pails.....per pail	2.50
Tripe, 10-lb. pails.....	.90
5-gal. kegs.....per keg	2.00
Pigs' Feet, 10-lb. pails.....per pail	1.00
5-gal. kegs.....per keg	2.25
Pickled Beef Salad, in glass.....per doz.	1.10
Tripe, in glass.....	1.10
" Ox Heart, in glass.....	1.10
" Pigs' Feet, in glass.....	1.10
Russian Sardines.....per keg	.75
5-lb. pails.....per pail	.50
10-lb. pails.....	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18½
Loose, bbls., 30 lbs.....	.18

POPPING CORN.

	Per case
Brad's "Tip-Top"—	
50 10-oz. packages.....	1.90
100 10-oz. ".....	3.75
24 20-oz. ".....	1.90
48 20-oz. ".....	3.75
1-X-L, 40 1s, White Rice.....	2.50

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz.....	.90
Medium, 2 doz.....	1.50
Large, 1 doz.....	2.75
Peanutene, No. 2 jars, 2 doz.....	1.85
" No. 4 jars, 3 doz.....	.92½
Beardsley's—	
Small jars, 2 doz.....	.90
Medium jars, 2 doz.....	1.25
Large jars, 1 doz.....	2.25

PICKLES.

	Per bbl.
45 gal., 1200s.....	8.65
45 gal., 1000s.....	8.50
10-gal. kegs, 600s.....	2.90
Sweet Pickles, 500s to 600s, 5 gal.....per keg	3.00
" 1,000s, 5 gal.....	4.75
" 2,000s, 5 gal.....	5.25
Chow-Chow, No. 1, 5-gal. kegs.....	1.95
" No. 2, 5 gal.....	1.75
Chow and Mixed Pickles, 2 gal.....per pail	1.00
Williams Bros.—	
No. 8, Sour Gherkins, 2 doz.....	.87½
No. 8, Sweet Gherkins, 2 doz.....	.87½
No. 8, Sour Mixed, 2 doz.....	.87½
No. 8, Sour assorted, 2 doz.....	.87½
No. 8, Chow-Chow, 2 doz.....	.87½
No. 8, Onions, 2 doz.....	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.....	3.25
Chow, pints, less quantity.....	3.30
Mixed, less quantity.....	3.30
Onions, pints, less quantity.....	3.30
Plain, pints, less quantity.....	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed,	
Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gal.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

	2 doz.	1 doz.	1 doz.	½ doz.
Glass, per case of—				
2 doz. 2 doz. 1 doz. ½ doz.				
½ pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.20				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gal.,				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

	Per gal.
Duffy's—	
Pure Apple, extra old, bbls.....	.16
" 40 grain, bbls.....	.15
Pure Cider, 40 grain.....	.12
" 45 grain.....	.15
Corson's Gold Seal Cider, pure apple.....	.16
White Wine, 90 degrees.....	.20
Crown brand, pure cider, quarts.....per doz.	.90
White, distilled, 40 grain.....	.08
" 45 grain.....	.09
" extra strength.....	.15
Crosse & Blackwell's.....per doz.	2.00

PROVISIONS.

	Per lb.
Hams, skinback, 18-20 lbs.....	.12¾
" 14-16 lbs.....	.10½
" 10-12 lbs.....	.10½
Picnics, 6-8 lbs.....	.07½
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets, city smoked.....	
" tenders and knucks.....	
" flats.....	
" air dried, sets.....	.22
" tenders and knucks.....	
Jersey Pork, butt.....per bbl.	18.00
" family.....	20.50
Breakfast Bacon, rib in.....	.12¾
" boneless.....	.13¾
S. P. Bellies, 14-15 lbs.....	.11½
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.21
Beef Tongues, smoked, 5-6 lbs.....per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes.....	
Covered Hams, ¼-cent extra; Covered Shoulders,	
Picnics and Bacon, ½-cent extra.....	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	.12¾
" 12 to 14 lbs.....	.12¾
" 14 to 16 lbs.....	.12¾
" skinbacks.....	.13¾
Shield Hams, 10 lb. average.....	.11½
" 12 ".....	.11½
" 14 ".....	.11½
" 16 ".....	.11½
" 18 ".....	.11½
" skinbacks.....	.12¾
Picnic Hams, 5 to 6 lbs.....	.07½
" 6 to 8 lbs.....	.07½
Star Smoked Ox Tongues, long cut.....	.14¾
" short cut.....	.17
Beef Bologna.....	.09
Shield Parafined Bologna.....	.08½
Berliner Ham.....	.10

The "Premium" Brand on Ham



WE must make EVERY ham that bears "SWIFT'S PREMIUM" brand give satisfaction, or the brand would cease to mean anything.

And you should have that ham if you want to satisfy your trade and build up a good ham business.

SWIFT'S PREMIUM HAMS are always tender, deliciously flavored, properly cured. What we tell you about them you can tell your customers with confidence.

PREMIUM HAMS we keep well advertised, and that makes it easy for you to sell them.

Swift & Company, U. S. A.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Who Admits It?

¶ Electro-Silicon is admittedly the leading metal polish in this country to-day. Who admits it? Its sales admit it. We challenge any other manufacturer to show 60 per cent. of the sales that Electro-Silicon can show.

¶ This hasn't been accident, or luck, you know. Neither has all of it been advertising. The power of Electro-Silicon to do its work better than the others—that is the chief reason why it has the largest sale in the land.

¶ Why not sell the powder everybody knows about—the powder that never brings back any complaints—the powder that has always paid a satisfactory profit—the powder that will protect your reputation as a dealer in established things?

¶ In short, the powder packed in the yellow box with the red lady on the lid.

The Electro-Silicon Co.
PROPRIETORS
NEW YORK, N. Y.



What Bread Is to Angel Cake

Wheatena is to most other breakfast foods what bread is to angel cake—it is the substantial roasted kernel of hard winter wheat, prepared after our own method, sterilized and packed in sealed packages.

It is not a novelty, but a real food, and as such it has been bought and used year after year by hundreds of families. A grocer whose stock is composed of such things as Wheatena can almost sit back and let his business run itself.

THE WHEATENA COMPANY
Rahway, N. J.

NO FEAR~



if You Sell

ATMORE'S MINCE MEAT

"It IS Pure!"

ATMORE & SON Philadelphia

-25-

Western Dressed Beef—		
Choice, native cattle	.08	-.09½
Common to fair	.07	-.08
City Dressed Veal—		
Prime		-.12
Good to choice		-.10
Dressed Hogs—		
Pigs	.09	
Hogs, heavy	.09	
180 lbs.	.09	
160 lbs.	.09	
140 lbs.	.09	
Dressed Sheep and Lambs—		
Lamb, western, good	-.11	
" " culls	-.09	
Sheep, choice	-.09	
" " medium	-.07½	

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.70	-.80
Cow Tongues	.50	-.70
Calf Heads, scalded	.50	-.75
Sweetbreads, veal	.60	-.90
" " beef	per doz.	-.10
Calf Livers	per lb.	.20
Beef Kidneys	per doz.	-.10
Beef Livers	per lb.	.06
Ox Tails	per doz.	.50
Hearts, beef	per lb.	.03
Rolls, beef	per lb.	.14
Tenderloin, beef, western	per lb.	.20
Fresh Pork, loins, city	per lb.	.10
" " western	per lb.	.11

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

Turkeys—	Per lb.	
Western, young hens, 8 to 10 lbs.	.18	-.20
" " young toms, 15 to 17 lbs.	.18	-.20
Old hens and toms	.18	-.20
Common to good	.15	-.16
Broilers—		
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24	-.26
Philadelphia, fresh killed, 3½ to 4 lbs. to pair	.24	-.26
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.24	-.26
Western, 4 to 4½ lbs. to pair, fancy	.18	-.20
" " 3 to 3½ lbs. to pair, fancy	.18	-.20
" " fair to good	.16	-.17
Fowls—		
Western, fancy	.13	-.15
Heavy Roasters, 4 to 5 lbs.	.16	-.18
Fair to good	.15	-.16
Old cocks	.10	-.11
Western capons, fancy		
" " small		
Squabs—	Per doz.	
Prime, large, fancy	3.00-3.50	
Mixed	2.50-3.00	
Dark	1.25-1.50	

LIVE POULTRY.

Spring Chickens, nearby, 1½ to 2 lbs.	.14	-.15
Large Springers	.12	-.13
Fowls	.11	-.12
Roosters	.09	-.10
Ducks	.12	-.14

POULTRY SEASONING.

Bell's Spiced Seasoning—		
Small, or 10c. size, 2 doz.	per doz.	.90
" " 1 doz.	per doz.	.90
Large, or 25c. size, 1 doz.	per case	1.80
1-lb. cans, 1 doz.	per case	4.50
5-lb. cans, ½ doz.	per case	10.00

SAUER KRAUT.

Extra quality, 50-gal. tierces	7.50	
" " 15-gal. kegs	3.00	
Victory, extra fancy, No. 3, 2 doz.	per doz.	.77½
Spring Garden, fancy, No. 3, 2 doz.	per doz.	.75
Compass, No. 3, cans, 2 doz.	per doz.	.70
Casks, 48 gals., long cut, new	7.75	
Bbls., 30 gals., long cut, new	6.75	

PLUM PUDDING.

Richardson & Robins—	Per doz.	
Individual size, ½ lb.	.95	
Round conical, with key, No. 1, 1 doz.	2.35	
" " No. 2, 1 doz.	4.20	
" " No. 3, ½ doz.	6.30	
" " No. 4, ½ doz.	8.15	
P. P. Sauce, No. 1, 2 doz.	1.50	

-26-

Atmore's Genuine English, seedless—	Per case	
Individual, 2 doz.	2.00	
No. 1, cans, 1 doz.	2.25	
No. 2, cans, 1 doz.	4.00	
No. 3, cans, ½ doz.	3.25	
No. 4, cans, ½ doz.	3.85	

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.	
No. 32, jars	.97½	
No. 5, toy pails	2.45	
American, pure apple, tumblers, assorted slices	.88	
Schimmel's, No. 10, tumblers	.83	
National, No. 10, tumblers	.72½	
" " No. 6, tumblers	.49	
Preserves—	Per lb.	
Schimmel's, pure, 30-lb. pails	.13½	
National, 30-lb. pails	.09	
Southwark, 30-lb. pails	.06½	
" " 4½-lb. toy pails, ½ doz.	4.10	
Fruit Butters—	Per doz.	
Apple, No. 32, jars	.98	
" " Southwark, No. 3, tins	1.00	
" " No. 5, toy pails	2.70	
" " 30-lb. pails	1.08	
" " 20 lb. crocks	per lb.	.07½
" " Schimmel's, 30-lb. pails	.06	
Prune, 30-lb. pails	.07½	
Peach, 30 lb. pails	.07	
Jams—		
Schimmel's, pure, jars, 2 doz.	1.70	
Southwark, assorted, jars, 2 doz.	.93	
Orange Marmalade—		
Hartley's, imported	1.80	
Schimmel's, pure	1.65	
Warrock's Guava Jelly—		
1-lb. tumblers	4.00	
½-lb. "	2.25	
Curtice Bros. Preserves—		
Cherries, jars	4.85	
Strawberries, jars	4.60	
Raspberries, jars	4.60	
Apricots, peeled, jars	4.85	
Pineapple, jars	4.60	

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint	.85	.85	1.95
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.45	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	.45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots.	.45	.85	1.95
Godfrey's Cordial, rd bots.	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	1.95
Laudanum, 10c. size	per doz.	.90	
" " 25c. size	per doz.	1.90	
5 per cent. discount in gross lots assorted.			
Alum	per lb.	.03	
Borax, powdered, bulk	per lb.	.07	
" " lump, bulk	per lb.	.06	
" " 20 Mule Team, pure, 24 1 lb.	per case		
" " 48 ½ lb.			
" " 96 ¼ lb.			
Butter Color, W. & R.	per doz.	1.87½	
Bull's Cough Syrup	per lb.	1.90	
Bluestone, bulk	per lb.	.06	
Coppers	per lb.	.01½	
Camphor, gum, 1-oz. blocks	per lb.	.67	
" " flakes, 250-lb. bbls.	per lb.	.02¾	
" " less quantity	per lb.	.03½	
" " Tar Balls, 250-lb. bbls.	per lb.	.02¾	
" " less quantity	per lb.	.03½	
Castoria, Fletcher's	per doz.	2.80	
" " Pitcher's	per doz.	.85	
Carbonate of Ammonia	per lb.	.11	
Epsom Salts	per lb.	.01½	
Glauber Salts	per lb.	.01½	
Glue, ordinary	per lb.	.12	
" " white	per lb.	.20	
Gum Arabic	per lb.	.50	
Haarlem Oil	per doz.	.30	
Husband's Magnesia	per doz.	2.85	
Jamaica Ginger, Hires', flasks	per doz.	.90	
Licorice, P. & S., 5c. stick, imported	per lb.	.36	
" " M. & R., 5-lb. boxes	per lb.	.23	
" " lozenges, 5-lb. boxes	per lb.	.27	
" " 45, 65, 85, 125, 165, 5-lb. boxes	per lb.	.24	
" " root	per lb.	.11	
Putty, 25-lb. cans	per 100 lbs.	1.60	
" " 50-lb. cans	per 100 lbs.	1.55	
Petroleum Jelly, screw top, 5c. size	per doz.	.35	
" " 10c. size	per doz.	.75	
Paris Green, 100-125-lb. kegs	per lb.	.24½	
" " ½-lb. packages	per lb.	.29	
" " ¼-lb. packages	per lb.	.28	
" " 1-lb. packages	per lb.	.27	
Rosin	per lb.	.03½	
Roach Powder, Omega, 4-oz. cans	per gross	.80	
Roachsalt, 10c. size	per doz.	.80	
Saltpetre, crystal, about 350-lb. bbls.	per lb.	.06¾	
" " granulated, about 100-lb. kegs	per lb.	.06¾	
Sulphur, flour, 175-lb. bbls.	per 100 lbs.	2.55	
" " 100-lb. bags	per 100 lbs.	2.35	
" " less quantity	per lb.	.03½	
Venetian Red	per lb.	.01	
Whiting	per lb.	.02	

-27-

Goff's—	Per doz.	
Cough Syrup, 25c. size	1.75	
Herb Bitters, 25c. size	1.75	
Oil Liniment, 25c. size	1.75	
Sarsaparilla, 50c. size	3.50	
Worm Syrup, 15c. size	1.20	
Horse and Cattle Powder, 15c. size	1.20	
Dyspepsia Tablets, 10c. size	.75	
Iron Glue, McCormick & Co.—		
No. 5	.40	
No. 10	.75	
Tube V	.75	
McCormick & Co., Bee Brand—		
Insect Powder	.80	
Root Beer	.80	
Talcum Powder	.75	
Triangular Quinine	.80	
Quinine Capsules	.80	
W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.	
Absorbine	18.00	
" " Jr., (Mankind)	9.00	
Taroleum, small cans	6.00	
" " large cans	1.00	
Young's Kidney and Nerve Powders	2.00	
" " Fattening and Condition Drops	4.00	
" " Colic and Indigestion Cure	4.00	
Less 2 per cent. cash 10 days. Net 30 days.		
F. O. B. Springfield.		

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax	per box	.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" " quarts	per doz.	1.00
" " gallons	each	.30
" " ½ bbls.	each	3.50
" " bbls.	each	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size	per case	2.00
McCord's Magic Medicine, 25c. size	per case	2.00
" " 50c. size	per case	4.00
McCormick's Tasteless Chill Tonic, 25c. size	per case	2.00
" " 50c. size	per case	4.00
McCormick's Watermelon Syrup, 50c. size	per case	4.00
Reliable Brand Headache Powders, 10c. size	per case	.75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz
Vanilla, Rose, Pistachio, No. 2 size.....	.90

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz.	1.10
" " Rennet Tablets, 3 doz.	per doz.	.75
Shinn & Kirk's Liquid Rennet	per doz.	1.50
Hanson's Junket Tablets, 3 doz.	per doz.	.73
Union Tablets, 3 doz.	per doz.	.45

CIDER.

Corson's—	Per gal.	
Barrels	.14	
½ barrels	.16	
Kegs	.19	
Bottled Cider—	Per case	
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50	
" " 2 doz. pts.	4.00	
Anchor brand Golden Russet, 1 doz. qts.	3.75	
" " 2 doz. pts.	4.25	
Mott's brand Golden Russet, 1 doz. qts.	3.75	
" " 2 doz. pts.	4.25	

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75	
" " boxes, 20 packages	.53	
Gee Whizz, 72 packs	.47	
Fleer's Chiclets, 3 lbs., bulk	1.25	
Spearmint, 20 packs, 100 pieces	.55	

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	Per lb.	.07
Fancy Head, 100-lb. bags	.06	
Extra choice, 100-lb. bags	.05	
Choice, 100-lb. bags	.04	
Prime, 100-lb. bags	.03	
Japan, fancy, 100-lb. bags	.05	
" " choice, 100-lb. bags	.05	
Java, fancy, polished, 100-lb. bags	.05	
B. Fischer & Co.—		



Fischer's Choicest Head, 1-lb. bags	.07	
Queen Quality, ex. fancy head, 1-lb. bags	.07	
" " 3-lb. "	.06	
" " 5-lb. "	.06	
Coronet, choice head, 1 lb. bags	.06	
Imperial, choice, Dom. Japan, 1-lb. bags	.06	
" " 3-lb. "	.05	
" " 5-lb. "	.05	
Extra fancy head, XXXX, 100-lb. bags	.07	
Fancy head, 100 lb. bags	.07	
Choice head, 100 lb. bags	.06	
Fancy Java head, 100-lb. bags	.05	
Extra fancy, Patna, 100-lb. bags	.07	
Siam, Patna style, 100-lb. bags	.06	
Choice broken, 100-lb. bags	.03	
Extra fancy Japans, 100-lb. bags	.05	
New crop choice Japans, 100-lb. bags	.05	

SALT.

Worcester—

Anker's Bouillon Capsules

It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

Philadelphia, Pa.

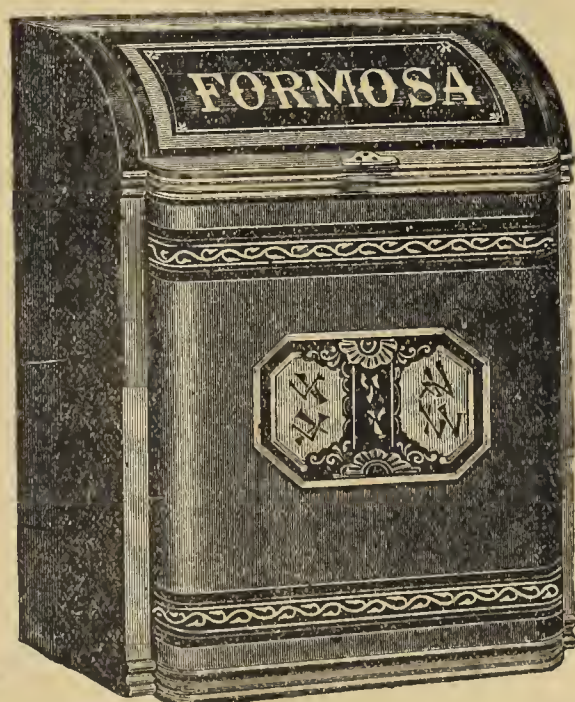
"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



TEA, COFFEE and SPICE CANISTERS, BINS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. Base Delivery Canisters with revolving doors are the best.

We import Chinese Scenery Paper for Tea-store Decoration



**TROEMNER'S SCALES and the
"Star" Coffee Mills, Electric Coffee Mills**

WRITE FOR CATALOGUE

MORGAN & CORNELL

211 DUANE ST.
NEW YORK

-29-

SAUCES.

	Per doz.
Lea & Perrins—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

	Per lb.
Canary	.04
“ bush. 60-lb.	2.25
Caraway	.12
Celery	.09
Coriander, bleached	.05
Hemp	.04½
“ bush. 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Rape	.05½
“ bush.	2.50
Sunflower, per lb.	.04½

SODA.

	Per doz.
Bi-Carb., 112 lbs., kegs.	1.75
Bi-Carb., bulk, less quantity	.02½
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼s, 36 lbs.	.05½
“ “ “ ¼s, 36 lbs.	.04½
“ “ “ ¼s, 36 lbs.	.05½
Saleratus, Babbitt's bd., ¼s, 25-lb. bxs.	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
Clickquot Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

	Per doz.
Kleenatub, ¼ gross.	2.50
Bon Ami, 10-cent size	2.50
Electro Silicon, 1 doz.	.72
Putz Liquid, large, 3 doz.	16.50
“ “ “ 3 doz.	1.45
“ “ “ small.	7.00
“ “ “ per gross.	.60
Putz Paste, large.	.55

SOAP—Laundry.

	Less than Bars.	5 bxs.
Acme	100	3.25
Acorn	120	2.45
Ark	100	1.75
American	72	2.80
Bee	100	3.90
Best, Babbitt	100	3.45
Babbitt's New York City	60	3.52½
Big Master	70	2.80
Brown	60	2.40
Borax, Dreydoppel	40	2.60
“ Pearl, Young & Co.	40	2.80
“ Day & Frick, Novelty	40	2.80
“ Handsome	60	2.60
“ Eavenson, large	100	4.75
“ “ small	100	3.75
“ Kirkman's	100	3.75
“ Red Seal	100	3.80
“ Swift's	100	4.00
“ Climax	100	2.10
Circus	100	3.25
Cotton Oil, White	100	5.80
Coal Oil Johnny	100	3.57½
Cygnus	100	4.00
Dobbins' Electric	100	4.25
Dewey	100	2.15
Fairy	100	4.00
Fels-Naptha	100	4.00
Five case lots freight prepaid	100	3.95
Good Morning	100	3.85
Glycerine Tar	100	3.75
Gloss	100	3.25

-30-

Grand Pa's, large	50	3.15
“ “	100	3.80
Ivory	100	7.00
“ small	100	4.00
Lenox	100	3.00
Life Buoy	50	1.95
“ “	100	3.90
Lautz's Naptha	100	3.80
Magic Cleaner	100	3.00
Marseilles, laundry size	100	5.80
“ 5-cent size	100	4.00
“ toilet size	100	4.00
Master	100	3.25
Mayer's	100	3.80
“ “	50	1.90
Miller's Naptha	100	3.75
Naptha, Swift's	100	3.75
“ P. & G.	100	3.85
Octagon	100	3.90
Old Mill	100	3.30
Ozone	100	3.75
Oleine, Conway's	60	2.50
“ Golden	60	2.55
“ Eavenson's	60	2.35
“ Kirk's	60	2.07½
“ Philadelphia, 60 blocks	2.60	
“ “ 72 “	2.60	
“ Pennsylvania	60	1.60
“ Procter & Gamble	60	3.00
“ Young's Best	60	2.80
Pride, Swift's	100	3.75
Polo	120	2.45
Quaker City, boxes	100	2.90
“ tubs	150	4.60
Sunlight, oval	100	3.85
“ twin bars	100	3.95
Santa Claus	100	3.10
Saratoga	120	2.45
Star	100	3.00
Sunny Monday	100	4.00
White Cloud	100	3.85
Wool Soap, large	100	6.75
“ small	100	4.00

Toilet Soaps.

Buttermilk Cosmo	gross	6.60
“ “	doz.	.60
“ Swift's	gross	4.05
Castile, imported, Conti	lb.	.13½
“ Conti, original boxes	lb.	.11¾
Cutaneous, Dr. Raub's	doz.	.70
Elderflower, large cake	gross	4.40
Fleur-de-lis	doz.	4.50
“ “	doz.	.45
Hearts and Flowers	gross	10.25
Maxine Elliott	“	8.10
Oatmeal, 3 cakes in box	“	3.25
Olive Oil Castile, white, green or mottled,	9 ¼-lb. bars to box	.09
Turkish Bath	doz.	.40
Sweetheart, 50 cakes	box	1.75
Witch Hazel, 3 cakes, ½ gross	gross	3.25
“ Swift's	“	4.05
“ Armour's	“	3.50

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24	
Young's, 48 bars	1.80	
Brooks' Crystal, 100 bars	3.20	
Philadelphia Standard, 60 bars		
Sapolio, 36 bars	2.25	
“ Hand, 36 bars	2.25	
Wrigley's, 100 bars	3.75	
(50 bars free and 25 Universal Coupons with each box)		
Kitchen Crystal, 36 bars	2.35	

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ “ 72 “	2.70
“ “ 100 “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ “ 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
“ “ 100 5-cent packages	3.75
Kirkoline, white, 24 large packs	3.55
“ “ 100 12-oz. packages	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
“ “ 50 2s	4.00
“ “ 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	.43
Swift's Washing Powder, 100 1s	3.85
“ “ 24 4s	3.85
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
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PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—		
5-cent tins, 2 and 4 doz.	per doz.	.45
Dime size, 2 and 4 doz.	“	.85
¼-lb. net, tins, 2 and 4 doz.	“	1.00
½-lb. net, tins, 2 doz.	“	1.90
1-lb. net, tins, 1 doz.	“	3.70
6 lb. cans, full weight	per lb.	.23
10-lb. cans, full weight	“	.22
Coleman's Mustard, D. S. F.—		
1-lb. tins	per doz.	5.40
½-lb. “	“	2.70
¼-lb. “	“	1.45
⅛-lb. “	“	.90
18-lb. kegs	“	.43

-31-

	Bbls.	Boxes.	Cans.
Pepper—			
Black, High Grade	.14	.15	.17
Black, Low Grade	.10	.11	.13
White, High Grade	.28	.30	.30
White, Low Grade	.17	.19	.19
Red, High Grade	.21	.23	.23
Red, Low Grade	.16	.18	.18
Cinnamon—			
High Grade	.22	.23	.25
Low Grade	.13	.14	.16
Cloves—			
High Grade	.22	.23	.25
Low Grade	.17	.18	.20
Allspice—			
High Grade	.11½	.12½	.14½
Ginger—			
High Grade	.25½	.26½	.28½
Low Grade	.12	.13	.15
Mace—			
High Grade	.75	.77	
Nutmegs—			
High Grade	.30	.32	
Mustard—			
Yellow, High Grade	.19	.20	.22
Yellow, Low Grade	.14	.15	.17
Brown, High Grade	.14	.15	.17
McCormick & Co.—			
Bee Brand—Pepper, Cinnamon, Mustard,			
Cloves, Ginger, Allspice	½-lb. cartons	.40	
“ “	¼-lb. cartons	.75	
Banquet Brand—Mustard, Cinnamon, Pep-			
per, Cloves, Ginger, Allspice	½-lb. cartons	.35	
“ “	¼-lb. cartons	.70	
Bee Brand, in canisters, above assortment,			
No. 45 size		.45	
No. 90 size		.85	

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ 20, “	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseshoe and Mustard, No. 8, with spoon,	
2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.07½
Allspice	.06
Cloves	.13
Mace	.48
Nutmegs, large	.16
“ medium	.12½
Cinnamon Bark, Canton	.12
“ Java Thin Quills, 5-lb. rolls.	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.10
Green Ginger Root	.05

CORN STARCH.

	per case
Davis, 48 5-cent packages	1.80
“ 36 10-cent “	2.70
Duryea's, 40-lb., 1-lb. packages	.07½
“ 20-lb., “	.07½
Niagara, 40-lb., “	.05
Cream, 48-lb., “	3.45
Kingsford's, 40 lb., “	.07½
“ 20-lb., “	.07½
Rex, 40 lb., 1 lb. packages	.04

LAUNDRY STARCH.

Argo, Gloss, 24 5-cent packages	.92
Gilbert's Laundry, 40-lb. boxes	.04
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.06
“ Linen Gloss, 3-lb. cartons	.05
Kingsford's, Pure, 3-lb. cartons	.06¾
“ Pure Gloss, 40 1-lb. packages	.06¾
“ Silver Gloss, 12 6-lb. wd. bxs.	.07¾
Duryea's, Superior, 3-lb. cartons	.06¾
“ Satin Gloss, lb. packages	.07¾
“ Superior B, bulk	.04½
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.08¾
Niagara, laundry, 50 lb. bulk	.04
“ 1-lb. packages, 48 lbs.	.05
“ 3-lb. cartons, 48 lbs.	.05
“ 6-lb. boxes	.06
Celluloid, 64 10-cent packages	4.30
“ 64 5-cent “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods,	
36 packages	.08
Starch Polish, 20 cakes	.50
Rex Gloss, 50 lb. bulk	.03¾

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ “ large	7.00
“ “ Liquid, large, “	6.65
“ “ small, “	4.90

-32-

Electric Paste, ¼-gross boxes	4.20
Magic Paste, ¼-gross boxes	4.75
Parlor Pride, large size	.87
“ “ small size	.70
“ “ small size	.70
Climax Enamel, ¼-gross	per gross 9.40
Black Jack, ¼-gross	7.00
Rising Sun	5.75
Sun Paste, 5-cent size	4.50
“ 10-cent size	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼-gross	1.25
Per box of ¼-gross	2.50
14 dozen to gross	5.00
10-cent size, No. 10, per box of ¼-gross	2.25
Per box of ¼-gross	4.50
Per gross	9.00
F. F. Dalley Co.—	
2-in-1, smaller size	per doz. .75
2-in-1, large size	1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkge. .04
Excelsior, 24 packs	.05
McAllister, 36 packs	.05
Rosensteins, 1-lb. pkgs., 2 doz.	per lb. .05
Bird Gravel—	
Bird Food Co., Red, pints, 3 doz.	per doz. .35
Red, quarts, 3 doz.	.70
Silver, pints, 3 doz.	.35
“ quarts, 3 doz.	.70
Bath Brick, 25 bricks	per box .60
Toothpicks, Eureka, 100 boxes	case 1.85
“ “ Perfection, 2 doz.	per doz. .42
Royal Glue, 1 doz.	.80
Paist's Glue, 1 doz.	.40
Carpet Tacks, Wooden Keg, ½-gross case,	
assorted, 6, 8, 10s.	per case .90
Carpet Tacks, Silver Steel, 4-oz.	per doz. .06
6-oz.	.06½
8-oz.	.07½
10-oz.	.08½
12-oz.	.09½
Matting Tacks—	
No. 10, steel	per doz. .10
No. 11, “	.10½
No. 12, “	.13
G. B. Weiss & Son—	
Sole leather, No. 1	.25
“ No. 2	.23
“ No. 3	.21
Cut Sole Leather, cut into taps, 6 ins. high	1.50
“ “ “ 5½ “	1.48
“ “ “ 5 “	1.42
“ “ “ 4½ “	1.25
“ “ “ 4 “	1.18
“ “ “ 3½ “	1.05
“ “ “ 3 “	.90
Fli-Stickon, Fly Ribbon	per gross 4.80
Ely Paper, Tanglefoot	per case .10
“ “ Sticky, 10 cartons	2.20
Stickite Fly Paper, 100	per case 3.00
“ “ 10 cartons	2.35
Wax, White and Yellow	per lb. .30

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.....	per lb.	.08
“ “ Clotheslines, 50-ft. hanks.....	doz.	.75
Cleveland, extra fine cotton twine.....	per lb.	.20
Orange Brand, fine cotton twine.....	“	.18
Texas Medium, cotton twine.....	“	.16
Cotton Candle Wick.....	“	.20
Colored Twine, 8 balls to box, lb. to bx.	“	.25
Fine Hemp Twine, 8 balls to lb, in 5-lb. bunches.....	“	.20
Coarse Hemp Twine, 8 balls to lb, in 5-lb. bunches.....	per lb.	.16
Best Jute Rope, 16 yds. to lb.....	“	.07
Best Jute Plov Line, 8 yds. to lb.....	“	.07
Jute Clotheslines, 90 ft. to hank.....	per doz.	1.60
“ “ 108 ft. to hank.....	“	1.70

We Can Save You Money



This ideal sanitary meat, grocery and provision store was fitted up by us for The James Bell Company, Roberts and Germantown Avenues, Philadelphia.

You all know that the world-renowned **RIDGWAY REFRIGERATOR** contains all the latest improvements, and is noted for perfect circulation and A No. 1 insulation—the main features of a good refrigerator; add to this the best material and first-class workmanship and you have the reason why

WE CHALLENGE THE WORLD

Ridgway Refrigerator Company

E. B. ATKINS, Manager

Office and Salesrooms
615-17-19 N. Broad Street

Factory
3519 N. Lawrence Street

PHILADELPHIA

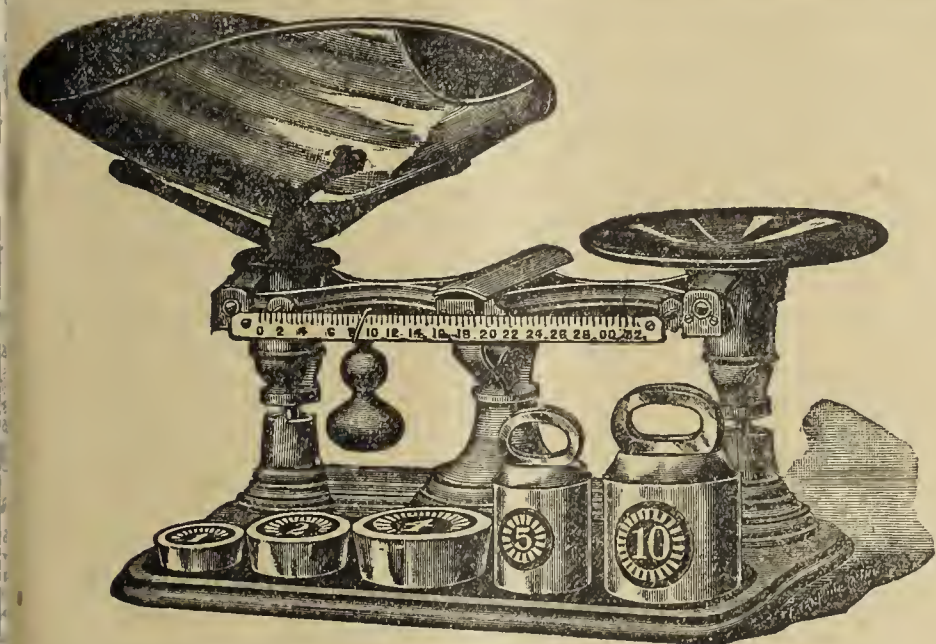
No Loss on Loose Goods



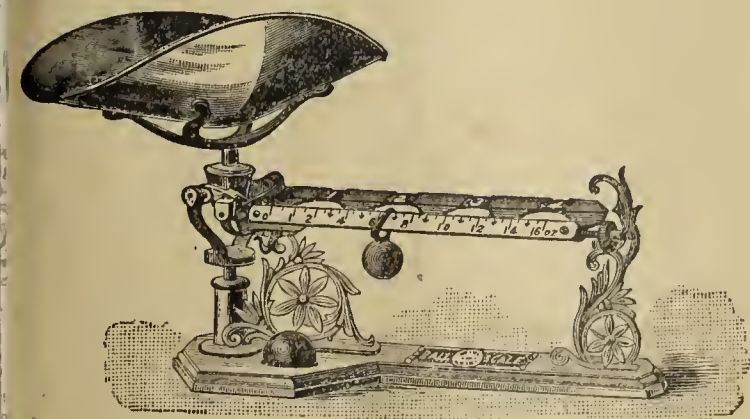
Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

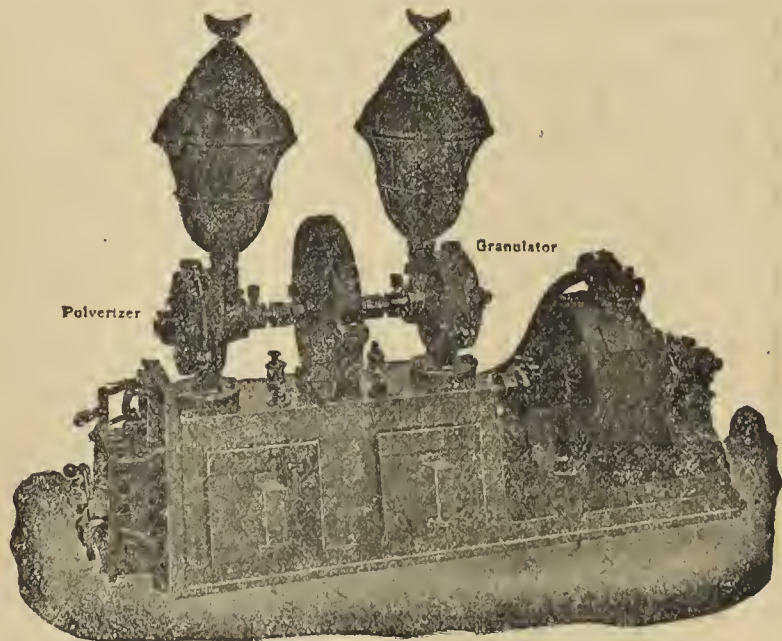


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 1-32 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



TROEMNER'S New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

Don't be talked into something "just as good"; there is NOTHING like the GENUINE TROEMNER FIXTURE. WRITE FOR CATALOGUE.

HENRY TROEMNER

No. 911 ARCH STREET

PHILADELPHIA, PA.

J. A. FLESCH & SON

112 Clark Street, Chicago, Ill.

GENERAL AGENTS FOR UNITED STATES

Published every
Monday.

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AND

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Contents.

	PAGE
National President Says Throw Out Cream of Wheat and Other Profitless Goods.....	6
New Pennsylvania Food Bill Discussed by Retailers' Representatives.....	6
Eight Hundred Cases Blackberries Confiscated as Under Weight.....	6
Some Agitation for Tea and Coffee Tariff.....	6
inghamton (N. Y.) Grocers' Association Denounce Cream of Wheat.....	7
Making Empty Packages a Revenue Instead of a Waste.....	8
Editorial.....	10
Oleo Mistakes.	
Gimbel Bros. and Coated Rice.	
One Thing Advertising Did.	
Building a Business on Shifting Sand.	
Another Bombardment of Present Sugar Duties.....	11
The New York Letter.....	13
Correspondence.....	15
Various Definitions of a Legitimate Retailer.....	16
Selling Talks With Grocery Clerks.....	16
Among the Trade.....	17
Legal Department.....	18
The Gimbel Assault Against Coated Rice.....	19
The Science of Advertising.....	19
Destroying Rotten Egg Business May Increase Price for Fresh.....	20
Bad Debtors' Wages Ought to be Attached.....	20
The Stroller's Column (Contributed).....	21
Mapesy, of Cream of Wheat.	
Window Dressing for Grocers.....	27
Window Dressing Articles Wanted.....	28
The Grocery Markets.....	28
Individual Market Reports.....	29
Market Notes.....	30
Want Department.....	31
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	14
Angell & Co., S. H.....	30
Anker's Bouillon Capsules.....	47
American Can Co.....	20
American Slicing Machine Co.....	9
Armour & Co.....	11
Atmore & Son.....	45
Barber & Perkins.....	8
Bell & Sons, Samuel.....	41
Birdsong & Co.....	30
Bishop, R. W.....	9
Borden Condensed Milk Co.....	15
Bower & Co., John.....	45
Bradshaw Company.....	30
Brown & Co., P. F.....	22
Buckley, Elton J.....	6
Cauchols & Co., F. A.....	4
Ceylon Tea.....	7
Comly, Flanigen & Co.....	4
Corn Products Mfg. Co.....	43
Croft & Allen Co.....	41
Daetwyler & Co. R.....	32
Eby Co., The Frank C.....	43
Electro-Silicon Co., The.....	43
Enterprise Mfg. Co. of Pa., The.....	Cover 4
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	22
Farwell & Rhines.....	31
Fels & Co.....	15
Fisher, Bruce & Co.....	4
Fischer & Co., B.....	39
Fleischmann's Yeast.....	12
Flesch & Son, J. A.....	45
Fly Ribbon Mfg. Co., The.....	31

	PAGE
Forbes, J. P.....	32
Franklin Sugar Refining Co.....	37
Freihofer Vienna Baking Company.....	41
Fulton & Walker Co.....	43
Githens, Rexasmer & Co.....	9
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	20
H - O Company, The.....	29
Halpen, Green & Co.....	4
Heinz Company, H. J.....	18
Hellenic International Bureau.....	21
Hetfield Extract and Mfg. Co.....	9
Hires Condensed Milk Co.....	Cover 3
Huebner, James J.....	12
Huff Paper Co.....	4
Indexed Coupon Books.....	32
Iroquois Canning Co.....	45
Jamison, John.....	4
Janney & Co., B. S., Jr.....	4
Lamson Consolidated Store Service Co.,	39
Lautz Bros. & Co.....	Cover 2
Libby, McNeill & Libby.....	3
Lindsley J. V., & Company.....	50
Lititz Bretzel Co.....	12
Lowney Co., The Walter M.....	50
Manufacturers' Trade-Mark Association.	47
McCahan Sugar Refining Co., The W. J.,	Cover 3
McCormick & Co.....	Cover 4
McMenamin & Co.....	4 and 17
Merchants' Helps Pub. Co.....	17
Merrell-Haviland Oyster Co.....	30
Millbourne Mills.....	12
Miller & England.....	41
Moland's Sons, Wm.....	4

	PAGE
Moneyweight Scale Co., The.....	37
Moore & Co., E. B.....	39
Nicelle Olive Oil Co.....	Cover 2
Oakdale Baking Co.....	12
Ohio Match Sales Company.....	50
Philadelphia Electric Co., The.....	12
Phillips, F. H. & Co.....	30
Piqua Bracket Co.....	Cover 2
Quaker City Preserve Co.....	47
Ralston Purina Mills.....	21
Ridgway Refrigerator Co.....	49
Rife, Henry J.....	4
Ritter Conserve Co., Philip J.....	16
Roberts Co., Thomas.....	4
Royal Specialty Co.....	47
Sauer Co., C. F.....	13
Schramm Automatic Sealer Co.....	Cover 2
Scott & Co., Inc., John.....	Cover 1
Shapleigh Coffee Co.....	18
Swift & Co.....	Cover 2
Swift & Co., Gloucester, Mass.....	27
Toledo Computing Scale Co.....	Cover 1
Troemner, Henry.....	49
Van Camp Packing Co.....	14
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Weber & Loesch.....	4
Wheatena Company, The.....	27
Wilde's Sons Co., Samuel.....	Cover 3
Wilkinson's Sons, C.....	4
Williams Bros. Co., The.....	47
Woodcock Macaroni Co.....	16
Young & Co., Chas. W.....	47
Zipp Manufacturing Co.....	14

National President Says Throw Out Cream of Wheat and Other Profitless Goods

President Kramer, of National Retail Grocers' Association, Points Out that Gross Profit on Cream of Wheat is Only Twelve Per Cent., which Means Selling Below Cost. Says There Should be General Movement to Get Twenty. Secretary Green's Views. Roosevelt Asked Not to Recommend Parcels Post.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio,

December 3, 1908.

I have received the following from C. J. Kramer, president of the National Retail Grocers' Association:—

I have several letters before me asking that some action be taken by the grocers at large against the cereal companies who desire us to sell their goods at less than a legitimate profit. In the case of the Cream of Wheat Co. the gross profit to the retail merchant is but 12 per cent., so for every package he sells he is advertising their products for them at a loss of from 3 to 5 per cent. The first of the year will soon be here, and the merchant who desires to continue in business and benefit himself, as well as the jobber through whom he buys his goods, should adopt a resolution to sell no cereal goods unless there is 20 per cent. profit on the sale of same. Let us cut out all unprofitable manufacturers' goods on which there is no profit. You cannot continue in business and pay a royalty to a manufacturer for the privilege of selling his goods. Let us see how many loyal members we have.

We give Mr. Mapes credit for what he says in his letter of denial and defense, but it is just as well that men of this kind be given to understand that the day has come when men who distribute the products of the manufacturer cannot be considered as tools or slot machines for the distribution of anything that might be put into the slots.

The retailer to-day more than ever realizes his importance in the commercial world, and is in a position to dictate, rather than be dictated to, what he shall and what he shall not sell. He has been educated up to the fact that his expense to do business has materially increased, and the cost of goods has also increased to the extent that it is by the closest economy and watchfulness that he succeeds in his business. Goods that cost \$1.50 per dozen cannot be profitably sold for 15 cents, and it is time that the retailer is taken into consideration when the cost shall be placed on goods by the manufacturer, with the intent that they should be retailed for a certain price.

Times are changing. The thoughtful manufacturer and wholesaler is beginning to realize that co-operation with the organized retailer to-day is the best method to improve the sale and make profitable for all concerned the distribution of food products.

The following letter has been sent to the President of the United States:—

Hon. Theodore Roosevelt, President of the United States.

Dear Mr. President:—At a meeting of the Executive Board of the National Association of Retail Grocers of the United States, the question of parcels post was thoroughly discussed, after which I was instructed to write you, asking that no recommendation be made in your message to the coming Congress favoring parcels post legislation.

At our National convention held in Boston, May 11 to 14, 1908, this question was presented to the convention in a most able manner by Charles W. Burrows, of Cleveland, Ohio, and was also taken part in by representatives from all over the United States, after which a resolution opposing the question was unanimously agreed to.

Every retail merchants' convention in the several States during the past year has passed a resolution condemning the proposition. We, therefore, respectfully ask that you give the retail merchants of the entire country your thoughtful consideration before making any suggestions along these lines.

Thanking you for past courtesies, and hoping that you may continue in good health, I am,

Respectfully yours,

JOHN A. GREEN.

JOHN A. GREEN,
National Secretary.

New Pennsylvania Food Bill Discussed by Retailers' Representatives.

Important Conference at State Capital to Go Over New General Food Bill which Next Legislature Will Consider. A Fair Measure. Special Legislation to be Asked for on Variety of Products.

At Harrisburg, Pa., last Thursday evening, a conference was held to discuss the new food law which the Pennsylvania Legislature will be asked to pass at its coming session. Present were Dairy and Food Commissioner Foust, Deputy Attorney-General Cunningham, Dr. William Frear, chief State Chemist; Wilmer Crow, president of the Pennsylvania Retail Merchants' Association; Albert Kaiser, William Smedley and Elton J. Buckley, president, secretary and counsel respectively of the Philadelphia

Association. The bill which the department has prepared was discussed at great length and was improved in several particulars. As amended, it is an exceedingly fair measure, and protects the retailer's interests at every point where he needs and deserves protection. The bill has also been submitted to representatives of the jobbing interests. The text will be published and discussed in this journal in an early issue.

Special legislation will also be asked for at the coming session regulating the sale of dried fruits, molasses, ice cream, soft drinks, alcoholic liquors, eggs, storage products, French vegetables, and so on.

Eight Hundred Cases Blackberries Confiscated as Under Weight.

United States Agricultural Department Certifies Facts of Western Violations of Federal Food Law. Blackberries Marked Two Pounds In Some Cases Weighed Only Twenty-one Ounces. Goods Seized and Packer Fined.

The "Grocery World and General Merchant" has received from the United States Department of Agriculture the facts of a Federal seizure of canned blackberries, constituting the twenty-fifth prosecution under the national food law. The defendant was J. S. Ogburn & Co., of Lindale, Texas, and the charge was that the goods were under weight.

The facts were as follows:—

On July 29, 1908, an inspector of the Department of Agriculture collected from a consignment of canned blackberries in the custody of the Ridenour-Baker Mercantile Co., Oklahoma City, Oklahoma, six cans which were contained in a shipping case bearing the label "Lindale Brand, 2-lb. Blackberries, Packed by J. S. Ogburn & Co., Lindale, Texas." The samples were a part of a consignment of 800 cases shipped to the Ridenour-Baker Mercantile Co. by J. S. Ogburn & Co., Lindale, Texas, on June 15, 1908, and seized on July 28, 1908, by the United States Marshall under proceedings for forfeiture and condemnation.

The samples were weighed in the Bureau of Chemistry, and the following results obtained and stated:—

Can No.	Ounces.
1	23
2	23
3	23.25
4	24
5	23
6	23

As the average gross weight of each can was found to be less than 1 pound 8 ounces, and the claim was made on the label that each can weighed 2 pounds, the goods were misbranded. The United States Attorney for the western district of Oklahoma filed an information against J. W. Ogburn for the aforesaid offense with the result that the defendants plead guilty and were fined \$100.

About the same time the Government started another action against Ogburn & Co. on the same basis of facts. This is case No. 27. This was a confiscation case, under which the goods were seized. The charge was the same as in the other case—misbranding by claiming an excessive weight. Though labeled "2 lbs., they actually weighed from 1 pound, 5 ounces to 1 pound, 1 ounce. The defendants were permitted to reclaim the fruit upon filing a bond.

Some Agitation for Tea and Coffee Tariff.

Democratic Papers the Main Agitators Though Porto Rico Joins in Demand for Coffee Tax. Republican Administration Said to Look Longingly at Millions which Could be Derived from a Tariff on These Articles.

Now that tariff revision is under consideration, the suggestion is being heard from various quarters that a duty should again be placed on tea. Some also advocate the taxing of coffee. As was recently reported, representatives of the Porto Rico Government have already made representations that all coffee entering the United States except their own should be taxed. That is for the purpose of fostering the Porto Rico coffee industry.

ELTON J. BUCKLEY

Editor "Grocery World"

Attorney and Counsellor at Law

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**COLLECTIONS, CORPORATION PRACTICE,
CASES UNDER FOOD LAWS**

TRADEMARK REGISTRATION

The Porto Rico end of the matter has been carried along during the week by a mass meeting of the coffee growers and coffee merchants of Porto Rico, at which a proposal to send a memorial to the American Congress asking for a duty of 6 cents on foreign coffee was approved. A committee was appointed and will start at once for Washington to present the desires of the meeting.

Cablegrams also were sent to President Roosevelt, President-elect-Taft and to Congress, asking that Porto Rican interests be protected.

In various daily newspapers, chiefly Democratic, the suggestion for a duty on tea and coffee is being agitated very seriously. The following from the Philadelphia "Record" is a fair illustration of the trend of the argument:

DUTIES ON TEA AND COFFEE.

At the rate in which the National expenditures are swelling and the treasury deficit growing under Republican rule, it becomes a serious question whether it may not soon be necessary to restore the revenue duties on tea and coffee. A duty of 10 cents a pound on tea and of 5 cents a pound on coffee would at the present volume of importation yield a public revenue of not far from \$55,000,000.

All of the leading nations make use of tea and coffee important sources of revenue. It is well known that the long-established duties of this Government on tea and coffee were removed in order to afford an argument for maintaining protective duties on many articles of necessity. Consumers were told repeal of the coffee and tea duties would give them "a free breakfast table." But the whirligig of time brings in his revenges. Many of the protective duties were avowedly imposed to defeat public revenue, while the result in heavily burdening the American consumer to promote private ends was cunningly concealed or sturdily denied. As a consequence of a policy so violative of sound principles and so injurious to the public interests, the revenues fail to keep pace with National expenditures, and it now becomes necessary to take into consideration alternative means of tapping fresh sources of taxation or of substantially reducing the budget of appropriations.

Duties on tea and coffee would immediately bring millions into the National Treasury to cover deficits. At the same time these duties for revenue only could supplant in the coming revision of the tariff duties that serve neither for protection nor revenue, but solely for aggrandizing Trust monopoly in despoiling American consumers.

It is quite certain that the Republican administration will not willingly place a tax on tea or coffee, through reluctance to meet the protest that they are "taxing the poor man's breakfast table." There is some chance, however, that after they have reduced the tariff on various arti-

cles they may find it necessary to recoup this by using tea and coffee.

Binghamton (N. Y.) Grocers' Association Denounce Cream of Wheat.

Secretary Writes Secretary Mapes a Scathing Letter Emphasizing the Absurdity, Inconsistence and Danger of His Attitude Toward Retailers.

Another grocers' organization to adopt a strongly resentful attitude against the Cream of Wheat Co. on account of the insulting remarks which the secretary of that concern made of retail grocers is the Binghamton (N. Y.) Jobbers' Exchange of Grocers. The following correspondence on the point explains itself:—

Binghamton, N. Y., Nov. 27, 1908.
"Grocery World and General Merchant."

Gentlemen:—Inclosed herewith find copy of our letter to the Cream of Wheat people. If your interview with their Mr. Mapes is correctly reported, we cannot use too much time and effort in placing the matter before the retail grocers of the country, knowing full well what their decision would be.

Yours truly,
D. E. BARNUM.

Secretary Jobbers' Exchange of Grocers.

The letter written to the Cream of Wheat Co. was as follows:—

Binghamton, N. Y., Nov. 27, 1908.
Cream of Wheat Co.,
Minneapolis, Minn.

Gentlemen:—We can hardly make ourselves believe that the words of your secretary, Mr. E. Mapes, as quoted in a recent number of the "Grocery World and General Merchant," voice the sentiments of your company towards the retail grocers. It would please us to learn by what peculiar process of reasoning Mr. Mapes reaches the conclusion that "the retail grocer has got to sell Cream of Wheat whether he wants to or not."

We do not know who this Mr. Mapes is and have been looking for some explanation from your company as to this outbreak of his, perhaps stating that he is an imposter or an escaped fanatic from one of your lunatic asylums, and not responsible for his statements. Surely no more inconsistent or irrational thing could be said by any company of those on whom they depend for placing their product in the hands of the consuming public.

The members of the Binghamton Retail Grocers' Association are intelligent enough to plan their work along successful lines and independent enough to back up that work by handling the goods of such manufacturers as appreciate the efforts and business of the retail grocer.

Respectfully yours,

D. E. BARNUM,
Secretary Binghamton Retail Grocers' Association.

Exton oyster crackers give the dealer a chance to sell an article that never fails to satisfy. They are well known and well liked everywhere.

To the Trade:

Do You Know That the

American Consumption

OF

CEYLON TEA

IS

INCREASING STEADILY,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea.)

DIRECT SHIPMENTS

TO

America, September 30th, 1908,

Show Increase of About a Million Pounds.

Written for the "Grocery World and General Merchant."

Making Empty Packages a Revenue Instead of a Waste

The "Grocery World and General Merchant's" Chester County Contributor Tells of One Little Lesson He Learned from Chain Stores. How He Applied it to His Own Business. Selling Empty Boxes and Barrels Instead of Throwing Them Away or Breaking Them Up.

Isn't it odd that while we will have faith in a patent medicine because it has been on the market for fifty years, we reject everything else that comes to us unless it is new? For instance, take us fellows who keep stores. Many a one imagines he could get rich if he could strike some "new scheme."

Now, I'm just going to button-hole you long enough to say that the patent medicine is not the only thing that should be respected for standing the test of time. One of the oldest ideas in the world is the secret of some of the newest successes, and it's nothing more than "intelligent economy." Of course you never

waste a cent, neither do I, but listen to what my son-in-law and I did when we found we were wasting "the chance to get the cent."

I was reminded of this thing by an article in a grocery paper telling about the profits made by the chain stores in Philadelphia. I learned something about chain stores one time—took a look into their methods because a good part of my business at that time was in groceries.

First thing that attracted my attention was the way they took back all the boxes in which orders were delivered; lots of city grocery stores would leave the box with the order. I found out they

had a man who would give them 3 cents for each box and they asked 5 cents apiece from housekeepers. Well, they handled thousands of boxes of canned goods in a year and of course there were a good many empties. There are not as many empties in a small business, but the proportion is just the same. One is a big item in a big volume of business, and if the other item is smaller so is the volume of business, and the little fellow needs to save worse than the big one. The little fellow can't live on small profits—he has to make every dollar and every cent jump like Paddy's flea to get a living out of his small capital.

So I went home with that under my hat to see about the box question. I found we had a good many packing cases and boxes in the cellar. Sometimes we sold a packing case, but most always the cases and boxes were given away or gradually broken up for fire wood, etc., and we were not getting all we could out of them. I got the best ones out back of the store and figured they ought to be worth at least a dollar.

Then I took my wagon and went on a collecting expedition. I found several other stores in town with empty boxes on hand that they had not thought of turning into money. I soon had enough together to write a dealer to come after them from Philadelphia. He paid me 2 to 3 cents apiece and I turned over to the other storekeepers what I got for their boxes. There were also several barrels in the lot and they brought good prices.

Now I have a regular arrangement with the empty box man and handle all the empties in town. I charge nothing for this, because while I am helping the other fellows I am helping myself, too.

I had the boy take the broken lids and pieces and saw them into short lengths. I got a cent a bundle for this kindling wood. There wasn't a fortune in the whole business, but every cent was clear gain. At the end of a year you could notice the money.

I always thought there was good sense in applying the big fellow's methods to my small business in such ways. While we had never actually wasted all our

TIME to Buy Holiday Goods NOW! PLACE to Buy ALL Goods HERE!

CORN! CORN! CORN!

Osborne's Hall Park Brand Shoe Peg Corn, 2 doz. . per doz., **60c.**
The CORN BARGAIN of the hour
Not over 25 cases to any one buyer. It is elegant goods, sweet and tender. A snap in whole grain corn.

Green Ribbon Brand New Seedless Muscatel Raisins, 36 ls	per lb.,	\$0.06 $\frac{3}{4}$
5 or 10-box lots	per lb.,	.06 $\frac{1}{2}$
Malpaco Brand Fancy Coast-packed Seeded Raisins, 36 ls	per lb.,	.07 $\frac{3}{4}$
Snow Drop Choice New Coast-packed Seeded Raisins, 36 ls	per lb.,	.06 $\frac{3}{4}$
5 or 10-box lots	per lb.,	.06 $\frac{1}{4}$
California New Seedless Muscatel Raisins, fine quality, stemmed and cleaned, 50-lb. boxes	per lb.,	.04 $\frac{3}{4}$
Extra Fancy New Citron, 10-lb. boxes	per lb.,	.13 $\frac{3}{4}$
25-lb. boxes	per lb.,	.13 $\frac{1}{2}$
Giant Brand Extra Fancy California White Nectarines, very large fruit, simply beauties, 25-lb. boxes	per lb.,	.07 $\frac{3}{4}$
Finest Quality Shaker Corn, clean and bright, barrels about 170 lbs.	per lb.,	.05 $\frac{1}{4}$
3-barrel lots or over	per lb.,	.05
Golden Ribbon Brand Syrup, finest flavor and lightest color Canned Syrup on the market, No. 2 cans, 2 doz.	per doz.,	.85
No. 2 $\frac{1}{2}$ cans, 2 doz.	per doz.,	1.07 $\frac{1}{2}$

No. 3 cans, 2 doz.	per doz.,	\$1.25
No. 5 cans ($\frac{1}{2}$ gal.), 1 doz.	per doz.,	2.10
No. 10 cans (1 gal.), $\frac{1}{2}$ doz.	per doz.,	3.87 $\frac{1}{2}$
Wells & Richardson Butter Color, 25c. size	per doz.,	1.80
Richardson & Robbins' Plum Pudding, No. 1 cans, 1 doz.	per doz.,	2.30
No. 2 cans, 1 doz.	per doz.,	4.10
45-gallon 1200s Western Pickles, new goods, uniform in size, full count, sound and crisp, bbls., 5 or 10-barrel lots	per bbl.,	8.15
Fancy New York State Marrow Beans, grain bags about 2 $\frac{1}{2}$ bushels	per bush.,	2.50
5 or 10-bag lots	per bush.,	2.47 $\frac{1}{2}$
National Cream Chocolate Drops, 30-lb. pails	per lb.,	.09
5 or 10-pail lots	per lb.,	.08 $\frac{3}{4}$
Yule-tide Mixtures, best quality Mixtures ever offered on this market at anything like the low price we here name, 30-lb. pails	per lb.,	.08 $\frac{3}{4}$
5 or 10-pail lots	per lb.,	.08 $\frac{1}{2}$
MAZ-ALL Toasted Corn Flakes 24 pkgs. in case, per case, .92 $\frac{1}{2}$ This is the same size package as other Toasted Corn Flakes on the market, and can be retailed at 5c. per package. It is made by the Quaker Oats Company, fresh stock and fine quality. It is a bargain. Yes, it is a great bargain! Nothing else on the market that we know of at anything like this price.		
Child's Brooms, excellent quality	per doz., only	.85
New No. 3 Barley, 100-lb. bags	per bag,	2.40
Best Quality Sugar-cured Hams, 10 to 12 lbs. and 14 to 16 lbs. average, barrels	per lb.,	.09 $\frac{3}{4}$
Less quantity, $\frac{1}{2}$ c. per lb. advance.		
Best Quality Narrow Strip Light Bacon, 100-lb. lots, per lb., .12 Less quantity	per lb.,	.12 $\frac{1}{2}$

These Prices for This Week Only—November 7th to November 12th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

boxes, there was a big difference in the returns from them after I had the matter systematized and the boy's time was turned to good advantage when he had nothing else to do.

I also found a waste paper dealer and got him to call regularly, and so I got a few cents every now and then out of junk, or stuff that would have been junk, if I had let it be there until it was only fit to throw away.

I'm not going to tell you what I made out of boxes and barrels and waste paper the first year because you might not believe me, and I would rather you would try it yourself and find out.

The whole point is that there's a lot of good material wasted in this great country by people who cannot afford to be prodigal.

Don't imagine for one of God's seconds that it's picayune to take notice of such small savings. Let me repeat that intelligent economy is the secret of some of the biggest successes in this country, and if a big company can afford to be "mean" you can too, only it isn't meanness. Not doing it is foolishness, that's all.

Just look at the big packing companies. When they get hold of a steer they use every thing about it except the soul, and I think one of them has the secret of cutting that out and boiling it down, for they advertise their bouillon as "the soul of selected beef." They turn the horns, hoofs, teeth, brains, bones, hide—every last morsel of the steer into something that will sell for real money. That is where they get their profits—out of what they call "by-products." Such things used to be wasted, but they pay dividends on stock now.

There's hundreds of big concerns in this country that are making fortunes to-day out of what was waste five or ten years ago. The land was so rich in natural resources the people living in it got careless with their God-given riches and wasted as much as they used. Take the way the buffalo was put out of business as an illustration. Take the way our forests are being eaten up as another.

But the reaction against this waste of natural resources has begun at the top, where everything begins, because brains are there to start it, and it will be ten

or twenty years before the idea gets down the line to the very people that need it the most.

So I pass the hint along. Don't stop at the empty boxes. Look your business over and see if there are any by-products that can be turned into money.

I've made money by "getting down to brass tacks," as the fellow says. I had no more capital, no better education, no better business location than many another man. In fact, I've often wished I was as clever as some I've seen. But the clever ones were often too smart for their own good and overlooked things that I made money out of by not being too conceited to ask questions, nor too proud to try for every cent I could get honestly.

OLD YARD STICK.

Chester County, Pa.

PATENTS

obtained on inventions and designs. Trade marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.



These
Extracts
Go
Further

Waldorf **Lemon and Vanilla** Extracts are guaranteed full strength, and selling them can never get you into trouble with the food laws.

Not only full strength, but the full, rich flavor that only comes from the best grade of raw materials. They are extracts de luxe; the most expert culinary experts say no other brand can produce the results they want. Positively they will go half as far again as the average brand.

**Hetfield
Extract & Mfg. Co.**
370 Greenwich Street
NEW YORK

NEW CUSTOMERS

What are they worth?

A grocer told the writer the other day that he'd gladly pay \$50 for each new family whose steady trade was assured to him.

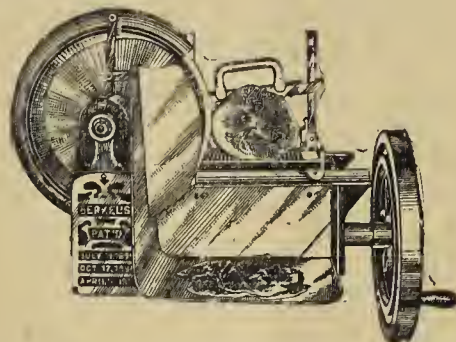
His store is in a good "middle-class" neighborhood, and it looks like a fair estimate.

At any rate, the trade of a family of this sort is pretty valuable.

There's only one sure way of getting and keeping them, however.

How?

Give them something they can't get anywhere else.



Hundreds of grocers, for instance, have written us that the **AMERICAN SLICING MACHINE** has brought them anywhere from five to fifty new customers of the better sort; and that these customers, starting by buying only sliced meats, eventually made all their purchases there.

It makes a better profit, too.

Let us tell you more about it.

American Slicing Machine Co.
54 Fifth Avenue, Chicago



The Grocer Who Sells
Towle's Log Cabin
Cane and Maple Syrup

sells more this year than ever before. Why? Because we are spending big money in full-page magazine advertising. The new business created by this advertising will "stick" because **Towle's Log Cabin Cane and Maple Syrup** is absolutely pure and uniform in flavor. It is already

The Most Popular Brand

and hundreds of orders prove that we are making it more popular than ever. It complies with all pure food laws.

Get in line and catch the sales we are sending you. You can depend on the quality to bring back the customers for more. We know if you try **Towle's Log Cabin Cane and Maple Syrup** it will make good with you and you will handle **Towle's only**.

Trade supplied by

GITHENS, REXSAMER & CO.
PHILADELPHIA

Grocery World AND General Merchant

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Monday, December 7, 1908.

From the very beginning of the
oleo business the sellers of oleo
have continuously
Oleo Mistakes. used the
wrong methods
of selling it.

Whatever it may have been in
the past, oleomargarine is to-day
a clean and wholesome product.
Nevertheless both its makers and
sellers have permitted it and in
some cases abetted it to become
a synonym of fraud and chicanery.
Thousands of retailers and hun-
dreds of thousands of consumers
have in consequence let oleo alone
because to them it was a sus-
picious product. Many times
they chose instead nauseously
poor butter, which though it was
poor was still in their judgment
honest.

As an illustration of the error
of judgment above referred to,
a large number of Philadelphia
consumers have received during
the past week a batch of adver-
tising matter from the John F.
Jelke Co., successors to Brown &
Fitts, manufacturers of butterine.
The main feature is a letter on
"The System," which is addressed
to "Mr. Consumer." The text
is here reproduced:—

THE SYSTEM.

November, 1908.

Mr. Consumer.

Did you ever wonder why the co-
lossal Butter Trust fights butterine,

why the butter man lends his assist-
ance, why Legislatures are lobbied
by the creamery man to pass laws
forbidding or restraining the sale of
oleomargarine, why the officials ap-
pointed to execute the butterine laws
are carefully selected because of
their connection with the creamery
interests? We will tell you: It is
all a part of "The System." You
never heard of the farmer who pro-
duces the milk or the consumer
who eats the butter interesting him-
self in this manner. He is not a
part of "The System."

It is the consumer's hard-earned
dollars that furnish blood for the
"Human Leeches" who profit at the
expense of labor and smile at his
suffering. You are told that legis-
lation against butterine is passed "to
help the cow man" and "protect the
consumer." Does the consumer re-
quire protection from a good whole-
some article of food? Little at-
tention is paid to either the producer
or consumer. The "Human Leech"
must be taken care of. "The Sys-
tem" must prosper. The extra
money extracted from the consumer
never lasts long enough to reach the
milk producer. The pound of butter
that you pay 40 to 50 cents for in
January rarely ever costs the cream-
ery man more to produce than the
pound you pay 19 cents for in Au-
gust, for the milk producer con-
tracts his output to the creamery
man by the year. This is also a part
of "The System."

If you are interested in the finest
product of the churning art; inter-
ested in destroying this system of
graft, break away from high-priced
Trust controlled butter and use "the
only high-grade" butterine churned
under Government supervision;
every package bears a pure food cer-
tificate. Our popular Holstein
brand, put up in labeled packages
bearing our name and trade-mark, is
on sale in our own store.

We are the largest churners of
butterine in America. There is no
middleman profit. Direct from the
factory to the consumer. Won't you
join the grand army of fighters
against "The System"?

Every package guaranteed or your
money cheerfully refunded.

We inclose a history of butterine,
with testimonials from a few con-
sumers near our New York store.
We have others, including many
Philadelphia homes.

Yours very truly,

JOHN F. JELKE Co.

Will this sell butterine? Al-
most certainly not, because it is
utterly impotent to convince con-
sumers of the things of which
they must be convinced before
they will use the product: First,
that butterine is wholesome and
clean, and second, that the united
purpose now is to sell it honestly
on its merits. The foolish rot
about the Butter Trust which ap-
pears so often in oleo advertising
will not only fail to accomplish
this result, but it will perpetuate
the same old suspicious feeling
in the minds of consumers. This
for two reasons: First, because
whether true or false, the general
public believe that the "Butter
Trust" means the same big pack-
ers who also make oleo. The
papers have said this many times
whether it was true or untrue.
This makes the attack on the But-

ter Trust seem insincere. Second,
because even if there is a Butter
Trust, distinct from the large
oleo packers, there is also—con-
sumers believe—an oleo combina-
tion. To them, therefore, the at-
tack on the "Butter Trust" sim-
ply means the pot calling the ket-
tle black, which is unconvincing.

A campaign for oleo should lie
along two general lines: First,
an exposition of the healthfulness
of the product, and second, a
demonstration, if possible, of the
present thorough honesty of the
interests that sell it.

Gimbel Brothers, the Philadel-
phia department storekeepers,
have done many
spectacular stunts
which the "Gro-
cery World and
General Merchant" believed and
said were insincere, hypocritical
and absurd. With its attitude
against rice coated with glucose
and talc, however, the "Grocery
World and General Merchant"
heartily agrees. One of the most
indefensible of all schemes of
food sophistication is this. It is
bad enough to flatter the eye by
an appearance superior to the
actual quality, but this rice busi-
ness goes still further. It
appeals to the eye at the actual
expense of the palate, for the
process of coating rubs off some
of the best nutriment of the grain.

Coating rice with glucose and
talc in order to make it—not as
white as good rice—but much
whiter than even the finest rice
can ever naturally be, is as revolt-
ing as the painting of a woman's
face.

Great indeed is the value of ad-
vertising. At a recent business

One Thing
Advertising Did.

men's banquet
which the writer
attended in Phila-
delphia, the rec-
tor of one of the leading Episco-
palian churches of the city, in the
course of an address, told a story
involving Cadbury, the widely
known English cocoa manufac-
turer. To make Cadbury's status
clearer he said: "Cadbury's cocoa
is in England about what Baker's
is here."

For Walter Baker & Co. to have
reached a point where their prod-
uct thus becomes a national
standard of comparison, is one of
the best evidences of the possi-

bilities of advertising that the
writer has ever seen. It is laid
chiefly to advertising for this rea-
son: The cocoa made by Walter
Baker & Co. is unquestionably a
superfine product, yet whether it
is superior to half a dozen other
American brands is a question.
But for many, many years it has
been advertised steadily, per-
sistently, intelligently. This
coupled with a product which
while perhaps not superior to
all competitors, is in every sense
satisfactory, has done the work
whose results showed at the
Philadelphia banquet.

The Cream of Wheat incident
at present under discussion by al-
the live trade
papers of the
country, empha-
sizes the great

danger of laying positive claim to
business which is dependent in
part upon the intervention of
others. The Cream of Wheat
secretary claimed to have grocers
wholly under his control; "they
must sell Cream of Wheat," he
said, "profit or no profit, because
we make them do so." Even Mr.
Mapes would probably admit, if
the question were put to him,
that if this were true to-day it
would cease to be true if the gro-
cers for any reason determinedly
and unitedly resolved to sell
Cream of Wheat no longer.

That is what the "Grocery
World and General Merchant"
means when it points out the un-
certainty of a business that is at
least in part created, and particu-
larly maintained, by the labor of
others. Let that labor be with-
drawn and the structure falls.

Consider the Standard Oil Co.,
which sells oil direct to con-
sumers. Such a business is not
dependent in any part on other's
work; the Standard is at once
manufacturer, jobber and retailer.
Only the dissatisfaction of the
consumer can destroy a business
of that character, and so long as
service, quality and price are up-
held, this dissatisfaction is rea-
sonably sure not to develop.
Even a business like that is in a
degree uncertain, because it is de-
pendent on the consumer's dis-
position to buy, which may
change. Nevertheless, it can be
counted on much further than a
business like the Cream of Wheat
Co's., where, in addition, the job-
ber must be induced to sell it,

and then the retailer, and where the defection of either one would have the Cream of Wheat concern seriously embarrassed. Yet in spite of this the Cream of Wheat Co. claimed not only confidently, but insultingly, to have its business so tightly that even with a substitute the name of which the concern itself supplied, the retailer cannot prevail against

Whether the boast was true or false is best seen from the action of grocers since the fact was published. Associations in many sections of the country, including the National, through its secretary, have officially decided that they would show the Cream of Wheat Co. not only that its boasted business had been built on sand, but that it had been guilty of outrageously bad judgment in itself exposing the fact to those at whose mercy it was.

There has never been a better opportunity to teach arrogance a lesson in gratitude and humility.

If you will use Ralston Health Food in your own home you will be ready to back up the company's statements in their advertising to your customers.

Another Bombardment of Present Sugar Duties.

Federal Sugar Refinery Issues Another Public Statement Contending that Nearly All Classes of Sugar Interests Favor Reduction in Tariff. Says it Would Reduce Selling Price Two Cents Per Pound.

The Federal Sugar Refining Co. has, during the week, issued another argument for a reduction in the duty on sugar. The claim is again made at even greater length than in the first public statement, that a large majority of those engaged in the various phases of the sugar business favor lower duties and that the lowering of the duty would reduce the selling price of sugar at once.

The substance of the second argument is as follows:—

FACTS REGARDING THE SUGAR TARIFF.

It is estimated that, with free raw sugar, refined sugar could be sold at an average of about 2.00 cents per pound cheaper than it is now being sold to the consumer. The consumption of the United States is 3,000,000 tons annually; 2.00 cents per pound, or \$48.80 per ton, would mean a saving to the American people of \$134,000,000 a year. The average per capita consumption of sugar is eighty pounds, so that the average family of five consumes, directly or indirectly, say, 400

pounds of sugar yearly, and, with free sugar, could save on this quantity, 2.00 cents per pound, or \$8 per annum.

Sugar is not a luxury, but a necessity. Why is it, then, that the Government sees fit to place such a heavy tax as this on a necessity? Certainly the people, as a whole, do not benefit by it, and if it is to raise revenue, there is no good reason why such a heavy burden should be placed on sugar, while other commodities are admitted free, or with comparatively low duties. Would it not be a good plan to adopt some of the other methods of raising revenue which have been so successful abroad?

When the question is carefully analyzed, it is found that the Sugar Trust is at present the chief beneficiary from this excessive duty. The Trust in their recent letter to the Ways and Means Committee of the House of Representatives, asking that the present duties be not disturbed, urged the time-worn argument that their "stockholders would be injured." They seem to feel that because the profits to these stockholders (who number 18,052) might be curtailed, is a good reason why the 90,000,000 of people in the United States should continue to be taxed something over \$134,000,000 per annum.

Independent refiners, though few in number, frankly state that they would be perfectly satisfied with free sugar and do not need any protection.

The people as a whole, therefore, may well ask why it is that they are compelled to bear this heavy tax, which benefits so few. The answer of the protectionist is that the domestic sugar industry must be protected. They, however, begin first by discriminating against certain do-

mestic producers. We refer to the domestic producer in the Philippine Islands (which is as much a part of the United States as Michigan or Louisiana), who has to pay on sugars shipped to the States the full duty, less a reduction of only 25 per cent. In other words, with the exception of this reduction of 25 per cent., Philippine sugars have to pay the same duties as if they were imported from a foreign country. This effectually stifles the Philippine sugar industry, and as the Philippine Islands are dependent on the American people for fair treatment, this instance can hardly be cited with pride as an example of an American's idea of a "square deal."

The other domestic producers, Louisiana, Porto Rico, Hawaii and the domestic beet sugar industry, supplied during the past year a part of our requirements of 3,000,000 tons annually, as follows:—

	Tons.
Louisiana	335,000
Porto Rico	194,000
Hawaii	460,000
Domestic beet	440,000

A total of 1,429,000

Porto Rico and Hawaii combined produced 654,000 tons of this total, and they need no protection.

With modern methods of cultivation and manufacture, these countries are so favorably located that they readily produce sugar in competition with the world. The Hawaiians admit that during the past year they made \$15,000,000 profits on their crop of only 460,000 tons, although they sold their entire crop under contract to the Trust 1-10 to 3-8 per cent. under the New York price (which at times was 20 to 40 points under the parity of the world's markets), and while of

What the Name *Armour's* Means

The name "Armour"—on "Star" Hams or on anything else—means that the article is above the common. Have you ever thought of this? Back of every Armour product is a world-wide business that depends for success on quality.

People will eventually get what they like best. There is no doubt of that. We can't hold your trade unless we deserve it. And we must deserve it better than others, because of our larger production. We must control an enormous trade to dispose of it.

No skill is too costly, no care too extreme, if it improves our products even a trifle. For we can't sell the most of an article if anyone makes a better. That goes without saying. We cannot long be leaders unless we lead in quality.

Our products are clean and healthful, and correctly branded. The laws insure that. We have a small army of Government inspectors around us. From the animal to the consumer, every process is watched by them. We could not put out anything deceptive, un-

clean or unhealthful, even if so inclined.

But the name "Armour" means more.

It means that the highest skill that we know has been employed in the making. It means that years of experience has served to perfect it. It means that our vast reputation, and all that depends on it, is deliberately placed at stake on it. We are not so unwise to seek your trade in this expensive way, without knowing that our products will keep it.

ARMOUR AND COMPANY



Tungsten Lamps for the Grocery Store

The rapid development in the manufacture of Electric incandescent lamps, which culminated in the production of the Tungsten Lamp, offers to the public an illuminant which is, without doubt, more economical than any other method of lighting. The Tungsten Lamp is rated at $1\frac{1}{4}$ watts per candlepower as compared with 3.1 to 3.5 watts per candlepower in the carbon filament lamp, A SAVING OF APPROXIMATELY 60% CURRENT CONSUMPTION. Notwithstanding the higher cost of Tungsten Lamps for purchase and renewals, their use will show a very large net saving to the customer owing to the above mentioned low current consumption.

We have a special Tungsten Lamp Fixture rental proposition. For details write or phone to

The Philadelphia Electric Co.
10th and Chestnut Streets

Oakdale Pretzels Are What You Want


☞ Kiln dried, steam process, plenty of salt, and more to the pound than any other kind.

☞ Many a customer will walk out of his way to patronize you if you have genuine

Oakdale Steam Pretzels

☞ Write for samples and prices.

Oakdale Baking Co.
Oakdale Building
10th & Susquehanna Ave.
Philadelphia, Pa.



GOFF'S COUGH SYRUP

IT PAYS TO SELL GOFF'S

Why take chances
stocking unknown
goods when Goff's,
the 35-year-old
favorite, yields 71 per cent.
profit. We advertise it
every year.
Special deal on $\frac{1}{2}$ gross.
Write.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the
7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

38% PROFIT



Huebener's Lititz Bretzels
will make this for you, and you'll sell more of them.
IT'S their quality and good-to-eat-ness that makes you like them. Ask for sample carton.

Lititz Bretzel Co., Lititz, Pa.
James J. Huebener, Prop.

course they are in favor of a protective tariff, so as to enable them to make these enormous profits, this is not the common idea what a protective tariff is for. With free sugar, these plantations would continue to make a reasonable profit, and the people of the country, as a whole, would benefit.

As for Louisiana, this could hardly be called an "infant industry," they having cultivated sugar since 1823, and have only succeeded in getting the total production up to 335,000 tons. In 1894-05 they produced 319,000 tons. Last year while they received a protection on foreign sugar that paid a full duty of 1.685 cents per pound for 96 degree test, they were selling their sugar to the Sugar Trust at 90 cents per 100 under the markets of the world, so that they were then receiving a protection of only a trifle over $\frac{3}{4}$ of a cent. per pound. The present crop will be larger than the last one, so that marketing their sugars under these conditions must have been profitable to them. On these figures a protection of $\frac{3}{4}$ of a cent per pound would be ample, notwithstanding the fact that the methods of cultivation and the sugar mills are not modern in any sense of the word. With modern, up-to-date methods, it is believed that Louisiana could get along well enough without protection. But those interested in the Louisiana sugar industry show no disposition to keep abreast of the times by having up-to-date sugar mills, run on scientific lines, but prefer keeping a strong "lobby" in Washington, so that the entire country may be taxed abnormally for their benefit. In effect, the Government is asked to place a premium on inefficiency.

This leaves only the domestic beet sugar industry now to be considered. Last year they produced 440,000 tons, distributed in part as follows:—

	Tons.
California	63,847
Idaho	27,715
Utah	39,720
Colorado	183,345

A total of 314,627

These estates are favorably located, and have nothing to fear from free competition with the world, and well-posted men, in a position to know, claim that they can produce granulated sugar at $2\frac{1}{2}$ cents per pound. Of course they, like Hawaii and Porto Rico, are anxious to see a large protective tariff, as it enables them to make larger profits, at the expense of the average consumer. As a matter of fact, on account of most of the domestic beet sugar plants being located in Western States, they, in addition to the tariff, have the advantage of freights to most distributing points, which in some cases is equal to over $\frac{3}{4}$ of a cent per pound. They would have this protection, even with absolutely free trade.

In States like Wisconsin, which produces 13,571 tons, and Michigan, which produces 76,078 tons, and of the several other States, which combined produce 35,000 tons, a total of 124,649 tons (which is equal to less than three weeks' meltings by Eastern refiners) it is perhaps true that on account of their unfavorable location they cannot produce beet sugars as economically as those more favorably situated; but is it right that they should locate where nature never intended that beets should be grown economically and then expect the American people, as a whole, to be taxed 2.00 cents per pound, or \$134,000,000 annually, on the sugar they use, in order to support this small industry, the total valuation of the sugar which they manufacture being only \$11,250,000. The average

acreage per farmer devoted to sugar beets is small; for example, in Michigan it is only 4 7-10 acres. It would be far better to use this land for the purpose of cultivating more suitable crops. Their argument for a protective duty might in a few years be used by some one who desired to produce beet sugar in Alaska, and found it necessary to have 5.00 cents per pound protection, in order to do so. So far as the labor element is concerned, they are not benefiting by this industry, as at present a large percentage of the sugar beets are being cultivated by Asiatic laborers.

An effort is being made by some to confuse the issue by saying that the duty on raw sugar should be left where it is, but the so-called "differential" on refined sugar should be reduced. This argument is shattered by the statement of independent refiners, that they are perfectly willing that there should be no duty on refined if there is no duty on raws; secondly, by the fact that refined sugar receives very little protection under the present rates. The duty on raw sugar testing 96 degrees is 1.685 cents, on refined sugar 1.95 cents. But on raw, for every degree over 96 degrees, the Government taxes .035 cent advance. Refined sugars test practically 100 degrees, or over 4 degrees over 96. Adding the increased duty for increased test, we would have to add 14 points to 1.685 cents, or 1.825 cents, so it will be seen that even under the present rates, independent refiners only have an actual protection of $\frac{1}{8}$ of a cent per pound, while the Trust has the same, plus their special privileges.

An analysis of these facts shows that very few people are being benefited by the present high duty on sugar, while it is, on the other hand, acting to the detriment of all the American people. It is therefore not to be wondered at that a concerted movement to bring about a reduction in the present rates, if not to have them entirely abolished, is now well under way, and it is in the interests of all who favor this to see that their Senators and Congressmen are acquainted with the fact.

The wholesale and retail grocers generally are clamoring for a reduction of the tariff. Sugar constitutes about a third of their business, i. e., a wholesale grocer doing a business of \$1,000,000 a year has over \$300,000 of this invested in sugar. Their profits at present on sugar are very small. Were they, with free sugar, able to buy a car of sugar for, say, \$1,000, where they now have to invest \$1,700, they would be making the same margin of profit on their sales and the percentage of profit would be much greater.

Consider what a stimulus a reduction of 2.00 per pound on sugar would be to the manufacturing and canning industries of the country, where sugar is a component part. Think of the benefits that could be derived from reciprocity treaties made with other countries which have heretofore been blocked by our high sugar tariff. Then consider how few in number are the people who really benefit by the protection, which is costing the American people \$134,000,000 per year, and let every man ask himself whether a continuance of the present conditions pays?

Florida grapefruit still rule at a comparatively low price—\$3.50 is top for present receipts, which are large. The demand is fair.

The New York Letter

Business Improvement Reported from All Quarters. The New Diamond Match Scheme on Free Deals. Jobbers Oppose Food Law Changes. Conflict Over Currant Duties. Small News of New York Trade.

Special Correspondence of "Grocery World and General Merchant."

New York, December 4, 1908.

That business has been steadily gaining is the opinion expressed by large dealers, wholesale and retail, as a rule. Here and there a man is met who says that he does not see much of the returning prosperity, except in the newspapers.

Convincing to the doubters will be the fact that at the offices of the Internal Revenue Department increased activity is reported, necessitating the putting of additional forces of men at work. This indicates that the people who cut down during the depression the amount of wines, liquors and cigars that they consumed, have again sufficient money or confidence in conditions to indulge in the luxuries, if they

may be so called. If people are buying more luxuries of one kind they probably are of other kinds, and it cannot be doubted that they are paying more money for food supplies. This conclusion accords with what most grocers say. The holiday season is coming under very favorable conditions.

Letters have been sent out by the National Wholesale Grocers' Association stating that a satisfactory arrangement on the subject of free deals has been made with the Diamond Match Co., the agreement being that the company will allow a profit to the jobber on all free goods handled by his distributors in his territory. The negotiations with the company were conducted by the Manufacturers' Committee of the

association, and the result was announced by the chairman, F. W. Hannahs.

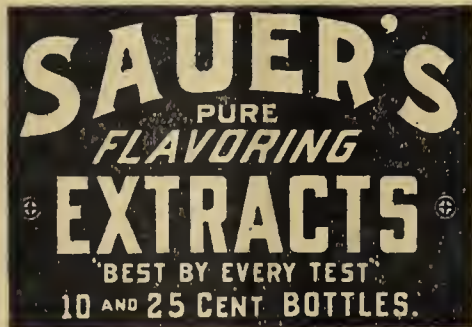
It is said that the arrangement is acceptable even to the California jobbers, who at first had strenuous objections to free deals. The National Association, in its statement, says that while it usually discourages these deals by manufacturers, yet it recognizes that sometimes a deal may be of benefit to both manufacturer and jobber. The association contends, however, that the jobber who is expected to handle the deal should have his profit on the goods so handled, and the Diamond Match Co. has now agreed to this condition.

A. H. Beckmann, the secretary of the National Wholesale Grocers' Association, and D. T. Ackery, of the counsel for the association, are expected home to-day from Atlanta, Ga., where they have been in attendance at the conference of the Food Commissioners of the Eastern and Southern States, Tuesday and Wednesday of this week. The wholesale grocers were desirous that the

Food Commissioners should not take any action looking toward changes in the Federal food law, the association taking the position that it is best to have the statute tried fully and fairly as it stands, and not to advocate changes unless the need for them is fully proved, as constant changing and uncertainty would be most harmful to business.

It had been reported that some of the Commissioners were likely to favor a law requiring that dates be stamped on canned food and the wholesalers had their representatives instructed to oppose any action looking to such legislation.

Currant importers held conferences this week to consider the question of getting lower duties when the tariff is revised and of making their ideas known to the committee, which has been giving hearings at Washington on tariff revision. The importers are pretty well agreed that the duty should be lowered; the California fruit men are equally certain that it should be raised if any change is made. The matter



Don't be Afraid to Ask

As a retail dealer in Flavoring Extracts made by somebody else, you have a right to demand from the maker the very strongest protective guarantee that can be framed. You must have protection against the food laws and a proper guarantee is the only thing that will give it to you.

We don't care what sort of a guarantee of purity and legality you ask us for on **Sauer's Flavoring Extracts** we will give it. Every bottle has a guarantee already—the Government's Serial Number—but if you want a better guarantee than that, it's here if you ask for it.

We know **Sauer's Extracts** are the best, and we'll go to any length to say so.

THE C. F. SAUER COMPANY, Richmond, Virginia



"GET SOME"

**Don't
Peddle
But
Push**

You can sell a customer enough flour or sugar at one time to last her a week or a month.

Why not sell **Van Camp's Beans** the same way instead of peddling her a can at a time?

Try a customer who buys them regularly,—offer her a little discount on a *dozen cans*. You may think **Van Camp's Beans** sell fast enough now, but, just try this plan a while and you'll be surprised.

Think it over, if you want, but **Try It.**

VAN CAMP PACKING CO.
INDIANAPOLIS

WHEN YOU RECOMMEND
ZIPP'S
Flavoring Extracts

Branded "U. S. P."

you need not feel the least bit afraid your customers can get any better anywhere else. They are made from fresh natural fruit, have unequalled flavoring power and are absolutely guaranteed under the National Pure Food Law.

**Vanilla
Lemon
Almond**

**Wintergreen
Peppermint**

**Ginger
Orange
Rose**

The Zipp Manufacturing Company

Established 1885

CLEVELAND

OHIO

is likely to be discussed at the next meeting of the New York Dried Fruit Association.

In other food lines also the proposed revision of the tariff has awakened acute interest and it is expected that in due time there will be widespread discussion, in which the members of the trade will make themselves heard.

In the butter, egg and cheese trade the important event of the week was the consolidation of the Hygienic Ice and Refrigerating Co. with the Albany Refrigerating and Warehouse Co. The latter company was formed a year ago. Both companies have their plants at Albany. The Hygienic Co. has increased its capital stock to \$300,000 and will throw the two buildings into one which will have a storage space of 900,000 cubic feet.

A petition in bankruptcy was filed Tuesday against John Schottler, a retail grocer at 3616 Broadway, by the following creditors: Eppens, Smith & Co., \$99; George Matthews, \$200; A. C. Van Siclin, \$170. The stock is valued at \$1,500 and the book accounts at \$500. The court appointed Herman P. Olcott receiver. Mr. Schottler has been in the grocery business for 17 years.

Charles E. Warth & Co. was incorporated this week and is to deal in tea, coffee and groceries. Authorized capital, \$5,000; incorporators, John L. Feeny, H. E. Ringholm, H. F. Rhatigan, 43 Exchange Place.

Another new incorporation is that of the Royal Candy Co., which is to deal in confectionery. Authorized capital, \$7,500; incorporators, Louis and Gertrude Waldmann, 9 East 107th street; Myer and Annie Rich, 222 East 107th street.

Two men giving the names of John Lewis and Charles Simon, and claiming to represent the Pawtucket Tea Co., were arrested several days ago at Rochester, N. Y., on the charge of larceny. The police claim that the supposed company is mythical.

According to the police the men recently opened an office in Clinton avenue, South, in that city and advertised for salesmen.

The salesmen were to receive \$10 a week, but first were required to deposit from \$10 to \$25 each. About 40 men are said to have scraped together sufficient money to make the deposits, and some of them at least have since been trying to get back their money. The police say that complaints have been made at Buffalo and Lockport of supposed tea merchants who obtained deposits from prospective salesmen and then left those cities.

The two defendants were held for examination.

Joseph F. Becker, who had a tea store at 271 Myrtle avenue Brooklyn, left his home Monday but instead of going to his store took a room in a hotel and committed suicide by inhaling gas. His friends say that his business has been prosperous. He was a widower, 68 years of age.

John M. Kenney, who for a number of years had conducted a tea and coffee business in Court street, near Degraw street, Brooklyn, died last Saturday in his fortieth year.

William A. Frost, the president of the National Canned Goods and Dried Fruit Brokers' Association, has been in the city several days. He says that the arbitration plan has proved so satisfactory to fruit buyers and sellers here that he is studying its operation with a view to introducing it in Chicago and other centres.

The American Sugar Refining Co. will, after this, ship sugar in bulk, on request, in 100-pound sacks, in double cotton bags, substituting the outside cotton bag for burlap. This is expected to prove popular in the South, by adding a new use for cotton bagging. If the results are satisfactory 25-pound lots of sugar will be also put up in the double cotton bags for those who ask for them.
FRED. A. MCGILL.

MANY GROCERS

Find it pays them to read the "good stuff" in

**The Advertising World
Columbus, Ohio**

Sample free, or four months' trial for 10 cents



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Five and Ten Cent Goods and Tinware.

York, Pa., Nov. 30, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—Could you give me some good addresses of a few tinware wholesale houses, also some good houses for 5 and 10-cent goods and specialty goods, as I want to add a bargain counter to my store? I want it more for an advertising specialty than anything else. Please advise me as soon as possible.

I remain,
Yours truly,
J. N. FEESER.

P. S.—The "Stroller" knows some good schemes. Maybe he could give me some advice.

The best wholesale dealer in 5 and 10-cent goods in the country are Butler Brothers, of New York

and Chicago. Their advertisement appears frequently in this journal.

For tinware, J. M. Vance & Co., 211 Market street; Quaker City Tinware Co., 32 Bank street, both Philadelphia.

For specialty goods, G. D. Ellis & Sons Co., 229 Vine street, and F. E. Chesterman & Co., 125 N. Seventh street, Philadelphia.

Against the Exemption Law.

Central City, W. Va.,
Nov. 26, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Here is inclosed a speech I have written, showing what the exemption law is doing for West Virginia, the way the law is enacted. The people of Cabel County are trying to have the law amended and would like to have you publish this speech and letter asking all the grocers and merchants of West Virginia to help and to get their delegates to join and help the Cabel County delegates to amend this exemption law.

Yours truly,
ROBT. JONES.

The "Grocery World and General Merchant" regrets that it has not sufficient space to publish this

most excellent argument against the act in question.

Where to Get Scotch Oatmeal.

Amsterdam, N. Y.,
Nov. 23, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you please publish in your next issue of the "Grocery World and General Merchant" where I can buy oatmeal, the same kind as is used in Dundee, Scotland. There are two kinds, one is rather coarser than the other.

Yours truly,
SAM JORDAN.

The "Grocery World and General Merchant" has tried hard to find this out, but hasn't succeeded. Does any subscriber know where to get imported Scotch oatmeal?

A Spontaneous Tribute and a Suggestion.

Latrobe, Pa., Nov. 30, 1908.
Editor "Grocery World and General Merchant."

Dear Sir:—I think the issue of November 30th is a real good one. I like the pieces by "Old Yard Stick," "Stroller," "Selling Talks With Grocery Clerks" and "A Straight Talk With Clerks" in your last issue. I also appreciate your "Science of Advertising"

and would like to see some good specimen ads. written by the editor of that department for different seasons of the year, say two or three weeks before the special holidays. Think this would be a great help to many of your readers.

Yours truly,
GEO. G. NEWCOMER.

Cranberries are still very scarce and high, ranging from \$9 to \$11 per barrel. The supply is low and the price may go even higher.

There is something especially attractive about the advertisement of McCormick & Co., of Baltimore, Md., upon the back of this journal. They have used a reproduction of the beautiful certificate of reward given them at the late Jamestown Tercentennial Exposition.

This certificate speaks more potently for the excellence of their products than many pages of ordinary advertising matter. It is undoubtedly a source of justifiable pride to this sterling concern that their Bee and Banquet brand Flavoring extracts, spices and teas should have been given the highest honors and a gold medal at this historic exposition, which was the first held after the National Pure Food Law went into effect.

They were in competition with an exceptional array of high-class manufacturers, and hence the award was all the more gratifying to them.

THERE IS SATISFACTION

In handling a product which you know to be high grade. Gail Borden was the Pioneer in the condensing of Milk. The Borden Products have been Manufactured for 50 years with scrupulous care for those who demand the Best, and you are safe in recommending the Borden Brands as the

STANDARDS OF QUALITY.



PEERLESS BRAND EVAPORATED MILK

An Unsweetened Condensed Milk.

ONE OF THE
BORDEN
STANDARDS.

EST. 1857

BORDEN'S CONDENSED MILK CO.
"LEADERS OF QUALITY"

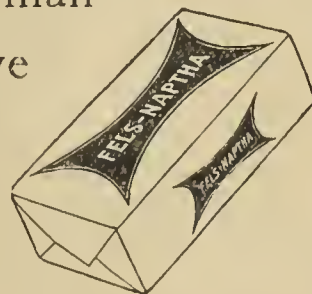
NEW YORK

The Premium Scheme

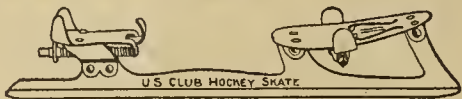
and Fels-Naptha soap never kept company. We gave the woman just merit and quality, instead. She understood, and gave

Fels-Naptha her unlimited support.

Hint enough for the progressive dealer what soap to keep well stocked!



We Sell the Best **ICE SKATE** in the Country.



There is nothing to beat it in *finish, temper or price.*

Get our prices before committing yourself to any other make.

We have a good stock *now.*



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia



**Flavor
Is the
Test**

Don't think all Macaroni is "just macaroni." WOODCOCK MACARONI is something more, *it's delicious.* The FLAVOR is what your customers will *judge* by. Give them **Woodcock Macaroni** or you miss your chance to *please* them.

WOODCOCK MACARONI COMPANY, Rochester, N. Y.

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

A 10-CENT GROCERY SALE.

Arrangements are completed. as far as the list goes, for a 10-cent sale. We're going to make this sale felt. It will include all the 12-cent articles in the store. It will take in many 15-cent ones as leaders, and many "10-cent bags" will be made. The sale will last a week and will be extensively advertised. Everything sold for 10 cents will have a red ticket. Big figure "10's" will be strung everywhere. Such sayings as "You'll laugh when you open the bag," and "Wait till you peep inside the box and you'll hurry back for another" will be written in the ad. in connection with many of the items.

But to make this novel scheme felt you will all have to put enthusiasm into it. Get filled up with the 10-cent idea. Drop the big things for a week. Money is a little short now and consequently the time is ripe for short sales and new trade. The sale will stir the city and the county. We'll hammer at it in the paper every day, and Thursday we'll have a page ad. Prepare for big crowds, for we'll surely get them. Proofs will be given you Friday.

SPECIAL THINGS TO SELL THIS WEEK.

One is Royal evaporated apricots at 15 cents. We'll have a few pounds cooked. Tell them how they were cooked. Soaked over night, then simmered, not boiled.

Camembert Cheese.—We're getting it every Monday now, and as Camembert is now the fashionable after-dinner cheese, you must suggest it to your best trade. The box, 28 cents.

Cailler's Swiss chocolate is a good thing to mention. The Jersey tomatoes at 3 cans for 25 cents, packed at Pennington, should be a big seller. You've got

some new Russian sardines at 10 cents per pound; anchovies the same.

Make a hole in that pile of smoked Norwegian sardines at 10 cents. Makes a nice tasty bite before retiring. They're great on a Uneda biscuit.

The drinking water in our town isn't any too good; why not suggest cider? Keep at the crocks of hard. You've made a splendid start. We may have to put flour back to the old price next week. Mention our own boiling of hams. Sell Swift's Pride soap for \$3.40 a box till further notice.

QUESTION BOX.

No. 1 asks, "Why do you advertise the California celery oftener than the native?" Because we can sell the California for 5 cents the large stalk, and five times as many people are going to eat it—thus a customer bringer.

No. 14 asks, "Is the Scotch ground oatmeal imported?" No, it isn't. But it is the same exactly in appearance as the Edinburgh Scotch standard.

REGARDING BOOK AND OTHER AGENTS.

These must all be turned down in business hours. To do good work the best part of it is done with your brain. Don't care if it's sweeping out or cleaning brass or selling a \$50 order, set the brain to work.

Various Definitions of a Legitimate Retailer.

L. J. Callanan, Well-known New York Grocer, Sends to the "Grocery World and General Merchant" Results of His Recent Campaign to Learn what Really Constitutes a Legitimate Retail Grocer.

In a recent issue the "Grocery World and General Merchant" stated that Mr. L. J. Callanan, the well-known New York City

grocer, had undertaken the collection of a large number of opinions from men presumed to know, to what was a legitimate retailer. The point was supposed to bear on the question whether a retailer should buy from the manufacturer. The result of the collection has been sent the "Grocery World and General Merchant" by Mr. Callanan during the past week, and most of it appears below:—

Mr. John A. Green, secretary National Retail Grocers' Association, does not come out flat-footed and say that the manufacturer should not sell the retailer at the quantity price. He hedges on it.

Mr. C. S. Tuttle, president of New York State Association, defines a legitimate retail grocer as "any one in the business selling direct to the consuming trade, conducting his business honestly, is a legitimate retail grocer."

Mr. Henry Lohmann, president of the Brooklyn Association, says: "The dealer who sells his wares to the consuming public only, and not to be resold in the original packages again, is a legitimate retail grocer." He recognizes hotels, restaurants and cafés or clubs as the consuming public.

Mr. B. Bischoff, ex-president of the Brooklyn Association, says: "In my opinion, a legitimate grocer is simply an honest grocer, a man who conducts his business in an honest and lawful manner, and by fair dealing and giving correct weight and measure endeavors to build up and hold trade."

From D. E. Barnum, secretary Retail Grocers' Association of Birmingham: "A legitimate retail grocer is one who sells to the consumer and buys whenever, wherever and in such quantities as he chooses."

Mr. Joseph A. Weiss, president Rochester Retail Grocers' Association, answered as follows: "If the question, 'Who is a legitimate retailer?' would be answered by a retailer, he would probably say that a legitimate retailer is a grocer who conducts his business in a business-like way, viz., who buys his goods at the best bargain and pays his bills when due; who sells at a living profit and refuses to support the deadbeats; who respects the law of the country and the law of man, etc."

Mr. W. B. Timms, of Austin, Nichols & Co., New York, says: "My individual opinion is that every retail grocer who sells goods to consumers is a legitimate retail grocer. I am sure I don't see how he could be anything else."

Mr. William Smedley, secretary Retail Grocers' Association of Philadelphia, says: "I do not know what the president of the Southern Wholesale Grocers' Association means by a 'legitimate retail grocer.' The average jobber is of the opinion that a legitimate retail grocer is one who permits himself to be furnished with goods exclusively from the wholesaler and who also permits a fatherly influence to be exerted over him by the jobber; in other words, a legitimate retail grocer, according to the definition of our friends, is one who does not think or act for himself and who

shall remain forever in the place he started."

Mr. Henry Farmer, Green Island, N. Y., says: "My definition of a legitimate retail grocer is one who sells his goods to consumers for a fair profit, not trying to cut his brother grocer's head off and is not connected with or backed by any wholesale grocery house."

Mr. Callanan promises to have an answer of his own ready for the next issue.

AMONG THE TRADE.

A part of the general campaign inaugurated by the Apple Exposition in Oregon, reported in a recent issue, has been carried on in Philadelphia during the past week. Both Hallowell and Blank have had magnificent window displays of Oregon apples—some of the finest fruit ever seen in the East. The Oregon Exposition is intended to boom the apple as a food.

The Girard Grocery Co., the new Philadelphia wholesale grocery house, was granted a charter on Thursday last.

There is to be a food show in the Second Regiment Armory, Philadelphia, during March, 1909. It will be conducted by private interests, the Philadelphia Retail Grocers' Association having no connection with it whatever.

Quality Beats Price.

People who want quality expect to pay a price and you make a profit on their trade. You cannot make anything on cheap trade, because you sell to them without a decent profit. Quality customers stick to you because they want quality goods. Cheap customers desert you to buy cheap goods elsewhere. You can win and hold the best quality customers with Libby's meat products. They please the most "finicky" customers everywhere, all the time. And, just to prove that the rest of the argument holds good, you have good profits on all of Libby's meat products, so quality does beat price.

For You, Mr. Clerk

Here's a book that will show you how to make yourself worth more money to yourself and to your employer.

It's Frank Farrington's, "The Clerks' Book," written on purpose to help clerks. It's the business from their point of view.

25c. a copy. 5 for \$1. postpaid.

You want to be the Boss some day? This will fit you to get there quicker and make good when you get there.

When you order include 50c. for a copy of "Talks by the Old Storekeeper." That's a good book that every clerk ought to read too.

We sell these books on the money-back-if-you-want-it plan.

Merchants' Helps Pub. Co.

424 MAIN ST., DELHI, N. Y.



The daintiest food that comes out of the sea is

McMenamin's Deviled Crabs

This succulent dish with the fresh crab-meat flavor and seasoning that gives it just the right "smack," is made from the sweet white meat of selected crabs that are

COOKED, PICKED AND CANNED THE DAY THEY ARE CAUGHT

You've often wished for something that would make your customers' mouths water. You have it now! Here's a tasty, nutritious food that can be prepared for the table by a few minutes' heating, and that people will quickly seize on as a welcome change in diet—could you ask anything better to stir up trade?

Guaranteed absolutely clean and free of preservatives, and will keep sweet and pure in any climate. Shells with every case.

ORDER FROM THE FOLLOWING JOBBERS:

Philadelphia: Githins, Rexasmer & Co.; H. Kellogg & Sons; Lippincott & Co.; Halpen & Green; Barber & Perkins; B. S. Janney, Jr. & Co. Comly, Flanigen & Co.; Alfred Lowry & Bro.; Schwenk & Co.; J. M. Thompson & Co.; W. E. Woodward & Co.; Thos. C. Fluke & Co.

Easton: H. G. Tomblor Grocery Co.

Pittsburg: Otis Shepard & Co.; B. H. Voskamp's Sons; Johnson-Earl Meyers Co.; Geo. S. Daugherty Co.; Haworth & Dewhurst.

Wilkes-Barre: W. M. Miller & Co.

Reading: B. & J. Saylor.

Lancaster: M. S. Miller & Co.

McMENAMIN & CO.

HAMPTON

VIRGINIA

FIVE PRESIDENTIAL ADMINISTRATIONS DRANK OUR COFFEES

This house was established in 1796, while Washington was President, and it is therefore the oldest coffee house in the United States.

We have supplied the White House with coffee during five administrations.

All of which we cite simply to show that we are worthy of your confidence.

We were the first house to pack coffee in one-pound tins, and in that form we pack **Sterling** coffee, which in all our long experience has proved acceptable to more classes of trade than any other blended coffee we have ever known. A rich, mellow, fragrant coffee, full weight, and with all its strength retained by the air-tight tin.

Other leading brands are **Victor**, **Delmonico Blend** and **Somerset Club**. They range from medium and choice grades to strictly fancy, high-grade Private Estate. More about these brands in future advertisements

**Shapleigh
Coffee
Company
Boston, Mass.**

Business Builders


Artificially preserved foods are as dangerous to your business as they are to health. The Government says that they are harmful, which means that their sale is bound to be prohibited. To be safe you cannot afford to carry any but pure goods.

HEINZ

57 VARIETIES

PURE FOOD PRODUCTS

are even purer than the law demands. No preservatives, no coloring matter of any nature. The label on every package guarantees legal protection to you and health protection to your trade.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

PITTSBURG NEW YORK CHICAGO LONDON



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconception. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to
**Legal Editor GROCERY WORLD,
927 Arch Street.**

Question: * * *, Pa.—My present neighbor and I each built a business place on Main street, this town, several years ago. Before either of us built we decided to leave a driveway between our buildings, providing the Borough Council would allow a crossing over the pavement at that particular place. They allowed us to have the crossing asked for, but there is nothing on record to that effect. We have witnesses to prove that the crossing was granted. The above request being granted, we built our buildings narrower than the lots permitted in order to leave room for the driveway. Now the Council is trying to compel us to abandon the crossing, saying that they do not want to drop the pavement at that place or have a pipe in the ditch. Can they compel us to abandon the crossing? How shall we proceed?

We have been driving over the pavement since 1905. During this time we drove over a flagstone pavement, but there was no curb. They notified us to replace the curb some time ago. We refused to replace it. They said if we did not replace it by a certain time (which has expired) they would replace it and make us pay for it. If they replace it we cannot get across the ditch.

Answer.—The permission for the crossing seems to have been a mere license from the borough, which under ordinary circumstances could be withdrawn at any time. The reason why it could is that it was a simple favor granted to private citizens, for their own exclusive benefit, the borough deriving no benefit whatever.

In most States such a license could be withdrawn no matter what the recipients of it had done on the strength of it. In Pennsylvania, however, there is a rule that where a license like this is granted it cannot be revoked where the recipient has incurred trouble and expense on the strength of it. The above corre-

spondents having erected the buildings in such a manner, the strength of the license, that portion of the land becomes was if the license is withdrawn, has a good defense, in my judgment against any effort on the part of the borough to withdraw. There is at least a fighting chance.

Question: * * *, New Jersey
Is it legal to charge compound interest on a mortgage fifteen years old on which no interest has been paid at all? The one I have in mind is held by a firm in New York and recorded O. K. in New Jersey.

Answer.—The policy of the law has always been, and still is, a measure, against compound interest. First, because in the old days it was against any interest whatever; second, because it has been held by some courts to approach usury, and third, because it has also been held that a mortgagee who should have collected his interest when it was due, waived his right to charge interest on it if he did not collect it.

There has been considerable modification in this attitude of hostility, however, and in a case such as this correspondent cites compound interest is quite frequently charged. Indeed, in many jurisdictions it is not considered compound interest at all but simple interest calculated on the overdue installments of regular interest. Certainly it can be collected if there is an express or implied contract or arrangement that interest on the interest shall be paid if the latter is not paid when due.

Where a mortgage was given fifteen years ago, and provided for regular interest annually, and where no interest whatever has been paid, there is, in my opinion, a reasonable chance of collecting interest on the interest, on the ground that the mortgagee is entitled to compensation for the use of his interest money just as he is for use of the principal. I am very clear that it can be collected if there was an agreement to that effect. Such an agreement need not be express; it can be implied.

Florida oranges are coming rather too abundantly. Any thing good brings \$2.50 to \$3 per box, but very little of the present receipts will bring this price. The demand is very fair.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, on request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

the circular would have been in my judgment a whole lot stronger. As to typographical arrangement, I should have separated the bargains by a rule so that each one would have stood boldly out from the others. Something like this:—

No. 1	Seven Cases of Babbitt's Soap, Regularly 35 Cents	25c.
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I don't believe in distributing lines like "These Prices Are Worth Thinking About" through advertising. If the prices quoted really are worth thinking about, they will be thought about without the suggestion. If they aren't worth thinking about, not even the strongest suggestion will get them thought about very seriously. Make an advertisement meat from start to finish; no froth, suds or wordy remarks. I consider the observations under "chickens" just the right sort of

Philadelphia, Nov. 7, 1908.
Editor "Science of Advertising."

Dear Sir:—Inclosed find a circular for criticism. We have sent these through the neighborhood and to people living along the line of our order routes. They are inclosed in envelopes addressed to "The Lady of the House."

Yours truly,
JOHN F. GEARY & Co.

Some care had evidently been taken with the circular enclosed with the above. It was printed on unusually thick, heavy paper. The size was 8½ x 10½ inches, and the following is a photographic reproduction:—

JOHN F. GEARY & CO.,

516 South 52nd Street

BELL 'PHONE

WOODLAND 2698a.

We have good things to eat at prices you can pay. Visit us and be your own judge. Meats have advanced in price, but OUR PRICES remain the same, also the quality is unequalled

BEEF

Prime Rib Roast short top—"delicious"	14c-16c
Chuck Roast, almost as good as the rib	10c-12c
Delmonte Roast, our own "special" try one no waste	18c
Stew Beef (lean)	10c-11c

LAMB?

There is no question as to the quality of our Lambs all young and tender.	
Legs Genuine Lamb	16c-17c
Shoulder Genuine Lamb	12c
Crown Roast, as dainty and delicious good enough for kings	22c
Legs Yearling Lamb	14c
Shoulders	10c

Another big sale of Pork

Pork Shoulders, small lean and tender	12c
Loin Pork Roast	15c
Ends Ham, lean	10c

These prices are worth thinking about

CHICKENS

Young and tender. Fresh killed near-by stock. 20c. lb. You know the kind we have

GROCERIES

Bargain No. 1	Bargain No. 4
Babbitts Soap 7 cakes 25c	To introduce these goods we offer
	1 can Corn
	1 can Peas
	1 can Tomatoes
	25c
Bargain No. 2	Bargain No. 5
DIXONS STOVE POLISH 2 boxes 5c	WAGNERS CATSUP, reg. 20 c bottle 15c
regular price is 5c per box	As good as Mother used to make
Bargain No. 3	Bargain No. 6
QUAKER OATS 3 pkgs. 25c	MATCHES, Red Head 1,000 for 5c
Fresh goods, every one	Cheap enough to burn at this price, the kind that don't fly when you strike

FRESH FRUITS AND VEGETABLES DAILY

Full line new pickled goods, Olives, Catsup's Chow Chow, Chile Sause, etc.

I should have arranged this circular a little differently. The name and address should have gone at the bottom, and the matter advertising the six bargains should have gone at the top under a snappy head. "Groceries" is very inadequate, considering the possibilities of bargain advertising. With the bargain stuff at the top and a head something like "Six Good Grocery Bargains"

stuff. The plan ought to be followed out all through the circular—a crisp, snappy line under every article.

The typographical arrangement of this circular could in my judgment be much improved. The boldface lines are too large, and there is too much boldface. To show a plan of display, I have laid the circular out:—

Six Good Grocery Bargains

No.1		Price	No.4		Price
No.2		Price	No.5		Price
No.3		Price	No.6		Price

Another Big Pork Sale

Our Kind of Chickens

Delicious Lamb and Beef

LAMB

BEEF

We Get Fresh Fruits and Vegetables
Every Day in the Year but Sunday

Name and Address

The Gimbel Assault Against Coated Rice.

Begin a Campaign Against It on Account of Its Glucose and Talc Covering and Introduce Natural Rice Instead. Appearance Very Unprepossessing.

Gimbel Brothers, the Philadelphia department store people who conduct a grocery department, are trying an experiment with the public taste which will be watched with great interest. In spite of the fact that rice has for years been artificially whitened and polished with glucose and talc, and that the consumer has gotten accustomed to the shining whiteness thereby produced, the Gimbels have thrown out this rice and are pushing uncolored rice, which is much inferior in appearance. In waging its campaign, Gimbel Bros. have published considerable matter in their advertisements exposing the status of coated rice under the food laws, and warning consumers against it. To give point to this they have filled one of their Chestnut street windows with the natural rice. Its appearance is not prepossessing. There is very little polish, and the color is dark. The price is 10 to 12 cents per pound. Up to the time when Gimbel Brothers put it in scarcely a

pound of natural domestic rice came to this market, or in fact to any other market. There is no demand for it whatever. One Philadelphia jobber who recently thought he would do some pioneering along this line induced a broker to procure him some samples of uncolored rice, but observed when shown them that he wouldn't have them in his store.

Match Trust Gives Jobber Something on Free Deals.

The National Wholesale Grocers' Association has sent the following information to members:

New York, Nov. 30, 1908.

To Members.

You are materially interested in the information that, due to the persistent efforts of the Manufacturers' Committee of this association, we are now able to advise you that from and after this date the Diamond Match Co. will allow a profit on all free goods handled by their distributors in all territory.

While it is true that our constitution discourages the introductions of "deals" by manufacturers, it must be borne in mind that at times it is in the jobbers' interest to handle same, yet never without a profit.

It is presumed that all wholesale grocers will appreciate the result of the Manufacturers' Committee's efforts and feel convinced that the National Association is looking after the interests of the wholesale grocers.

Yours very truly,
F. W. HANNAHS.

Chairman Manufacturers' Committee.
ALFRED H. BECKMANN,
Secretary.

35% Profit and More For Every Grocer in Mother's Oats

Be Your Own Master!

You can make **Mother's Oats** yield you 35 to 40% profit because we **do not** advertise the retail price **on the package or anywhere else**. You sell at your own prices—any profit you choose to ask.

The manufacturer that **forces** you to sell at the **advertised price** of 10c. regardless of **your** profit uses you as a **convenience**. Don't let anybody dictate a profitless selling price. **Be your own master.**

At 10c. your **gross** profit is only 20%. It costs you 17% to do business. You have only 3% left. Is that enough to **live** on?

Pay no attention to the frantic talk about "advertising that moves the goods." It's **quality** that brings repeat orders.

You are a friend and neighbor of your customers. They **believe** in you. They will accept your **word** as to quality and flavor quicker than they will believe the **cold claims** in advertisements.

Mother's Oats has not been cheapened in quality because of a high oats market. It is still the **best oatmeal** and the best food value in the world.

The National Retail Grocers' Association and all the State and local associations heartily approve our **square deal policy** because it means sincere co-operation and a living profit for every grocer.

Push Mother's Oats

Order through your jobber

The Great Western Cereal Company

CHICAGO

Read Special Circular packed in every case. It means **STILL MORE PROFIT** for you.



"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY

NEW YORK CHICAGO SAN FRANCISCO

Written for the "Grocery World and General Merchant."

Bad Debtors' Wages Ought to be Attached

Secretary Rochester (N. Y.) Retail Grocers' Association Answer
"Collier's Weekly" Article Attacking Law Attaching Wages
Points Out that Retailer is Entitled to as Much Consideration as Delinquent Debtor.

[In "Collier's Weekly," the national weekly periodical published in New York, an article recently appeared attacking the New York law permitting the attachment of wages. The article appeared to be written wholly in the interest of the consumer, and a host of retailers have risen in defence. Not only in New York State, but also in other States having garnishment laws, for if "Collier's" argument is good against the New York State law, it is good against any garnishment law. The defence of a law attaching wages which appears below was written and sent to the "Grocery World and General Merchant" by G. Friesner, Secretary of the Rochester, N. Y., Retail Grocers' Association.]

Recently an article appeared in "Collier's Weekly" severely criticising the garnishment law of New York State and, as I believe it to be a much-needed statute, I should like to say a few words in its defense.

The writer in "Collier's" who attacked the garnishment law, which permits a merchant to withhold part of a man's salary if he earns \$12 or more a week in payment of a debt, takes an entirely erroneous view of the matter.

Certainly the law is a most fair one. It is not aimed at the poor, hard-working man whom sickness or misfortune has overtaken, but at the dead beat. The law is just and right. It does not permit a merchant to take all of a man's salary in excess of \$12 per week, as the writer in "Collier's" seems to think, but allows only 10 per cent. weekly to be withheld, and this only when a man is earning "to the amount of \$12 or more per week." This will work no hardship on any man. In cases of real misfortune, where is the grocer or provision merchant who will not tide his honest debtor along until he is again able to take care of his account?

The writer in "Collier's" is very solicitous for the poor debtor who has a family to support. Should he receive more consideration than the merchant who also has a family to support?

There are by far too many people who live from day to day getting credit for all they can for which they have no intention of paying. And it is against such that the merchant should be protected, and it is against such the garnishment law is enforced.

All grocers should have its protection, but the smaller ones need

it the most, as a majority of them are barely making a living and are not so well off as the average wage earner who can by law, if necessary, collect his wages from his employer.

It has been my experience to know two or three men earning from \$25 to \$50 per week who will pay for nothing they can avoid. Is not the garnishment law a Godsend to merchants who give such people credit?

The writer in "Collier's" intimates that the garnishment law is a benefit to the "loan sharks." If such is the case, it ought not to be necessary to repeal the law, which could be remedied by legislating against the unscrupulous money loaner.

It is difficult to understand how a person who is entirely familiar with the provisions of this law can call it an unjust one, and I would ask that before one criticises it he give it careful consideration.

G. FRIESNER.
Rochester, N. Y.

Destroying Rotten Egg Business May Increase Price for Fresh.

Pennsylvania Food Department Sues
Several Small Men Who have been
Trafficking in Rotten Eggs. Result is
Destruction of Demand for Rotten
Eggs at Nine Cents a Dozen and
May Make Advance in Fresh Eggs
Necessary at Certain Seasons.

The hope of a Philadelphia manufacturer who uses rotten eggs for leather dressing and such purposes, to buy his eggs cheaper, and his effort to bring that about, has stirred up a complication in the Philadelphia wholesale egg business whose end is not yet. The immediate result is to destroy the demand

or rotten eggs from an important source, which will probably make it necessary for the jobbers in eggs to get more money for the fresh.

Every produce jobber in business has rotten eggs and spots around this season. In the spring and early summer time they amount to very little, but in the winter every case of eggs candled reveals a considerable number of eggs for which there is no food market. Up to a few years ago there was no special market of any character for these, and the jobbers in some cases paid \$25 a year to have them carted away.

Some time ago several small foreigners in the southern section of the city started the business of buying these eggs, turning them out of the shell, deodorizing them in some way and selling them to bakers to glaze bread with. The demand from this source became so great that these eggs have been in lively demand at 9 cents per dozen. This compelled the concerns who used them for manufacturing to pay a much higher price than before.

It is said that the manufacturer in question suggested to the Pennsylvania Dairy and Food Department that the business of selling rotten eggs for use in connection with food was illegal. The result was that about ten of the small foreigners referred to have been sued by the Food Department and some of them have paid fines. Their business is destroyed and the stock which formerly commanded 9 cents a dozen is now worth very much less than that.

The practical result of this will be that the wholesale egg dealers will be compelled to make up the loss in some other way. It is not unusual to find enough rotten eggs in a case to represent an item of 2½ cents per dozen on the entire case. Since the 2½ cents, or a portion of it, could have formerly been gotten back by a sale of the bad eggs, the dealer has not had to add it to the price of the fresh.

If nothing can now be obtained from the rotten eggs, the dealer to make himself whole, will have to charge more for the good eggs.



Mapesy, of Cream of Wheat.

Say, what d'ye think of old Cream of Wheat Mapesy, anyway?

Ain't he the prize chump of the county fair?

It just shows that a man can go along with a weak spot in his gut for years without anybody suspecting it. Then all of a sudden something comes up and shows the little weak place that's been there all the time.

The Cream of Wheat people must have thought Mapesy was some good or they would never have given him that job. Maybe he is some good, but for all that he's done something now that's mixed up his concern in the biggest row that ever was.

When Mapesy says there's no need to cater to you fellows, because his goods are called for and you'll sell anything that's called for whether it pays a profit or whether you like the manufac-

turer, there's some truth in what he says. The fool part of his trick wasn't in lying about grocers, because it wasn't all lie, but in waking 'em up to see what easy marks they had been.

A whole lot of you fellows will—what do they call it?—travel along the line of least resistance. What I mean is this: Some woman comes in for Cream of Wheat. It's a darned sight easier to sell it to her than to scrap. And then you're afraid you'll lose her trade if you ain't got it or if you try to sell her something else. You know it don't pay much, but—"well, I'll make it up on something else," and so you lie down and take it.

I agree with any man—at least any man that has competition—that it don't pay to be all the time scrapping with customers. But I don't agree that it takes scrapping in this case, and even if it did, by gravy, I'd scrap rather than sell a thing that I didn't make any money on at all.

What did I say—"Didn't make any money on at all?" Sure, that's what I said and that's what I mean.

"How much do you make on Cream of Wheat?" I asked a

SHE NEEDS NO

"Directions"

Any woman knows about fifty ways to use **Currants**. She doesn't use them as often *now* as she would if you *suggested* them often-er. Now, you've forgotten it possibly, but

They Pay 40% to 75%

You spend lots of time "talking up" some new article to make 10% or 15%. You can tell her, besides speaking of their delicious flavor for buns, puddings, etc., that they are more nourishing than lean beef. Why not

"Freshen up and push
CURRENTS"

Cut This Coupon Out!

IT'S WORTH FIVE POINTS

GET THIS SET

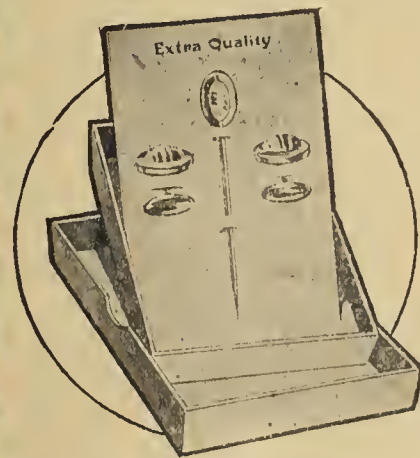
BY PUSHING

Ralston Health Food

AND

Purina Whole Wheat Flour

GUARANTEED GOODS



Try to Earn a Set by Xmas

PLAN: Tags on all "Checker-board" packages and sacks

	COUNT
FOOD Tags (Black) -	2 Points
Flour Tags (Green) -	4 "
Purina Bread Tags (Red) 1	"

*Bakers furnish Purina
Whole Wheat Bread*

Send 100 Points to obtain
Jewelry Set to

Ralston Purina Co.

"Where Purity is Paramount"

ST. LOUIS, MO.

OR TO

T. A. James & Co., Inc., Agents, 12-14-16 Chestnut St., Phila., Pa.

EXPIRES JULY 4, 1909



"Exton" Flavor Made "Exton" Fame

Sixty-one years ago we started to tickle the taste of oyster eaters with the best Oyster Cracker made. It took purest materials, scientific baking and clean handling.

We have *built up the best sale* because we *kept up the best quality*.

You can sell "**EXTON**" OYSTER CRACKERS better than crackers of no certain quality—customers appreciate a store where even the Oyster Crackers are the **BEST**.

A. Exton & Company
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "**EXTON**"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.



ONE Batch As Good

Here and there in the market there may be a batch of print butter as good as **Gurnse**, but goodness is not the only thing **Gurnse** prides itself on. Just as important is *regularity* of goodness—being the same every time, instead of good one time and indifferent the next.

The here-and-there batch that is as good as **Gurnse** usually stands alone. Unless the manufacturer works a lot harder than the average manufacturer is willing to, the retailer who buys it will never find two shipments closely alike.

Who can build up a butter trade on such shifting foundations?

Gurnse butter is the sweetest, richest dairy butter possible to make, not only once but all the time. Wrapped in brine-dipped parchment and packed in handsome cartons.

Packed in 20, 30 and 50-pound boxes—pounds and ½-pounds—
37 cents. Prices subject to market changes.

P. F. BROWN & COMPANY
39 South Front Street PHILADELPHIA

storekeeper in Lebanon, Pa., last week.

"Let's see," he said, and began to figure. "Two and a half cents a package," he added in a minute.

"How d'ye get that?" I asked.

"Why, it costs \$4.50 a case—36 packages. That's 12½ cents a package and I get 15."

That was my little cue for another sermon on figuring in cost.

"But it costs you 20 per cent. to do business if you're like most grocers" I said. "Twenty per cent. of 12½ cents is 2½. At that rate you're making nothing. The stuff costs you 12½ cents plus 2½ cents to do business, or 15 altogether, and you get 15. You're exactly getting your money back."

"Gee," he said, "I believe you're right."

Of course I was right. Figures can't lie, as my little tailor said last week when I wanted him to make my belly band look smaller.

I see now what Mapesy meant when he said that the Cream of Wheat people thought the proper thing to do was to keep grocers poor. Only he said he was doing it by giving 'em only a little profit. He was doing it better than he said—by heck, he ain't giving 'em any!

The grocer's got to sell your goods, has he, Mapesy? By gravy, if I was a grocer I wouldn't have to sell 'em. Neither does any other grocer. You take any town where there's a tight little association and they can sweep the place clean of Cream of Wheat in two weeks. How? Simply by not selling it! I'd tell my customers all about it, if I was running a store. Think any of 'em could insist on my keeping a thing that cost me exactly what I sold it for? If they did, begob, I'd let 'em insist—they could go to thunder! Ask anybody who insists if they'll pay you enough for it so you can make a profit—that'll shut their mouths all right, all right! If they'll pay you 18 or 20 cents for it, that's different. Of course, most people won't pay that for any breakfast food. Then let Mapesy put his own price down. I have no doubt there's a fearful profit on Cream of Wheat. There must be or there wouldn't have been dividends enough to make the stock worth four or five times par.

Mapesy said himself that Vitos was the same thing—Vitos only costs \$4.25. That's a little saved, anyway.

The mistake old Mapesy made was in thinking that grocers were never going to wake up. He thought no matter how loud he talked they wouldn't hear him. He could call 'em all sorts of things; he could rub it all over 'em—they'd keep on sleepily handing out his starvation stuff just the same. Why, Mapesy, old sport, all they needed to wake 'em up was the sound of your sweet voice. They were half awake already, and when you said that they sat right up in bed. They're out now, all dressed, and they're going down to open up the store.

Will they keep on sleepily handing out Cream of Wheat cost 15 cents, selling price 15 cents?

You watch 'em, Mapesy, watch 'em close.

THE STROLLER.

Assistant Postmaster-General Says Rural Delivery Will Benefit Local Merchants.

The annual report of Fourth Assistant Postmaster-General De Graw, made public during the week, recommends rural delivery of packages of eleven pounds maximum at a special postage. The package provision suggested requires Congressional legislation, and is designed to be effective between the distribution post office and the patrons of any rural route emanating from such post office. Such a service, according to the report, would benefit alike the rural delivery patrons and local merchants without injuring or competing with any other service. "It can be given," adds Mr. De Graw, "with the facilities now employed, and would materially increase the revenues of the department. A special reduced rate of postage for merchandise carried only by rural carriers would unquestionably be of material value to the retail merchants on rural routes and at rural delivery distributing centres, as well as enhance the influence of the rural service in making life in the country more attractive." Rural carriers are not now permitted to carry for hire any package that is mailable, as thus they would be competing with their own employer.

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

Three One-Idea Windows.

No. 1.

The first was an olive display. Cover the floor of the window with dark green crepe paper, and if possible have a background of the same color.

Place in the centre of the window a plain white paper napkin or a flowered one. Procure a small glass dish and heap it with large olives, partly covering same with the liquid. Lean a pair of candy tongs on the dish and place one or two bottles of each size of stuffed olives on one side and plain olives on the other in such a manner as to form a broad V, with the dish of olives as the point, placed in such a manner that the point is nearest the background. Suspend your sign about a foot above the dish and word it as follows:—

Crisp, Tasty Olives.
Place a bottle on ice about four hours before using.
Stuffed Olives
10c. and 25c.
Plain Olives
10c., 25c. and 40c.

No. 2.

The second was one of the most simple and at the same time the most effective window seen, considering its simplicity. The bottom of the window was covered with light-green crepe paper and the background was left bare. In the centre was placed a white paper napkin, such as is sold by the Dennison Co. for picnics, etc. In the centre was a pint glass jar filled with corn taken from a can standing empty on the immediate right. On the left stood a sign:

***** CORN.

The finest Maine Corn
on the Market.
15c. a Can; \$1.65 a Dozen.
\$3.20 a Case.

No. 3.

The third was on the same order as the second. The same kind of a display was made, using

asparagus instead of corn. In the centre stood a bunch of asparagus and on each side stood three cans of asparagus, and the following sign was suspended above the centre:—

You'll find that the canned
tastes better than
the fresh.
—As a proof—
—TRY IT—
At —c. a Can.
Tips, —c. a Can,
J. J., Philadelphia.

H. L. LOOP.

Philadelphia, Pa.

"A Christmas Dinner" Window.

Have a couple placards printed to hang in the window. One with the words "Here's the place to buy your Christmas Dinner," or "Come and have your Christmas Menu filled here," and then another card headed "Menu" and a list of dishes for the dinner. For a sample:—

MENU.
Chicken Soup.
Roast Turkey. Cranberry Sauce.
Potatoes a la Duchesse.
Sweet Potatoes. Baked Tomatoes.
Roast Beef. Currant Jelly.
Lima Beans. Celery.
Mince Pie. Pumpkin Pie.
Plum Pudding. Fancy Cakes.
Nuts. Coffee.

Cover the floor of your window with dark-green paper. Then place a table about three feet long and two feet wide, or according to the size of your window, near the centre of the window, leaving a little space in front for goods. The legs of the table can be made of canned salmon placed carefully on each other to the proper height, and the end out of a box will make a good top. Put a white cloth on the table and paper napkin, knife, fork and spoon at each end and sides as for four persons. Then place a large dressed turkey on a platter in centre of table. Place a dish of cranberries, a stand of celery, bottle of olives, ketchup, etc.

Make your table just as attractive as possible. Now, on the floor of the window, in front of

the table, place a display of each article mentioned on your Menu card. A nice basket of potatoes, a nice pumpkin, or a pyramid of canned pumpkins, a pyramid of mince meat, a display of nuts, cakes, coffee, etc.

X X.

Horseheads, N. Y.

"An Afternoon Tea" Display.

This display has been used successfully several times. In winter a good many ladies give afternoon teas. First, lay the bottom of the window with clean white paper. Have a small table with a white cloth in the centre of the window. Set it as attractive as possible. Set cake and tea on the table and have dolls sitting in chairs around table (if preferred, place small packages of tea and boxes of cakes around side and back of window). On one side of the table set a glass cake stand and pile it up with slices of cake, and place boxes of cakes at the foot of the stand. On the other side have fruit the same with boxes of tea at the foot of the stand. Have three signs at the front of the window like the following:—

Try our 60c. best Tea. All blends.	Try our fresh Baked Cake.	We have nice, ripe Fruit.
--	---------------------------------	---------------------------------

And then have a large sign at the back of the window reading:

ARE you going to give an
Afternoon Tea this
Winter? If so, come
to us. We can suit
you in clean, fresh goods
at moderate prices.

You can write or print these signs as it suits you best. Have three boxes in back of the table, one with tea, one fruit and one assorted cakes.

E. J. McComb.

16 Preston street,
West Philadelphia.

ASSOCIATION NEWS.

Los Angeles, Cal.

The associated retail grocers of Los Angeles, Cal., are endeavoring to bring about full-weight packages of butter, so that when they sell their consumers a 2-pound square of butter it will weigh 32 ounces instead of 28 and 29 ounces as it does now.

Tender Threads of Pure Cod

¶ **Talisman Thredded Codfish** is made from clean pieces cut from Talisman Georges Codfish in the packing of wood boxes and middles. Just as pure and good codfish as any, and absolutely boneless.

¶ For winter trade, packed in paper cartons, and for summer, in glass jars.

¶ Every customer who eats breakfast will buy Talisman Thredded Codfish.

Swift & Company



Good Business for You

In asking grocers to handle **Wheatena** we do not approach them as if asking a favor—it is a business proposition as good for the seller as for us.

For **Wheatena** is a thoroughly substantial cereal food. Established as the favorite cereal of thousands of consumers. It sells and it pays the seller a profit that we have never heard complaint of from anybody.

The roasted kernels of hard winter wheat; sterilized by our process and sealed.

The Wheatena Company
Rahway, New Jersey

THE GROCERY MARKETS

Tea.

The tea market has shown fair activity during the week. Holders of desirable grades have found some demand for them, but only for actual wants. Prices show no change whatever, being steadily maintained on the present basis throughout. The present basis, however, is not satisfactory to the average seller, as the margin of profit in many grades is very small, and other grades show no profit at all. The consumptive demand for tea is fair. Here and there is heard discussion as to restoring the duty on tea, but the trade do not seem to think it will amount to much.

Coffee.

With the final adjustment and settlement of December Rio and Santos options, the market has again taken on the same aspect it has presented for the last year. Exchange transactions are again narrowed to selling against actual stock. There is no outside speculative interest whatever and no quotable change in actual Brazil coffees. There is very little activity—simply a hand-to-mouth business such as prevailed throughout the entire year. Better grades of mild coffees are firm, but medium and low grades are inclined to be weak. Java and Mocha are unchanged and are about steady.

Sugar.

The raw sugar market has turned weaker during the week. It looks now as if new Cuban raw sugar would be available soon, which naturally has a softening tendency. The general impression, however, is that no decline in refined will occur, but possibly an advance, as the squabble between the refiners has brought the price below where it would otherwise be. The Federal has announced that it would close down for the balance of the year, thus removing an influence which has precipitated the reduction in prices. If possible, the other refiners may take advantage of this by advancing prices temporarily. The consumptive demand for refined sugar is fair.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is fairly active for the season, but prices are so high as to interfere somewhat with the demand. Sugar

syrup is unchanged and in fair demand. Molasses is well maintained as to price and in fair demand.

Fish.

The fish market is exceedingly quiet. Norway and Irish mackerel are unchanged in price and in very moderate demand. There will be little activity for the balance of the year. Cod, hake and haddock are unchanged in price and in fair demand. Salmon is moderately active at ruling prices. All sardines, domestic and imported, are unchanged and in light demand.

Canned Goods.

The tomato market is weaker and fair standards have been offered during the week at 67½ cents. There still seems to be some confidence in some quarters that the market will improve by-and-by. Corn is unchanged and very dull. Peas are dull also, with a little demand for the cheaper grades. Peaches are scarce, steady to firm in price and quiet. Apples still average about \$2.40 both for new and old. Old goods are about cleaned up. California canned goods show no change whatever and the current demand is light. Small Baltimore canned goods are unchanged and dull.

Dried Fruits.

Prunes are firmer on the coast, though no actual change in price has occurred as yet. The demand is only fair. Peaches have advanced on the coast, but no change has occurred in secondary markets as yet. The demand is not large. Apricots are maintained at the last advance and in light demand. Currants are fairly active at ruling prices. Raisins are unchanged, both as to loose and seeded. There is a new pooling scheme under way on the coast which if it goes through will probably advance prices at least 1 cent. Citron, dates and figs are selling well at unchanged prices.

Eggs.

The egg market is very firm. There is an active demand both for fresh and refrigerator eggs. The receipts of fresh are very light and stocks in storage are decreasing very fast. A short supply is reported everywhere. There will be no relief from the present very high prices until the supply of fresh eggs increases,

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

which it can hardly do for a month yet. The future depends on the weather.

Butter.

There is a very active consumptive demand for all grades of butter, both solids and prints, and the market has advanced 1 cent per pound. Stocks in storage are reducing very fast, and the outlook for the future is a shortage in the fresh supply and firm and higher prices on all grades.

Cheese.

The cheese market has advanced ½ cent per pound, and is very active on all grades. Stocks of cheese are very light and an active demand for all grades can be expected, accompanied by continued high prices.

Beans and Peas.

Domestic pea beans are unchanged in price, imported possibly a shade easier. The demand is fair. Marrows are unchanged as to domestic, but higher as to imported. The quotation on the latter is now \$2.30. California limas are unchanged, both on spot and to come forward, and the demand is fair. Split and dried peas are unchanged and firm. The demand is good.

Provisions.

All cuts of smoked meats are dull and unchanged. The market is still passing through the dullest season, and the consumptive demand is very light. Hams are at their lowest point, and it seems unlikely that they will materially change for some few weeks. After that there will be a larger consumptive demand. Pure and compound lard are unchanged and in fair demand. Bar-

rel pork, canned meats and dried beef are all dull and unchanged.

Produce.

White potatoes, 85 to 90 cents per bushel, demand fair; sweet potatoes, firsts, 55 to 60 cents per basket; seconds, 35 to 40 cents per basket, demand fair; carrots, 30 to 35 cents per basket, demand poor; Jersey cabbage, 12½ to 20 cents per basket, demand fair; York State, \$23 to \$28 per ton; white turnips, 15 cents per basket; yellow, 25 cents per basket, demand fair; beets, \$1.50 to \$2 per hundred bunches, demand poor; New York salad, \$1.50 per basket; Florida salad, \$1.50 to \$2.50 per basket, demand fair; horseradish, \$3.50 to \$4 per barrel, demand poor; watercress, \$1.50 to \$2 per barrel, demand fair; Pennsylvania celery, 6 to 8 cents per bunch; York State and Kalamazoo, 35 to 40 cents per bunch, demand fair; cauliflower, \$4 to \$4.25 per barrel, demand poor; parsnips, \$1 to \$1.25 per barrel, demand fair; pumpkins (Boston squash), 75 cents to \$1 per barrel, demand poor; spinach, Pennsylvania, \$1 to \$1.25 per barrel; Southern, 80 cents to \$1 per barrel, demand fair; oyster plants, \$3.50 to \$4 per hundred bunches, demand good.

Green Fruit.

Apples, per barrel, Kings, \$4 to \$4.25; Baldwins, \$3.25 to \$3.75; Hulbertsons, \$3 to \$3.50; Greenings, \$3.25 to \$3.50; Pippins, \$2.75 to \$3; Northern Spy, \$3.75 to \$4; Bellflower, \$4 to \$4.50; Ben Davis, \$2.75 to \$3, demand good; bananas, large, \$1.25 to \$1.75 per bunch; 8-hands, 75 cents to \$1 per bunch; 7-hands, 60 to 75 cents per bunch; 6-hands,

40 to 50 cents per bunch, demand poor; Florida oranges, \$1.35 to \$2 per box, demand fair; lemons, California, \$3.25 to \$3.75 per box, demand fair; Messina, \$2.75 to \$3.25 per box, demand fair; Florida grapefruit, \$2.50 to \$3.50 per box, demand fair; pineapples, \$2 to \$2.25 per box, demand poor; limes, 80 cents per hundred.

Nuts.

Peanuts, green, choice, $3\frac{1}{2}$ cents per pound; fancy, $4\frac{3}{4}$ cents per pound; jumbo, $5\frac{3}{4}$ cents per pound; roasted, choice, 85 cents per bushel; fancy, \$1.20 per bushel; jumbo, \$1.45 per bushel, demand fair; almonds, paper shell, 14 cents per pound; soft shell, 13 cents per pound; Brazils, 9 cents per pound; filberts, $9\frac{3}{4}$ cents per pound; pecans, 12 cents per pound; walnuts, $11\frac{1}{2}$ cents per pound; mixed nuts, 10 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Imported Fish Products.

Notwithstanding the unseasonable weather, the demand for Holland herring continues quite good. Cables from Holland report an advancing market and a shortage of supplies, but this as yet has had no effect on the American market. Competition here is so strong on Holland herring that prices are unchanged, low and very much below the import point.

Scotch herring, on the contrary, are in good demand and very strong, and supplies of large fulls and also of fulls both Shetland and Eastcoast are getting small. Some very fine Lochfyne herring have arrived and they are eagerly taken by the trade.

Irish mackerel are dull and neglected.

Norway mackerel have been selling more freely of late owing to the very much reduced prices, which makes especially the smaller grades of Norway mackerel a most desirable article to handle.

The sardine situation is unchanged. French sardines are scarce and there is quite a scarcity of Portuguese sardines, as there is no small fish to be had and none being packed at present.

Sprats are in good demand. Supply of new pack cannot be reckoned upon until smaller fish are caught. At present the catch consists of fish which would yield about 4 to 6 fish per Dingley $\frac{1}{4}$ can, which is not at all desirable for the American market.

Anchovies in half barrels are rather scarce, but there is a fair supply of anchovies in tins and fancy white kegs.

Stockfish is now selling rather

briskly and Italian No. 1 of fine quality is getting scarce; very little left over in Norway.

Norway smoked sardines continue in very good demand. Prices are very firm owing to a likelihood of a shortage in supplies, especially of the best grades.

STROHMEYER & ARPE Co.
New York, N. Y.

Baltimore Canned Goods.

No. 1.

Whenever a holiday occurs in the middle of the week it invariably lessens the demand for goods during the remainder of the week. Consequently we had practically only three days' business last week. The demand for tomatoes was, under the circumstances, lighter than it was during the week previous, but the prices are unchanged. The canners take encouragement over the outlook for that article, because of the fact that the selling prices hang stubbornly around the present quotations. Nearly every jobber seems to be waiting until after the opening of the new year before buying tomatoes in larger quantities, but frequently there is a buying movement started during the month of December for delivery after the first of the year, and there are indications that something may be done in that line next month. It is gratifying to know that there has been no speculative buying of large blocks of tomatoes which might be thrown upon the market later on. Speculators can readily find more active fields elsewhere for their endeavors. At the meeting of the Tri-State Canners' Association at Wilmington, Del., on the 19th it was stated that the total pack of tomatoes in the United States this year was 9,000,000 cases, against 13,400,000 cases in 1907. It will be recalled that the tomato market was strong and advancing before the opening of the canning season last August, indicating that the stocks of the 1907 pack had been placed in line of consumption, leaving a fair field for the output of 1908. At the present low prices it is reasonably sure that the consumption of tomatoes during the winter and spring will be quite heavy.

The feature of the market during the past two weeks has been the strength of cove oysters and baked beans, the demand for which was excellent. Sweet potatoes were fairly active also at a lower range of prices, and sauer kraut shows a disposition to advance. Outside of those lines of goods the demand fell off from the previous week, but the prices continued firm all along the line.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

No. 3s full standard tomatoes were offered a year ago at 80 cents

and the market was firm at this figure, notwithstanding the fact that a panic was on and tight money compelled buyers to withhold orders at this extremely low marked-down figure. This year money is plentiful and prosperity rampant, and yet notwithstanding the low down, below cost price of 70 cents, with a pack over 3,000,000 cases short of last year, still the buyer does not enthuse and only buys in order to meet present requirements. Liberal buying would soon force an advance, but the buyer as yet refuses to place orders except in carload lots and as a result the market fails to strengthen, notwithstanding the fact that the total volume of these day-to-day orders for the past week have been unusually numerous and from all sections, with if anything the odds in favor of the West, which would indicate the possibility of an insufficient supply in that quarter to meet current consumption until the next packing season. No. 3s full standard tomatoes are generally firmly held on the basis of 70 to 75 cents factory, with off-standards here and there offered at $67\frac{1}{2}$ cents, while seconds are offered at $62\frac{1}{2}$ to 65 cents, depending upon grade. Gallons are quoted from \$2 to \$2.15, depending upon packer and reputation of brand.

Corn for immediate and de-

ferred shipment is gradually strengthening in tone if not in price. There seems to be no more reason for the prices of corn to retain their present position, or as much as tomatoes, for the pack of corn has been unquestionably lighter during the season of 1908 than it has been for years, and an advance above present prices is almost as much assured as the coming calendar months in their regular succession. Shoepeg corn continues to be offered on the basis of 60 to 75 cents, f. o. b. factory, with some fancy grades being held at 80 cents. Southern-packed Maine style is exceedingly difficult to locate under 65 cents, except one or two small lots, which will not quite pass muster in quality at $62\frac{1}{2}$ cents.

STRASBAUGH, SILVER & Co.
Aberdeen, Md.

Sugar.

There isn't much of a market in raw sugar, but the conditions reigning are keeping prices firm, and the outlook seems all right up to such time as new crop Cubas start to come in. There isn't any too much stock at the refinery ports, the offerings are very light, European prices are being maintained, the demand for refined is fair, and any possibility as to a change in the estimated next year's production is toward a decrease, not an increase. Stocks



Have an "H=O" Department

Make a good display of HORNBY'S OATS; tell your salesman to ask for orders on it; suggest it to customers frequently—first thing you know your "H-O Department" will do the biggest cereal business in your town. This is because it already has the biggest sale and you will be *getting your part of it.*

THE H-O COMPANY

BUFFALO, N. Y.

Coffee Offerings

— BY —

S. H. ANGELL & CO.

Wholesale Coffees and Teas Only

129 Maiden Lane : New York City

Our specialty is low-priced coffees and teas. **Let us know your wants** and we will mail samples and quotations.

If it is low-priced goods you want we will supply your wants.

PURE ROASTED COFFEE SIFTINGS, 300 bags, 3c. per lb.

Something Only Norwegian Fish Have

¶ The finest, richest, most "Sardiney" Sardine we have ever seen, regardless of price, is our **Vita Norwegian Sardines**.

¶ Every customer who likes a Sardine to be something more than a little cured fish; in other words, to have a distinctive flavor, will buy the **Vita** brand eagerly and steadily. It has a flavor that no other Sardine approaches. Only Norwegian fish have that flavor.

¶ Young, tender, silver-skinned fish.

F. H. Phillips & Co. 444-446 GREENWICH ST.
NEW YORK

Not Canned Oysters, But Oysters in Cans

Our **Monogram** Oysters in cans are wholly different from canned oysters, because they retain all the flavor of the fresh oyster. If you are located where you cannot get fresh oysters you can sell the **Monogram** brand with perfect satisfaction. Clean, pure, sanitary and uncontaminated.

Packed in quart cans, and shipped two, three and four dozens to the case. Let us quote prices.

Merrell-Haviland Oyster Company

Boat 2, Foot of Bloomfield Street, New York City



POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

YOU can pay MORE
for ANTEDILUVIAN
brands, but you can't
buy popping corn giv-
ing better yield and
satisfaction to con-
sumers than

"Brad's Tip Top" and "I-X-L"

PHILADELPHIA DISTRIBUTERS

Birdsong & Co., 36 N. Delaware Ave.

held by the refiners and their shipments bought to arrive should be enough to last through the season, but stocks cannot be permitted to get too low, and all lots that come to market are being looked upon at present prices as desirable purchases. The demand for cane refined, while it is being confined largely to the Eastern States, nevertheless amounts to a considerable tonnage, and with no chance of repleting diminished stocks until after the first of the year the inroads made by the demand for refined are a source of strength as regards quotations. With Europe maintaining values the early Cuba shipments will bring good prices. Europe has had a well-supported market. Speculators have been large buyers. The crops in the different Continental countries are coming to an end. The sugar content has been greater so far than last year, although the weight of the roots harvested has been less. The sugar tonnage outturn will be under the first estimates. The decrease in the European beet crop is offset by the expected increased production in the cane crops. It would seem that hope of profit in buying at present prices could be based only upon the expectation of a substantially increased consumption during 1909. The time to speculate in sugar in the United States, both raw and refined, won't come until next spring. There will be profits then for those that buy right, as there are nine years out of ten.

News from Cuba this week states that the growing crop is progressing favorably. About the only thing that can keep Cuba from getting a big crop next year will be a too early starting of the rainy season. That is one of the risks every year, but one that is being minimized each season because of the better equipment and improving facilities of the Cuban factories.

M. G. WANZOR & Co.
New York, N. Y.

Spices.

The market is exceedingly active for spot as well as futures. The tendency of prices is certainly upward and all signs point to a much higher level for 1909.

Pepper.—Spot stocks are very scarce and are firmly held. It is really impossible at times to buy at ruling market quotation. Futures are firmer and when the large increase in demand during the year is considered it looks like higher prices will rule.

Cayennes very scarce and the demand is good.

Cloves.—The market continues active at advanced prices. The crop is no doubt much less than last year. Any changes that will occur are likely to be upward.

Pimento (Allspice) is much firmer, but practically unchanged

during the week. The spot supplies are - decreasing, notwithstanding that there has been some large arrivals.

Mace is very scarce, somewhat firmer and in very good demand.

Nutmegs have advanced during the week. The demand has been large and cables received are quoting much higher values.

Cassias.—Saigon is scarce. Batavia is very steady and good grades continue scarce. China is much higher, both for spot and futures.

Gingers are very much firmer and the demand is excellent at present.

Seeds.—Caraway somewhat firmer, but practically unchanged. Celery, Coriander, Poppy and Mustard all firmly held at unchanged values.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Almeria grapes are somewhat firmer. The price ranges from \$3.75 to \$7.50 per cask and is selling well.

Oregon box apples range from \$2.25 to \$2.50 and are in excellent demand. The variety referred to is "Johnson's."

Florida tangerines range from \$3.50 to \$4 per box and are selling slowly.

Florida beans average \$4.50 per crate, which is high. The supply is light.

Boston hothouse cucumbers range from \$10 to \$11 per box. The demand is light.

Hothouse radishes average \$3 per 100 bunches and are selling slowly.

Long Island cauliflower ranges from \$4 to \$5, which is a high price. The quality is poor and the demand fair.

Florida peas range from \$2.50 to \$3 per crate and are selling very fairly.

California tomatoes average \$1.50 per crate, and Floridas \$3. The demand is only fair.

Florida eggplants range from \$3.50 to \$4. There is a good demand for good stock.

Florida peppers range from \$1.50 to \$2 and are in very slow demand.

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers 1998 cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

FOR SALE.

FOR SALE.—Pure maple syrup, put up in one gallon tin cans. Price, 90 cents per gallon. Arthur L. Young, Attica, N. Y. 25

FOR SALE.—Grocery, meat and provision store, also manufacturer of provisions, in Chester County, about 25 miles from Philadelphia. Doing \$15,000 yearly—one-half cash and one-half credit business which is good. Stock of about \$1,000. Fixtures to be sold at an appraised value, about \$600. This store has netted the owner above all living and personal expenses \$1,000 a year for the last five years. Dwelling for sale, but will rent for \$40 per month. Ill health causes selling. Address, "M. P.," care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa.

FOR SALE.—Post cards—comics—no two alike. 50 for 25 cents; 100 for 40 cents. Address N. H. Breckenridge, Vermontville, New York. 24

FOR SALE.—Bowser self-measuring oil tank. Perfect order. Used 14 months. Will take \$10.50. Verling Harris, 136-138 Northern Liberty Market, 5th and K Sts., Washington, D. C. 24

FOR SALE.—In Lancaster County, store property for \$3,000, which can be bought for half cash and balance on mortgage. This place is occupied at the present time by a first-class general store, and can be bought as an investment on which the rental will pay a big dividend. For further particulars address Robert S. McClure, Bart, Lancaster County, Pa. 25

FOR SALE.—One "Lancaster" Computing Scale. New. \$29 cash, F. O. B., Ashland, Pa. Marble platform style with brass scoops. H. F. Granzow, Ashland, Pa. 24

FOR SALE.—Coal and feed business. Two houses, two warehouses, stable, coal yard, etc., 27 miles from Philadelphia. Doing good business. Must be sold to close estate. Address H., care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa. 25

FOR SALE.—Grocery store in Germantown. Size, 18 x 25 feet. Does \$450 weekly, one-half cash. Stock \$1,500 to \$2,000, but will reduce to suit purchaser. Rent, \$25 for store and dwelling. This is a good paying business and the chance of a lifetime. Write for particulars. "Rare Opportunity," care "Grocery World and General Merchant," 927 Arch St., Philadelphia, Pa. 23

FOR SALE.—Grocery, selling over \$100,000 yearly, all spot cash. In university town, thirty miles from Denver; on four railroads; hourly electric service to Denver. Will sell at invoice. Stock about \$12,000; fixtures \$4,000. Lease on new building, 50 x 120 feet, can be extended. Rent, \$75. This is a bargain. Box 524, Boulder, Col. 23

FOR SALE.—Two thousand pounds of honey in combs, packed in 24 one pound sections for shipping. For price and terms address H. E. Godshalk, 559 W. Chestnut Street, Lancaster, Pa. 23

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days.

Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$700. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$900. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,400 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Size, 18 x 25 feet. Does \$400 weekly, two-thirds cash. Stock about \$600. Uses one team. Good house and stable connected. Net profits 15 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Fixtures and team, \$300; stock inventory. Will take around \$900.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,500-\$2,000. Could be reduced to \$1,200. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$500. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$200, stock at inventory. Take about \$600. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock, \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. Suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 428.—In West Philadelphia. Grocery store, 17 x 40 feet. Does \$15,000 to

\$17,000, two-thirds cash; balance all good trade. Stock \$800 to \$900. No team. Good dwelling. Actual net profits 17 per cent., as expenses are low. Real estate for sale or rent, as desired. Owner's wife don't like the business, which is the only reason for retiring. Will sell at inventory.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

No. 436.—On Germantown Ave., Philadelphia. Grocery and provisions. Store 25 x 60 feet. Does \$30,000 yearly, half cash. Stock carried, \$10,000; but can be reduced one-half. Caters to fine, high class trade, used to paying high prices. Net profits, 20 per cent. Uses three horses and five wagons. Business solid, prosperous and very profitable, but owner wishes to retire. Real estate for sale or rent. Price, inventory.

No. 439.—In West Philadelphia. Groceries, meats and provisions. Store 20 x 30 feet. Does \$550 to \$600 per week, three-quarters cash, balance weekly credit. Stock, \$400. Net profits, 10 per cent. Good dwelling connected. Owner has other business and will sell fixtures at \$1,200, including \$375 cash register and team. Stock at inventory.

No. 443.—In West Philadelphia. Meats and provisions. Size, 15 x 30 feet. Does \$11,000 yearly, three-quarters cash. As stock is turned rapidly, stock of only \$200 is carried. No team. Business very profitable, earns 18 per cent. net. Fixed charges very small. Owner changing business and will sell at inventory. Take around \$600.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

PROSPEROUS CANDY MANUFACTORY AND RETAIL BUSINESS FOR SALE.

We offer a clean, prosperous candy manufacturing, wholesale and retail, business in city of 100,000, within forty-five minutes from Philadelphia. Retail store, 25 x 40 feet; manufacturing building, 58 x 72 feet. Has averaged \$35,000 yearly for the last three years. Retail trade, cash; wholesale, good credit trade. Stock carried in all branches, \$2,000 to \$2,500. The manufacturing business is mostly of penny goods which are sold and delivered by four teams,

which cover a radius of fifteen miles. Manufacturing business is 1000 boxes behind in orders and is in a thoroughly active and prosperous condition. Netted \$3,000-\$3,500 last year. On account of family reasons and sickness owners must go back to family homestead and farm. To make quick sale, only \$3,500 is asked for all fixtures, including teams, store and manufacturing fixtures, and complete manufacturing outfit. Stock at inventory, but can be largely reduced. It is very likely that somewhat under \$5,000 could buy this business. Very fullest investigation.

WARNER & CO.,
927 Arch Street Philadelphia, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?

We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.

In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.

If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.

Write, call or telephone.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

HELP WANTED.

WANTED.—Two high-class tea salesmen for Southern States. Address, Tea Department, American Coffee Co. of New Orleans, Ltd., New Orleans, La. tf

FOR RENT.

FOR RENT.—A rare opportunity. The right man can rent a splendid store stand not encumbered with old and unsalable goods. It is now enjoying a large and profitable trade and has been doing a successful business for over seventy-five years. Located in the heart of the cement region. Address, "Opportunity," the "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa. 26

MISCELLANEOUS.

MR. MERCHANT, DO YOU WANT TO keep your window nice and clear from frost all winter? Send me one dollar and I will send you plan that will do it without any expense and very little trouble. Guaranteed. H. F. Granzow, Ashland, Pa. 24

MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2. if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf

These trade-mark crisscross lines on every package

SPECIAL DIETETIC FOOD

Four for cases of KIDNEY AND LIVER TROUBLES REQUIRING RATHER STRICT DIET

Unlike other foods. Ask physicians. For book or sample, write

FARWELL & RHINES, Watertown, N. Y., U. S. A.

FLI-STIKON THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

FOREIGN AND DOMESTIC FRUITS

UNDER THE DIRECTION OF

R. DAETWYLER & CO., N. E. Cor. Callowhill and Newmarket Sts.

Although our quotations are subject to market fluctuations, we propose, however, to adhere to prices quoted until next issue of this price list, unless market changes are too pronounced. December 7, 1908.

FRUITS THAT PLEASE.—IMPORTANT.

Our stock of Florida and California Oranges is the finest in Philadelphia. Prices no higher than is charged by most dealers for grades of fruit that will not bear comparison.

JAMAICA BANANAS.

Selected, 10 hands, packed 1 in barrel.....	\$2.00 per bunch
Selected, 9 hands, packed 1 in barrel.....	1.50 per bunch
Selected, 9 hands, packed 2 in crate.....	1.25 per bunch
Selected, 8 hands, packed 1 in crate.....	1.10 per bunch
Selected, 8 hands, packed 2 in crate.....	1.00 per bunch
Selected, 7 hands, packed 2 in crate.....	.75 per bunch
Selected, 7 hands, packed 3 in crate.....	.65 per bunch

TANGERINES.

Fancy, 120 to box, per ½ box.....	\$2.25 to \$2.50
Fancy, 144 to box, per ½ box.....	2.25 to 2.50
Fancy, 168-200 per box, per ½ box.....	2.00 to 2.25

MESSINA LEMONS.

Extra Fancy Messina, 300 size, per box.....	\$4.00
Extra Fancy Messina, 360 size, per box.....	3.50
Choice Messina, 300 size, per box.....	3.25
Choice Messina, 360 size, per box.....	2.75 to 3.00

CALIFORNIA LEMONS.

Extra Fancy, 300 size, per box.....	\$4.00
Extra Fancy, 360 size, per box.....	3.75
Choice, 300 size, per box.....	3.50
Choice, 360 size, per box.....	3.50

FANCY FLORIDA ORANGES

Fancy Brights, 96 to box.....	\$2.25
Fancy Brights, 126 to box.....	2.25
Fancy Brights, 150-176 to box.....	2.25
Fancy Brights, 200-216 to box.....	2.25
Fancy Brights, 250-288 to box.....	2.25

Golden Russetts, 96 to box.....	\$1.75 to \$2.00
Golden Russetts, 126 to box.....	1.75 to 2.00
Golden Russetts, 150-176 to box.....	2.00
Golden Russetts, 200-216 to box.....	2.00
Golden Russetts, 250-288 to box.....	2.25

FANCY ALMERIA GRAPES.

Extra Fancy, barrels, weight 65-66.....	\$5.50 to \$6.00
Extra Fancy, half barrels, weight 38.....	3.00
Fancy, barrels, weight 64-66.....	5.00
Extra Choice, barrels, weight 63.....	4.50
Choice, barrels, weight 63.....	4.00

FANCY FLORIDA GRAPEFRUIT

Fancy Bright, 36 to box.....	\$3.00
Fancy Bright, 46 to box.....	3.50
Fancy Bright, 54-64 to box.....	3.75
Fancy Bright, 80-96 to box.....	3.50
Golden Russetts, 36 to box.....	2.25
Golden Russetts, 46 to box.....	2.75
Golden Russetts, 54-64 to box.....	3.00
Golden Russetts, 80-96 to box.....	2.75

NEW JERSEY SWEET POTATOES.

Fancy Primes, per barrel.....	3.25
Choice Primes, per barrel.....	3.00
Large Medium, per barrel.....	2.50
Choice Medium, per barrel.....	2.25

There is Big Money In It If You Go About It Right

A display of particularly fine fruit will attract more attention to your store than almost anything else. There is just one place in this city where you are always sure to get it and that is

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCOTON, OHIO

BALTIMORE PRICES-CURRENT

Corrected Weekly by **ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.**

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.		CANNED FISH.		CANNED FRUITS.		LAUNDRY SOAP.	
Packed in paper-lined fancy bags or paper-lined sugar barrels. Per lb.				Per doz.		Bars. Box.	
"A" Java.....	.26	Salmon—		Apples, 8s, 2 doz.....	.75	Acorn.....	120 2.45
"B" Java.....	.24	Clover Leaf, 1 lb., flat, 4 doz.....	2.10	Blackberries, 2s, 2 doz.....	.75	*Pearl White Floating.....	60 2.40
"C" Java.....	.24	Clover Leaf, 1/2 lb., flat, 4 doz.....	1.25	Blueberries, 2s, 2 doz.....	.95	Ark.....	100 2.00
A-Java and Mocha Blend.....	.24	Sockeye, 1 lb., flat, 4 doz.....	2.10	Cherries, 2s, 2 doz.....	.81	Babbitt's.....	100 8.75
B-Java and Mocha Blend.....	.22	Beward, 1 lb., tall, 4 doz.....	1.45	Gooseberries, 2s, 2 doz.....	1.00	5 box lots freight paid, with 1 1/2 box	
"A" Mocha.....	.24	Jockey, 1 lb., tall, 4 doz.....	1.50	Pie Peaches, 3s, 2 doz.....	.97	"1776" or 100 cakes Best Soap free...	4.25
"B" Mocha.....	.22	Buster Pink, 1 lb., tall, 4 doz.....	1.00	Pears, 8s, 2 doz.....	.95	10 box lots freight paid, with 3 boxes	
"C" Mocha.....	.20	Arctic Belle, 1 lb., tall, 4 doz.....	.95	Sliced Pineapples, 2s, 2 doz.....	1.25	"1776" or 200 bars Best Soap free....	4.20
Laguayra (Washed Caracas).....	.18	Argo, 1 lb., tall, 4 doz.....	1.50	Singapore Pineapples, 1 1/4s, chunks, 4	1.25	Buffalo Oleine.....	60 2.40
"A" Maracaibo.....	.18	Sockeye, 1/2 lb., flat, 4 doz.....	1.45	doz.....		Washday.....	120 2.00
"B" Maracaibo.....	.17	Iceberg, 1 lb. tall, 4 doz.....	1.45	Singapore Pineapples, 10c. chunks, 4 doz.	.95	*Bee.....	100 8.90
"A" Santos.....	.16	Hawkeye, 1/2 lb., flat, 4 doz.....	1.00	in case.....	.90	*Big Schooner.....	100 3.75
"B" Santos.....	.15	Lobsters—		Grated Pie Pineapples, James, 3s, 2 doz. ...	.90	*Fels-Naptha.....	100 4.00
"C" Santos.....	.14	Gold Label, picnic size, 4 doz.....		Raspberries, 2s, 2 doz.....	.95	Hoefner's Tiger Borax.....	100 8.75
Peaberry Santos.....	.14	Beaver, 1 lb., flat, 4 doz.....	1.50	Strawberries, 2s, 2 doz.....	.95	*Fairy Oval.....	100 4.00
"A" Rio.....	.12	Star, 1/2 lb., 8 doz. in case.....	2.45	Standard Peaches, Sunset 8s, 2 doz.....	1.90	*S. A. Gambrell, Oleine.....	60 2.40
No. 1 Rio.....	.11	Star, 1/2 lb., flat, 4 doz.....	2.45	California Apricots, 2 doz.....	1.90	*Globe Oleine.....	60 2.40
No. 2 Rio.....	.09	Gold Label, 1/2 lb., flat, 8 doz.....	2.45	California Cherries, 2 doz.....	2.60	*Ivory, 6 oz.....	100 4.00
Lipton Special Mocha and Java, 1 lb. cans	.27	Beaver, 1/2 lb., flat, 8 doz.....	2.45	California Peaches, 2 1/2s, 2 doz.....	2.35	*Ivory, 10 oz.....	100 7.00
Lipton Perfection, 1 lb. cans.....	.20	Clams—		Wheeler Peaches, 3s, 2 doz.....	1.25	*Kirkman's.....	100 8.75
Battleship, 1 lb. packages, any quantity...	.15	Gold Label Brand, 1 lb., tall, 4 doz.....	1.10	Sliced California Peaches, 1s, 4 doz.....	1.85	*Kirk's Oleine.....	60 2.25
Log Cabin, 1 lb. packages, 100 to case.....	.14	Herring Roe—				*Lenox.....	100 8.00
Arbuckle's, 100 lbs. to case.....	15.00	Old Virginia 2s, 2 doz.....	1.50			*Lifebuoy.....	50 2.00
King Bee, 100 lbs. to case.....	15.00	Mackerel—				*Fairbank's Tar.....	100 3.75
Seven Day, 100 lbs. to case.....	15.00	Mackerel in sance, oval.....				*Magic Cleaner.....	100
TEA.		OYSTERS.		SALT.		TOILET SOAP.	
Per lb.		per case.		Per sack		Bars. Box.	
No. 25 Gunpowder.....	.24	Standard, 5 oz., 2 doz.....	.80	Fine Table, Large Sack.....	.90	*Octagon.....	100 8.90
No. 25 Gunpowder.....	.35	Sardines, in Oil—		Kiln Dried.....	1.00	*Philadelphia Oleine.....	60 2.40
Best Gunpowder.....	.45	1/2 oil, 100.....	6.50	Fine Table, bushel sacks.....	.35	*P. & G. Oleine.....	72 8.00
No. 25 English Breakfast.....	.20	Gold Label, 1/2 oil, 100 cans.....	3.50	Ground Alum, 140.....	.63	Premium.....	100 3.75
No. 25 English Breakfast.....	.83	Standard, 1/2 oil, 100.....	8.50			*Santa Claus.....	100 3.15
Best English Breakfast.....	.40	1/2 lb., oil, with key, 100.....	8.75			*Star.....	100 8.00
No. 25 Moyune Gunpowder.....	.33	Epicurian, 1/2 oil, fancy cartons, 100 cans	4.50			*Sunlight.....	100 4.00
No. 25 Moyune Gunpowder.....	.38	1/4 Mustard Sardines—				*Sunshine.....	120 2.45
Best Moyune Gunpowder.....	.50	Gold Label, 100 cans.....	6.50			Star Oleine.....	60 1.75
No. 25 Imperial.....	.33	Standard, 100 cans.....	3.65			*Sunny Monday.....	100 4.00
No. 25 Imperial.....	.35	Leon D'or Brand, 100 cans.....	4.50			*White Cloud.....	100 3.90
Best Imperial.....	.50	1/4 Mustard Sardines—				*Wonder Worker.....	100 4.00
No. 25 Oolong.....	.28	Gold Label, 50 cans.....	4.50			Wonder Worker Chips.....	4 doz. 2.08
No. 25 Oolong.....	.35	1/2 Mustard, 50 cans.....	2.95				
Best Oolong.....	.45	Harbor Brand, 48 cans.....	3.75				
Young Hyson.....	.35	Imported Sardines—					
Japan.....	.35	1/2 Oil, Martell Brand, 100 cans.....	16.00				
Hono 1/2 and 1/4 lb. packages.....	.50	1/2 Oil, Marie Elizabeth, boneless, 100 cans	16.00				
Silver Moon.....	.27	1/4 Oil Imported—					
Silver Bell, 1 lb. packages.....	.25	Martell, 100 cans.....	9.75				
Salada (Ceylon and India Tea)—		North Cape, Smoked, 100 cans.....	8.50				
Green, Black and Mixed, 1/2 and 1/4 lb.		Grietta, with key, 100 cans.....	9.50				
packages, 10 lb. to box.....	.45	King Oscar, 100 cans.....	9.50				
Green, Black and Mixed, 10c. packages,							
5 doz. to box.....	.90						
DRIED AND EVAPORATED		CANNED VEGETABLES.		MOLASSES AND SYRUPS.		SCOURING SOAP.	
FRUITS.		Per doz.		Per gal.		Bars. Box.	
Per lb.		Per doz.		Case.			
Apples—		Baked Beans—		St. Clair, N. O.....	.87	Flash, for the hands.....	100 cans 6.50
Evaporated, 50 lb.....	.08	Pin Money, 3s, sance, 2 doz.....	1.50	Kingsland, N. O.....	.80	Grand Pa's, small size.....	100 8.85
Evaporated, 1 lb. packages, 4 doz.....	.08 1/2	Pin Money, 2s, sance, 2 doz.....	1.15	Julian F. Bradshaw's Molasses, No. 44.....	.33	Grand Pa's, small size.....	50 1.95
Dried, 50 lb.....	.05 1/2	Pin Money, 1s, sance, 4 doz.....	.85	Cheapside Molasses.....	.28	Grand Pa's, large size.....	50 8.25
Peaches—		Pin Money, 3s, plain, 2 doz.....	1.45	Black Strap Molasses.....	.18	Sweet Maiden.....	1 doz. .40
Standard, 50 lbs.....	.06 1/2	Wagner's, 1s, tall, 4 doz.....	.48	Gilt Edge Syrup.....	.32	Brown Windsor, Violet, Golf, Turk-	
Choice, 50 lbs.....	.08	Wagner's, 8s, plain, 2 doz.....	1.03	Gold Medal.....	.32	ish Bath, Elder Flower, Dairy	
Extra Fancy, 25 lbs.....	.10	Wagner's, 3s, sance, 2 doz.....	1.08	King Syrup.....	.82	Queen and Rose.....	1 doz. .40
Apricots—Evaporated		Excursion, 8s, sance, 2 doz.....	.85	Orange Brand Syrup.....	.83	Mottled Castile, 36 lb.....	per lb. .08
Standard, 25 lbs.....	.09	Saratoga, 2s, 2 doz.....	.60	No. 6 Amber Syrup.....	.30	White Castile, 36 lb.....	per lb. .10
Choice, 25 lbs.....	.11	Corn—		California Amber Drips, 2s cans, 2 doz.....	1.90	Conti, imported Castile, 36 lb.....	per lb. .13
Currents—		Pin Money, Shoepeg, 2s, 2 doz.....	.85	California Amber Drips, 2 1/2s cans.....	2.20	Oat Meal.....	per doz. .40
Package, 36.....	.08 1/4	Standard Shoepeg, 2s, 2 doz.....	.80	California Amber Drips, 8s cans, 2 doz.....	2.50	Glycerine.....	per doz. .40
Bulk, 25 lbs.....	.08	Belmont Cream, 2s, 2 doz.....	.90	California Amber Drips, 1/2 gal. cans, 1 doz.	2.20	Jap Rose.....	50 3.75
New Figs—		Winor Brand Kernelled Corn, 2 doz.....	1.45	Calvert Brand Pure Porto Rico.....	.22	Sweetheart.....	50 1.90
Box, 10 lbs.....	.10	Peas—				Lava.....	100 8.75
Mats, 1 lb.....	per doz.	Foot & Co., extra sifted, 2 doz.....	1.25			Pearl.....	60 2.40
Citron—		Belle Brand, 2 doz.....	.85				
American Brand, 10 lb.....	.15	Little Fellow, 2s, 2 doz.....	.85				
American Brand, 25 lb.....	.15	Rob Roy, 2s, 2 doz.....	1.50				
Dates—		Pin Money, petits pois, 2 doz.....	.95				
Package, 30 1 lb.....	.06 1/2	Pin Money, standard early June, 2 doz.....	18.50				
Stuffed, 1 lb.....	per doz.	French, extra fins, 100 in case, per case,	18.50				
New Prunes—		Pin Money Combination—					
30-40, 25 lbs.....	.09 1/4	2s, 2 doz.....	.85				
40-50, 25 lbs.....	.08 1/4	Kidney Beans—					
50-60, 25 lbs.....	.07 1/4	2s, 2 doz.....	.75				
60-70, 25 lbs.....	.07 1/4	Lima Beans—					
70-80, 25 lbs.....	.06 1/4	Derby, soaked, 2s, 2 doz.....	.80				
80-90, 25 lbs.....	.06 1/4	Standard, 2s, 2 doz.....	1.00				
90-100, 25 lbs.....	.05 1/4	Little Darling, 2 doz.....	1.30				
100-120, 50 lbs.....	.04 1/4	Pumpkins—					
Raisins—		3s, 2 doz.....	.90				
3 Crown, 50 lb.....	.06 1/4	No. 10.....	.06 1/4				
2 Crown, 50 lb.....	.05 1/2	String Beans—					
London Layers, clusters, 20 lbs., per box	1.75	2s, 2 doz.....	.65				
London Layers, 20 lbs.....	per box	Pin Money Vegetables—					
Seedless Sultana, 50 lb.....	.07 1/4	2s, 2 doz., 12 kinds in can.....	.85				
Seeded, 36 1 lb. packages.....	.07 1/4	Sweet Potatoes, 3s, 2 doz.....	.87 1/2				
Sultana, 36 1 lb. packages.....	.07 1/4	1s Pulp, for soup.....	.42				
Sultana, bulk, 25 lb.....	.10 1/2	Succotash—					
Thompsons Bleached Sultana, 50 lb. bxs.	.10 1/2	2s, 2 doz.....	.95				
		Tomatoes—					
		Pin Money, whole, 3s, 2 doz.....	.90				
		Standard, 3s, 2 doz.....	.85				
		No. 10, 1/2 doz.....	2.35				
		Fair Quality, 3s.....	.80				
		2s, 2 doz.....	.65				
BEANS, PEAS, Etc.		SUGAR.		MATCHES.		SEEDS.	
Per bush.		We do not handle imported sugar.		Per gross			

NEW YORK PRICE-LIST

NOTE.—Prices are those prevailing on date of issue. Corrected Weekly. Invariably F. O. B., New York.

— I —

MOLASSES.

Porto Rico Molasses—		Per gal.
Fancy, bbls.....	.42	@ .45
Choice, bbls.....	.38	@ .40
Good, bbls.....	.26	@ .30
Fancy, qt. jars.....	per doz.	1.20
New Orleans Molasses—		
Fancy Open Kettle—New Crop.....	.42	@ .44
Fancy.....		.38
Choice.....		.36
Prime.....		.29
No. 10, ½ doz. in case, in tins.....	Per doz.	4.75
No. 5, 1 doz. in case, in tins.....	"	2.75
No. 3, 2 doz. in case, in tins.....	"	1.50
No. 2, 3 doz. in case, in tins.....	"	1.00

PURE SYRUPS.

Gilt Edge Drips, in bbls.....		·33
Robin Hood, in bbls.....		·28
Various Grades, in bbls.....	.18 @	·19
Lyle's Golden Drips, 2-lb. tins, 2 doz.		
in case.....	Per case	1.90

SALT FISH.

Mackerel.

	<i>Gross Weights</i>	350	160	77	20
	Count (about) to bbl.	200lb.	100lb.	50lb.	8lb.
Bloater, Norway.	None				
No. 1, Norway...	None				
No. 2, " ...	None				
No. 3, " ...	325-350	25.00	13.05	6.65	1.20
No. 4, " ...	400-450	22.00	11.55	5.90	1.08
Fancy Shore					
Bloaters.....	95-105	30.00	15.55	7.90	
No. 1, Shore.....	160-175	26.00	13.55	6.90	
No. 1, New Cape					
Shores	110-115	15.00	8.05	4.15	.80
No. 1, New Cape					
Shores	160-170	16.00	8.55	4.40	.84
No. 1, NewH'fax.	160-170	15.00	8.05	4.15	.80
No. 2, New Irish.	325-350	17.00	9.05	4.65	.88
No. 2, New Irish.	350-400	16.00	8.55	4.40	.84
No. 2, New Irish.	400-450	15.50	8.30	4.28	.82

Boneless Codfish.

	In box.	Per lb.
White Seal, Middles, Finest Georges.....	40 lb.	.12½
Prize Strips, Middles, Finest Georges.....	40 lb.	.09¾
Prize Strips, Middles, Finest Georges.....	20 lb.	.10
Satin Middles, Fancy.....	40 lb.	.09½
Brilliant Strips	40 lb.	.08½
Brilliant Strips	2c lb.	.08¾

Herring.

New Medium, Scaled.....	Per box	.15½
skinless and Boneless, 10-lb. boxes.....	Per lb.	.14
Star Boneless, large tins, 1 doz. in box..	Per doz.	1.50
Star Boneless, Dime tins, 2 doz. in box.	Per doz.	.90

TEAS.

Oolong (Formosa & Foochow)—	Per lb.
Fair to fancy.....	.18 @ .75
Japan—	
Fair to choicest.....	.20 @ .45
Basket Fired Japan—	
Fair to choicest.....	.22 @ .45
Japan Dust—	
Fair to good.....	.12 @ .15
Young Hyson—	
Fair to fine.....	.17 @ .50
Hyson—	
Fair to choicest.....	.16 @ .35
Gunpowder—	
Fair to choicest.....	.19 @ .60
Imperial—	
Fair to choicest.....	.32 @ .60
English Breakfast—	
Fair to choicest.....	.17 @ .55
Ceylon and India—	
Fair to fine.....	.20 @ .55

ROASTED COFFEES.

Sumatra—	-	Per lb.
Mandheling, fancy.....	.....	.34
Old Government, best.....	.....	.27
“ choice .....	.....	.25
“ prime .....	.....	.23
“ good.....	.....	.23
Mocha—		
Genuine Arabian .....	.....	.26
Windsor Blend.....	.....	.23

—2—

Maracaibo—		
Cucuta, best.....	..	.17
“ choice .....	..	.16
“ prime .....	..	.15
“ good .....	..	.14
Laguayra—		
Caracas, finest .....	..	.18
“ choice .....	..	.16
Peaberry—		
Santos, fancy .....	..	.16
“ choice .....	..	.15
“ fine .....	..	.14
Rio, fancy .....	..	.15 $\frac{1}{2}$
“ choice .....	..	.14 $\frac{1}{2}$
“ fine .....	..	.13 $\frac{1}{2}$
Santos—		
Best.....	..	.15
Choice.....	..	.14
Prime.....	..	.13 $\frac{1}{2}$
Good.....	..	.12 $\frac{1}{2}$
Fair.....	..	.11 $\frac{1}{2}$
Rio—		
No 1, golden .....	..	.15
No. 2 .....	..	.14
No. 3 .....	..	.13
No. 4 .....	..	.12 $\frac{1}{2}$
No. 5 .....	..	.12
No. 6 .....	..	.11 $\frac{1}{2}$
No. 7 .....	..	.11

SPICES.

Whole, bags or bbls—			Per lb.
Allspice.....			.08
Cassia buds.....			.28
Cinnamon, select grade.....			.12
“ Batavia .....			.25
“ Saigon .....			.50
Cloves, Zanzibar.....			.14
“ Amboyna .....			.24
“ Penang.....			.30
Ginger, African.....			.10
“ Jamaica, bleached.....			.22
Nutmegs, 75@ 80s.....			.25
“ 110s.....			.20
Black Pepper, Singapore.....			.09
“ shot.....			.10
White Pepper, Singapore.....			.14
Red Peppers.....			.12
Pure Ground, Highest Grade—	Bbls. and 1½-bbls. Per lb.	Boxes 6, 10, 15-lb. Per lb.	4-oz. tin cans, 2 & 4 doz. case Per doz.
Allspice.....	.10	.12	.71
Cinnamon.....	.16	.19	.92
Cinnamon, Saigon.....	.60	.62	2.42
Cloves.....	.18	.20	1.00
Ginger, Borneo.....	.14	.16	.82
Ginger, Jamaica.....	.24	.27	1.23
Mace.....	.62	.65	2.48
Mustard.....	.16	.19	.94
Nutmegs.....	.23	.25	1.15
Black Pepper.....	.10	.12	.70
White Pepper.....	.16	.19	.94
Cayenne, Red Pepper....	.18	.20	1.00
Paprika, Hungarian.....			
Red Pepper.....	.30	.34	1.44
Assorted Spices.....			.88

CANNED GOODS.

Vegetables.

Asparagus—		Per doz.
Mammoth, white, 2½s, California...		4.50
Medium, green, 2½s, California....		3.25
Tips, green, 1s.....		1.85
“ white, California, 1s.....		3.75
Beans, Baked—	Plain.	Sauce.
Sunbeam, 4 doz. No. 1.....	.70	.80
“ 4 “ “ 2.....	1.10	1.15
“ 4 “ “ 3.....	1.40	1.45
Van Camp, 4 “ “ 1.....		1.00
“ 4 “ “ 2.....		1.50
“ 4 “ “ 3.....	1.85	1.85
Snider's, 4 “ “ 1.....		.90
“ 4 “ “ 2.....		1.40
“ 4 “ “ 3.....		1.80
B. & M., 2 “ “ 1.....	.65	.70
“ 4 “ “ 3.....	1.50	1.70
Beans, Lima—		
Royal Scarlet, tiny, 2 doz., No. 1		1.10
Sunbeam, small, N. J., No. 2.....		1.50
Valley Field, medium, N. J., No. 2.....		1.00
Our Chef, medium, N. Y., No. 10.....		6.75
Beans, Stringless—		
Royal Scarlet, fancy, No. 2.....		2.10
Robin Hood Refugees, No. 2.....		1.35
Lehigh Valley, N. Y., No. 2.....		1.00
Sunbeam, fancy, No. 2.....		2.00
Acmes, small, Refugees, No. 2.....		1.25
Red Jacket, whole, No. 10.....		4.25
Boyers, string, No. 2.....		.70
Peas—		
Smallest sifted, 2s		2.10
Extra sifted, 2s.....	1.60	@ 1.75
Sifted, 2s	1.15	@ 1.35
Telephone, 2s.....		1.25
Sweet wrinkled, 2s.....	1.40	@ 1.60
Standard Early June, 2s.....	1.00	@ 1.10
Soaked, 2s.....	.75	@ .80

—3—

Succotash—		
Extra fancy Maine, 2s.....		1.40
Fancy Maine, 2s	1.10	@ 1.25
Extra standard, 2s.....	.95	@ 1.00
Pumpkin—		
Fancy, 3s.....	1.10	@ 1.20
“ gals.....		2.40
Squash—		
Fancy, 3s.....		1.20
Tomatoes—		
5½ in. cans, fancy New Jersey.....		1.60
5½-in. cans, extra standard New Jersey		1.40
5-in. cans, standard New Jersey ...		1.15
Standard Maryland, No. 3 .....	.95	@ 1.00
2-lb. cans.....	.75	@ .80
Standard New Jersey, gals.....		2.75
Extra standard Maryland, gals.....		2.50
Glass jars, qts.....		2.75
Beets—		
Fancy Strawberry, 3s.....	1.40	@ 1.60
Cut, 3s	1.10	@ 1.15
Sweet Potatoes, 3s.....		1.15
Sauer Kraut, 3s.....	.95	@ 1.10
Spinach—		
Standard Maryland, 3s.....	1.15	@ 1.40
Fancy New Jersey, 3s.....	1.40	@ 1.65
Gals.....	4.75	@ 5.00

FRUITS.

California.

Apricots—			Per doz.
Extra, 2½s			2.25
“ standard, 2½s.....			1.75
Standard, 2½s.....			
Gals.....	5	25	@6.25
Cherries—			
Extra, white, 2½s.....			2.75
“ standard, white, 2½s.....			2.40
Standard, white, 2½s.....			2.35
Extra standard, gals.....	7	50	@9.25
Bartlett Pears—			
Extra fancy, 2½s			3.25
“ 2½s.....			2.40
“ standard, 2½s			2.40
Standard, 2½s.....			2.00
Plums, Egg or Gage—			
Extra fancy.....			2.75
“ standard, 2½s.....			2.00
Standard, 2½s.....			1.75
Gals.....	5	50	@7.00
Peaches—			
L. C., extra fancy, 2½s.....			3 25
“ “ 2½s.....			2.75
Crawford, extra fancy, 2½s.....			2.75
“ “ standard, 2½s.....			1.85

Eastern.

Pears—			
Fancy New York, 2s.....			1.75
" State, 2½s.....			2.90
Standard, 2s.....			1.50
Pineapples—			
Sliced or grated, 2s.....	2	25	@ 2.40
" 1s.....	1	10	@ 1.20
Pie, grated, gals.....			3.00
Singapore, 1½s.....	1	15	@ 1.25
Plums, egg, 3s.....			
" gage, 3s.....			
Apples—			
Gals.....			2.25
Strawberries—			
Fancy, 2s.....			3.00
Extra, 2s.....			1.85
Raspberries—			
Red, fancy, 2s.....			2.75
Standard, 2s.....			

FISH.

Lobster—		
Flat, 1s.....		5.00
“ ½s.....	2.50	@ 2.75
Kipped Herring—		
1s.....		1.50
Alaska Salmon—		
Pink, 1s.....		1.10
Medium Red.....	1.25	@ 1.30
Choice Red, 1s.....	1.40	@ 1.50
Columbia River Chinook Salmon—		
Flat, ½s.....	1.25	@ 1.30
Tall, 1s.....		2.00
Flat, 1s.....		2.20
Oval, 1s, steaks.....		3.00
Sardines—		
Domestic, ¼s, oil, 100 tins.....	3.35	@ 3.00
“ ¾s, mustard, 50 tins.....	2.65	@ 4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs. ....	.14
Smyrna Sultana, choice, 4 crown, 30 lbs.	

-4-

Cleaned Sultanas—	
Smyrna, fancy, 1-lb. cartons.....	.15
" choice, 1-lb. cartons	
California, 1 lb. cartons	
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	
California, 4 crown, 50 lbs.....	.07
" 3 crown, 50 lbs. ....	.07
" 2 crown, 50 lbs. ....	.06
Figs—	
Baskets, 1 and 2 lbs.	15 @.18
Layers, 2 $\frac{3}{4}$ in., 10 lbs.	
2 $\frac{1}{2}$ in., 12 lbs.	
2 $\frac{3}{4}$ -in., 12 lbs.....	.08
2-in., 12 lbs.....	
Currants—	
Fancy, 1-lb. cartons.....	.1
Cleaned, choice, 1-lb. cartons.....	
Bulk, choice, 50 lbs.....	.08
Natural, choice.....	.06
Citron—	
According to quality .....	.14 $\frac{1}{2}$ @.17
Lemon Peel—	
According to quality .....	.11 $\frac{1}{2}$ @.13
Orange Peel—	
According to quality .....	.11 $\frac{1}{2}$ @.13
Fard Dates—	
60 lbs., bulk	
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.04
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30 .....	.12
30@40, choice.....	.08
40@50, " .....	.08
50@60, " .....	.07
60@70, " .....	.07
70@80, " .....	.06
Choice, 50-lb. box—	
60@70, 80@90	
70@80, 90@100	
Fancy, 25-lb. boxes—	
40@50.....	.1
50@60.....	.10
60@70.....	.10
70@80.....	
Oregon, 25-lb. boxes—	
30@40.....	.08
40@50.....	.07
Apples—	
Fancy, 50 lbs.....	.12
" 1-lb. cartons	
Prime, 50 lbs.....	.08
Choice, 1-lb. cartons .....	.11
Peaches—	
Fancy, peeled, 25 lbs	
" unpeeled, 25 lbs .....	.09
Extra choice, Muir .....	.08
Apricots—	
Royal, extra fancy, 25 lbs.....	.14
" fancy, 25 lbs.....	.11
" choice, 25 lbs.....	.09
Moorpark, fancy, 25 lbs.....	

NUTS.

Almonds—		
Jordan, shelled, large, 28 lbs.....	.48	@ .52
Valencia, 28 lbs.....		✓ .33
Flot, shelled.....		
In shells—		
California, paper shell, 80 lbs.....		
French Princess.....		.17
Tarragona, 120 lbs.....		.15
Hard Shell, 100 lbs.....		
Brazils—		
New, large, 180 lbs.....		.10
Filberts—		
Turkish		
Sicily, 130 lbs.....		.10
Jumbo, Naples, 110 lbs.....		
Long, Naples, 110 lbs. ....		.13
Pecans—		
Polished, 80 lbs.....	.11	@ .14
Louisiana, paper shell		
Walnuts—		
Chili, 1907 crop .....		.12
Grenoble, 220 lbs.....		.15
Marbots, 110 lbs.....		
Cornes, 110 lbs.....		
Mixed Nuts—		
Strictly fancy, 25 lb. boxes.....		.16
Extra choice, 25-lb. boxes.....	.13	@ .14
Choice, 125-lb. bags.....	.11	@ .12

IMPORTED GROCERIES.

Imported Sardines, 100 in case—	Per case.
Reduced, $\frac{1}{4}$ s, boneless.....	
“ $\frac{1}{4}$ s, with bones.....	7.00@22.00
French, $\frac{1}{4}$ s, boneless.....	
“ $\frac{1}{4}$ s, with bones.....	17.00@22.00
High, $\frac{1}{4}$ s, boneless.....	24.50@27.00
$\frac{1}{2}$ s, boneless.....	15.00@40.00
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00@20.00
Mushrooms—	
$\frac{1}{2}$ s, according to quality.....	16.00@35.00
$\frac{1}{4}$ s, according to quality.....	15.00@20.00
String Beans—	
According to quality.....	12.00@17.00
Lima Beans—	
According to quality.....	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni cartons. 25 lbs. 1 lb.	.08@ .00 $\frac{1}{2}$

CORRECTED WEEKLY.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY.	
	Column.		Column.		Column.	Standard Weights per Bushel.	
Butter	6	Canned Corn.....	7	Dates.....	20	Marrow Beans.....	60 lbs.
Cheese.....	16	Provisions.....	24	Figs.....	20	Medium Beans.....	60 "
Dressed Poultry.....	25					Pea Beans.....	60 "
						Red Kidney Beans.....	58 "
						Hominy.....	56 "
						Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

-I-		-2-		-3-		-4-	
SUGAR.		GUNPOWDER—Choice to Extra.....		McCormick & Co., Banquet brand, Ceylon,		Rumford Baking Powder:—	
Confectioners' Lozenge, XXXX.....	5.00	Choicest.....	29 @ 35	Blended, etc.—	Per lb.	5c.-tins, 4 doz.....	per doz. .45
" Powdered.....	4.90	Motune—Good.....	27 @ 30	1-lb. canisters, 8-lb. boxes.....	.45	roc.-can, 4 doz. in box.....	per doz. .97
" Crown A.....	5.30	Fine.....	35 @ 40	½-lb. " 12-lb. ".....	.45	½-lb. cans, 2 doz in case.....	per doz. 1.25
" Crystal A.....	4.95	Choice.....	45 @ 50	¼-lb. " 10-lb. ".....	.45	1-lb. cans, 1 doz. in case.....	per doz. 2.50
" Coarse Granulated.....	5.20	Choicest.....	40 @ 55	Trial " 10-lb. ".....	.50	Royal, roc. size, 4 doz.....	3.50
Eagle Tablets.....	6.25	IMPERIAL—Superior to fine.....	15 @ 20	McCormick & Co., Bee brand—	Per lb.	" ½ lb., 4 doz.....	1.30
Crystal Dominoes.....	7.27½	Choice to Extra.....	22 @ 25	1-lb. lithographed cans, 20-lb. boxes.....	.53	" ½ " 2 ".....	2.40
Cut Loaf.....	5.73½	Choicest.....	30 @ 35	½-lb. " 10-lb. ".....	.55	" 1 " 1 ".....	4.60
Patent Cubes.....	5.05	YOUNG HYSON—Superior to fine.....	15 @ 20	¼-lb. " 10 and 20-lb. bxs.....	.57		
Powdered.....	4.90	Choice to Extra.....	28 @ 30	Travellers pocket canister, 4 doz....per doz.	.80		
Extra Fine Granulated.....	4.80	Choicest.....	35 @ 40				
Coarse Granulated.....	4.80	INDIA—Common to Fine.....	18 @ 38				
Granulated.....	4.80	CEYLON—Common to Fine.....	18 @ 40				
Fine Granulated.....	4.80	ENGLISH BREAKFAST—Fair to Good.....	14 @ 27				
" in 50-lb. bags packed 2 in 100-lb. bag.....	4.85	Choice to Extra.....	18 @ 28				
" in 25-lb. bags packed 4 in 100-lb. bag.....	4.85	Choicest.....	30 @ 40				
" in 10-lb. bags packed 10 in 100-lb. bag.....	4.95						
" in 5-lb. bags packed in bbls....	5.00						
" in 5-lb. bags packed in 100-lb. bags.....	5.00						
" in 5-lb. bags packed in bbls....	5.10						
" in 5-lb. bags packed in 100-lb. bags.....	5.10						
" in 2-lb. cartons in cases.....	5.00						
" in 2-lb. paper packages in cases.....	5.00						
Confectioners' A.....	4.65	PACKAGE TEAS.					
1—Keystone A.....	4.60	Lipton's Teas—	Per lb.				
2—American A.....	4.55		In ½ & lb. In ¼ lb.				
3—Centennial A.....	4.50	Ceylon and India, No. 1.....	.45 .47				
4—California A.....	4.45	Ceylon and India, No. 2.....	.40 .48				
5—Franklin B.....	4.40	Ceylon and India, No. 3.....	.35 .37				
6—Keystone B.....	4.35	Black and Green, No. 1.....	.45				
7—American B.....	4.30	Black and Green, No. 2.....	.40				
8—Centennial B.....	4.25	English Breakfast, No. 1.....	.45				
9—California B.....	4.20	English Breakfast, No. 2.....	.40				
10—Franklin Extra C.....	4.15	Formosa Oolong, No. 1.....	.45				
11—Keystone Extra C.....	4.10	Formosa Oolong, No. 2.....	.40				
12—American Extra C.....	4.05	Counter box 30 ten cent tins, only packed in No. 1 quality, \$2.00					
13—Centennial Extra C.....	4.00	Tetley's Tea—	Per lb.				
14—California Extra C.....			½ lb. or ¼ lb. in lead or tin, 25 lbs. in case.				
15—Franklin C.....		No. 2, Green Label, India and Ceylon.....	.45				
16—Keystone C.....		No. 1, Buff Label, India and Ceylon.....	.60				
		Ex. Gold, India and Ceylon.....	.75				
		Mixed (Green and Black), same prices as above.					
		Formosa and Oolong, same prices as above.					
			½-lb. tins, per lb.				
		India and Ceylon, Sun-Flower.....	.50				
		Mixed (Green and Black), Sun-Flower.....	.50				
		Formosa and Oolong, Sun-Flower.....	.50				
		Sun-Flower, roc. sample size, 36 in carton, all three grades.....	per doz. .90				
		Caricol Blend, Martindale & Co.:—	Per lb.				
		5-lb. Silver Sacks.....	.22				
		1-lb. Silver Sacks.....	.22½				
		¾-lb. Silver Sacks.....	.23				
		½-lb. Silver Sacks.....	.23½				
		¼-lb. Silver Sacks.....	.25				
		Spring Garden Tea—					
		100 lb. barrels.....	per lb. net .18				
		5 lb. silver bags.....	" .19				
		1 lb. silver bags.....	" .19½				
		¾ lb. silver bags.....	" .20				

-5-

GREEN COFFEE.

	Per lb.
Rio, Golden, fancy.....	.09 @ .09 1/2
" prime.....	@ .08
" choice.....	@ .07 1/2
Santos, Peaberry, extra fancy.....	@ .12 1/2
" fancy.....	@ .10 1/2
" choice.....	@ .09 1/2
Maracaibo, strictly fancy, mild.....	.12 @ .12 1/2
" choice.....	@ .11 1/2
Washed Caracas, fancy.....	.14 @ .14 1/2
Laguayra, fancy.....	@ .11 1/4
Java, extra fancy Old Government.....	.20 1/2 @ .21
" extra fancy.....	@ .20
" fancy.....	@ .19 1/2
Mocha, 1/2 and 3/4 bales, genuine, finest.....	@ .19
" Seed, Santos, fancy.....	@ .10 3/4
" " choice.....	@ .10 1/4

ROASTED COFFEE IN BULK.

Rio, Golden, extra fancy.....	@ .12
" Prime.....	@ .10
" Choice.....	@ .09 1/2
" No. 2, bags about 50 lbs.....	@ .09
Santos, Peaberry, extra fancy.....	@ .16
" extra fancy.....	@ .13
" fancy.....	@ .12 1/2
" choice.....	@ .12
Laguayra, fancy.....	@ .14 1/2
Maracaibo, choice.....	@ .14 1/2
" fancy.....	@ .15
" extra fancy.....	@ .15 1/2
Java, extra fancy Old Government.....	@ .25 1/2
" fancy.....	@ .24 1/2
Mocha, finest.....	@ .23 1/2
Lipton's Blended Coffee—	
Mocha and Java, No. 1.....	.22
" " 2.....	.20
" " 3.....	.17
" " 4.....	.14
Packed in 25 and 50-lb. cans, and 25, 50 and 100-lb. bags.	

PACKAGE COFFEE.

Two per cent. discount on package coffee. Sold on the equality plan.	
New York Card Price. 100-lb. Cases. 60-lb. Cases.	
Ariosa.....	15 1/4 15 3/8
Arbuckle's Seven Day.....	10 1/4 10 3/8
Lion.....	13 1/4 13 3/8
B. Fischer & Co.—	
Hotel Astor Coffee, 1-lb. tins.....	.26
Thos. Martindale & Co.—	
Saludo, lbs.....	.20
" 50-lb. tins.....	.19
" barrels.....	.18
Vlv, lbs.....	.16
" 50-lb. tins.....	.15
" barrels.....	.14
Ground or pulverized without extra charge.	
Lipton's—	
Special.....	.26
Perfection.....	.20
Packed in 30 and 60-lb. cases.	
German-American Coffee Co.—	
Trinifo, 24 2-lb. cans.....	.29
" 48 1-lb. cans.....	.29 1/2
Trinidad, 60 or 100 1-lb. cartons.....	.26
"G-A" Blend, 20 3-lb. cans.....	.24
La Cruzada, 60 or 100 1-lb. cartons.....	.21 1/2
Iowa, 60 or 100 1 and 2-lb. cartons.....	.18 1/2
Tumbala, 60 or 100 1-lb. cartons.....	.16 1/2
Quezal (after-dinner), 12, 24 or 48 1/2-lb. cans per 1/2 lb.....	.35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr"—	
50 tins in box.....	per box 3.90
12 lb tins box.....	per carton .95
2-lb. tins.....	per doz. 5.75
George Floto's Sons—	
Coffee Essence, 1/2-gross improved cans.....	per gross 2.25
" 1/2-gross cans, tin ends.....	2.70
" 1/2-gross cans, all tin.....	2.85
Vienna Coffee Essence, Manilla, 1/2 gross.....	2.25
Package Chicory, 65-lb. cases.....	per lb. .04 1/2
Hummel's Essence, tin can, 1/2 gross, per gross.....	2.85
" " tin ends, ".....	2.70
" " improved ".....	2.15
Chicory, Selig's 65's.....	.05 3/4
" English, ground, bags about 160 lbs.....	.05 1/4
" Franks', stick, 65 lbs.....	.06 1/8
" Muller's, Columbus brand, 5 sticks to lb., 65 lbs.....	.04 3/8

AMMUNITION.

Blasting, A, kegs, 25 l.....	2.35
" B, kegs, 25.....	1.50

-6-

Duck, kegs, 12 1/2 lbs.....	4.75
" kegs, 6 1/2 lbs.....	2.65
FG, FFG, FFFG, kegs, 25 lbs.....	4.75
" kegs, 12 1/2 lbs.....	2.65
" kegs, 6 1/2 lbs.....	1.50
Drop Shot, Nos. 2, 3, 5, 8, 9, bags, 25 lbs.....	1.85

BLUING—Dry.

	Per gross
Barlow's, small, 2 doz.....	2.60
" large, 1 doz.....	5.20
Sawyer's, No. 1, 6 doz.....	1.50
" No. 3, 3 doz.....	3.35
Colburn's, No. 1, 4 doz.....	1.60
" No. 2, 3 doz.....	2.50
" Mammoth, 3 doz.....	3.60
" Ball Blue, No. 1, 3 doz.....	2.60
" " No. 2, 3 doz.....	4.80
Reckitt's, 5c. and 10c. asst., 8 lbs.....	Per lb. .30

BLUING—Liquid.

	Per gross
Boyer's Bengal, No. 8, 1/4 gross.....	3.90
Army and Navy, No. 8, 3 doz.....	5.10
Crystal, No. 2, 3 doz.....	3.00
Jack Rose, No. 14, 3 doz.....	5.00
Troy, No. 32, bbls., 6 doz. barrel.....	5.50
French Laundry, large, 1/2 gross in barrel.....	2.45

BUTTER.

	Per lb.
Tub Butter—	
Creamery, extra, 60-lb. tubs.....	.33
" first, ".....	.32
" second, ".....	.31
" third, ".....	.30
" imitation, 30-60 lbs.....	.27
" 5 and 10-lb. rolls, 60 and 100-lb. boxes.....	.34
Ladles, 30-60 lbs., bakers' use.....	.24
Print Butter—	
Star or S. D. brands, 1 lb., 20-50-lb. bxs.....	.38
B. B., E. D. brands, 20-50-lb. boxes.....	.37
J. J., C. V., Gilt Edge, Gold Medal, 20-50-lb. boxes.....	.36
Sheaf ("400") Elgin, 20-50-lb. boxes.....	.35
Sheaf.....	.29-34
Milken Farm, lbs. and 1/2 lbs.....	.39
Gurnee, lbs. and 1/2 lbs.....	.37
Belle Spring.....	.34

CANDLES.

	Per lb.
P. & G., 8's, 30 lbs.....	.10 3/8
" 16's, 30 lbs.....	.11 3/8
Paraffine, 4's, 6's, 8's cartons, 36-lb. cases, per lb.....	.08 3/4
Searchlight, hotel, 16's, 30 lbs.....	.09 1/4
Pearless, hotel, 16's, 30 lbs.....	.10 1/4
Bright Light, 16's, 30 lbs.....	per box 2.00
Werk's, 8's, 30 lbs.....	.11
" 16's, 30 lbs.....	.12
Neverout, 8's.....	per box 2.00
" 16's.....	2.10

JARS AND JAR RUBBERS.

	Gross
Glass Jars.....	
Pints.....	4.15
Quarts.....	4.45
Half-gallons.....	
Jelly Tumblers—	
Barrels, 22 doz.....	per doz. .17
(No charge for barrels.)	
Jar Tops—	
1/2 gross, no rubbers.....	per gross 1.60
Jar Rubbers—	
Lip, wide.....	per gross .85
Acme, wide, 1 doz. cartons, 5 gross box, per gross.....	.45
" medium, 1 doz. cartons.....	per gross .40
Reliable, white rubber, wide.....	.26
" medium.....	.26
Black, medium.....	per lb. .25
(25 lb. lots 1 cent per lb. less.)	

COOKING HERBS.

Colburn's "A," Small—	
Sweet Marjoram.....	per doz. .25
Sage.....	" .25
Thyme.....	" .25
Savory.....	" .25
Special case assortment, 2 doz. Sweet Marjoram, 1 doz. Sage, 1/2 doz. Thyme, 1/2 doz. Savory.....	per case 1.00
Colburn's "A" brand, Sweet Marjoram, Thyme, Sage, Savory—	
1/2-lb. cartons, 1 doz.....	per doz. .40
1/2-lb. ".....	" .75
1/2-lb. ".....	" 1.25
1/2-lb. screw cap bottles, 2 doz.....	" .90
1/2-lb. square cans, 2 doz.....	" .85

-7-

CANNED GOODS.

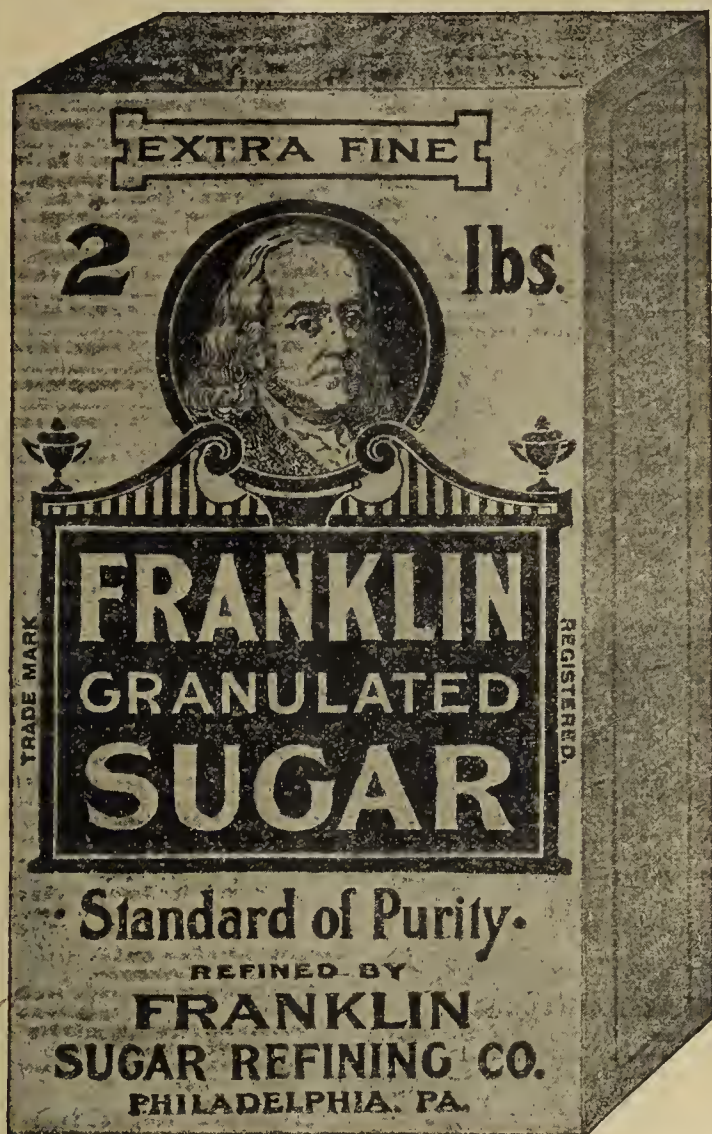
	Per doz.
Tomatoes—	
Mrs. Hancock's, trying.....	1.20
DuBois', frying.....	1.10
" 5 case lots.....	1.07 1/2
Jersey King, No. 3, standard Jersey.....	.92 1/2
" 5-case lots.....	.90
Silver Lake, fancy Jersey.....	.97 1/2
" Jersey, No. 3.....	1.00
Peerless, extra fancy, No. 3.....	.90
Plantation, No. 10, standard, 1/2 doz.....	2.30
Silver Lake, No. 10, 1 doz.....	2.50
Golden Rule, No. 3, off standard.....	.75
Alta, No. 2, good.....	.60
Favorite, No. 10, 1 doz.....	2.40
Brandywine Hill, extra fancy.....	1.00
Bull Dog, extra standard 2s.....	.60
Mrs. Lippincott's, Frying.....	1.25
Lima Beans—	
Tinsley's, extra small.....	1.25
Silver Lake, fancy Jersey.....	1.00
Early Autumn, No. 2.....	.92 1/4
Oxford, Maine packed.....	.87 1/2
String Beans—	
Extra fancy.....	1.50
Boyer's, 2s.....	.57 1/2
Acorn, 3s.....	.85
" No. 2.....	.57 1/2
Safe, No. 2.....	.50
White Wax Beans—	
Boyer's, No. 2.....	.60
Acorn, No. 2.....	.57 1/2
Brandywine Hills, No. 2.....	1.10
Winsom, N. Y., No. 10, 1 doz.....	3.60
Beans (Pork and Beans)—	
B. & M., No. 3, plain.....	1.35
" No. 3, tomato sauce.....	1.55
Campbell's, No. 2, plain.....	.85
" No. 2, sauce.....	.85
Oxford, No. 3.....	1.05
Narragansett, No. 3, tomato sauce.....	1.37 1/2
Van Camp's, No. 1, sauce, 4 doz.....	.87 1/2
" No. 2, sauce, 2 doz.....	1.32 1/2
Moore & Brady, No. 3, plain.....	.85
" No. 3, sauce.....	.90
" No. 1, picnic size, plain.....	.42 1/2
" No. 1, picnic size, sauce.....	.47 1/2
Victory, No. 1, tomato sauce, 4 doz.....	.45
Martin Wagner Co., No. 3, plain.....	.97 1/2
" No. 3, tomato sauce.....	1.05
" Midnight Lunch, No. 1, 4 doz.....	.50
Schimmel's, No. 2, sauce.....	.95
" No. 2, plain.....	.90
Snider's, tomato sauce, No. 3, 2 doz.....	1.70
" " No. 2, 3 doz.....	1.32 1/2
" " No. 1, 4 doz.....	.85
Sunnyside, sauce, No. 3, 2 doz.....	
" plain, No. 3, 3 doz.....	
" sauce, No. 1, 4 doz.....	.47 1/2
Red Kidney Beans—	
Joan of Arc, No. 2, fancy.....	.82 1/2
Van Camp's, No. 2, 2 doz.....	.77 1/2
Martin Wagner's, No. 2, 2 doz.....	.72 1/2
Corn—	
Paris, fancy Maine.....	1.00
American Beauty, extra fancy, Shoe Peg.....	.82 1/2
Cream of Susquehanna.....	.90
Baker's, G. W., whole grain.....	.75
Shoe Peg, Susquehanna, No. 2.....	.80
" Osborn's.....	.70
Mark, crushed.....	.62 1/2
Rex, No. 2, fancy, whole grain.....	.67 1/2
Vanity, No. 2, whole grain.....	.62 1/2
Peas—	
Tres Fins, 100 cans.....	13.75
French, very fine, 100 cans.....	13.25
" fine, 100 cans.....	11.75
" medium, 100 cans.....	10.25
Boyer's, Midgots, No. 2.....	1.55
" Extra Sifted.....	1.25
" Sifted.....	1.10
" Early June.....	.95
Jumbo June.....	.90
B. B. F., Early June.....	.95
Hermit brand, No. 2, soaked.....	.52 1/2
Lotus, Sweet Wrinkle.....	1.22 1/2
Brandywine Hills, extra sifted N. Y. State.....	1.50
Kent County, Sifted.....	.87 1/2
Our Favorite, No. 2.....	.87 1/2
Plantation Standard, Early June, No. 2.....	.82 1/2
Pride of Delaware Standard, No. 2.....	.77 1/2
Wyoming, extra fine, June, No. 2.....	1.25
Beets—	
Red Belle, N. Y., No. 3.....	1.05
Silver Lake, fancy, No. 3.....	.95
Chautauqua, No. 3.....	.95
Succotash—	
Little Quaker, extra fancy, No. 2.....	1.07 1/2
Poland, No. 2, fancy Maine.....	1.05
Brandywine Hills, extra fancy.....	1.05
Spinach—	
Champion, No. 3.....	1.00
Shawnee, No. 3.....	.95
Farren's, No. 3, 2 doz.....	.95
" No. 10, 1 doz.....	3.25
Sweet Potatoes—	
Victory, No. 3, 2 doz.....	
Farmside, fancy N. Y. State, No. 3.....	1.22 1/2
Pumpkin—	
Silver Lake, No. 3.....	.72 1/2
Silver Lake, No. 10, 1/2 doz.....	2.00
Red Belle, N. Y., No. 3.....	
Apollo, 3's.....	.90
Lily Lake, 3's.....	.67 1/2
Brady, No. 10, 1/2 doz.....	1.90
Asparagus—	
Oak, large, 2 1/2's.....	3.20
Superior, large, No. 2 1/2.....	3.25
Staple, medium, No. 2 1/2.....	3.00
Swan, medium, No. 2 1/2.....	2.90
Del Monte Tips, No. 1 1/2.....	2.55
Extra Tips, No. 1 1/2.....	2.55
El Rio, medium, No. 2 1/2, 2 doz.....	2.80

California Canned Fruit.

	Per doz.
Apricots—	
Extra quality.....	3.40
Extra standard.....	2.00
Standard.....	1.50
Pears—	
Bartlett, extra quality, 2 1/2's.....	2.25
" extra standard, 2 1/2's.....	2.20
" standard, 2 1/2's.....	2.00
Cherries—	
Extra quality, 2 1/2's.....	2.50
Extra standard, 2 1/2's.....	2.35
Standard, 2 1/2's.....	2.20
Peaches—	
Goddess, No. 2 1/2, ex. standard, lemon cling.....	1.90
Tioga, No. 2 1/2, extra standard, lemon cling.....	1.85
Agate, No. 2 1/2, standard, lemon cling.....	1.70
Lake View, No. 2 1/2, yellow, free.....	1.65
Oak, sliced, lemon cling, No. 1, 4 doz.....	1.25
Columbus, No. 2 1/2, pie, peeled, yellow, free.....	1.25
" No. 2 1/2, pie, peeled, lemon, cling.....	1.30
Plums	
Egg, extra standard.....	1.55
Green Gage, extra standard.....	1.55
Egg, standard.....	1.35
Gage, standard.....	1.35

Domestic Canned Fruit.

Apples	
Maryland Chief, No. 3, 2 doz.....	.65
Springville, fancy, N. Y.....	2.40
Wayne Co., No. 10, 1 doz.....	2.75
Booth's, oval, No. 3.....	.75
Blackberries—	
Farren's, extra preserved, No. 2.....	1.30
Silver Lake, syrup, No. 2.....	1.22 1/2
Nigger Head, No. 2.....	1.07 1/2
Spring Garden, No. 2.....	.90
Blueberries—	
Maine, Eagle No. 2.....	1.40
Loggies, No. 10.....	6.00
Cherries—	
Boyer's, No. 2, white, extra.....	1.45
Flour City, white, No. 2.....	1.22 1/2
Flour City, red, No. 2.....	1.00
Peaches—	
Maryland Leader, yellow, No. 3.....	1.10
" white.....	1.00
P. & B., yellow, No. 3.....	1.15
Pears—	
Silver Lake, No. 3.....	1.00
Fowling Creek, good, No. 3.....	1.15
Raspberries—	
Red Farmside, extra preserved, No. 2.....	2.30
Pride of Rochester, fancy, preserved, No. 2.....	
Rhubarb—	
Silver Lake, No. 3, 2 doz.....	.85
Silver Lake, No. 10, 1 doz.....	2.20
Strawberries—	
Anchor, No. 2, water.....	.90
Jumbo, No. 1, 4 doz.....	1.00
Silver Lake, No. 2.....	1.45
Defence, No. 2.....	1.90
Pineapple—	
Acorn, E. & C., No. 2.....	1.90
General, E. & C., sliced, No. 2.....	1.80
Indian River, E. & C., No. 2.....	1.65
Terrapin, E. & C., sliced, No. 2.....	1.60
Orange Grove, E. & C., No. 2.....	1.35
Singapore Chunks, No. 1 1/2, 4 doz.....	.95
Wallace, E. & C., sliced, No. 2.....	1.30
Singapore, cubes, No. 1 1/2, 4 doz.....	.90
Wagner's, No. 1, cocktail, 2 doz.....	.95
P. & B., grated, No. 3.....	.82 1/2
James, No. 3, pie, grated.....	.80
Singapore, cubes, No. 1, 4 doz.....	.65



“Wasn't Sure It Would Sell”

One retailer told us last week that he hadn't taken up **Franklin Carton Sugar** because he wasn't sure it would sell. There are two answers to that:—

First—He could put in a few packages and soon see whether it would sell or not. The thing would be worth trying because if it did sell it would mean a lot to him.

Second—How could it possibly fail to sell? Is there a woman anywhere who wouldn't prefer sugar in neat, sanitary packages to sugar from barrels? Why shouldn't she? Is there any conceivable reason why she shouldn't?

Franklin Carton Sugar will sell itself, Mr. Grocer. But even if you had to push it a little, it would pay you and pay you immensely. Look at the work and the profits you save. How do you save profits? By getting rid of all overweight.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.
PHILADELPHIA PENNSYLVANIA

100 DAYTON MONEYWEIGHT SCALES

ordered and installed after a most careful investigation of the various kinds of scales now on the market. The purchasers are the promoters of one of the most colossal enterprises of the age.

These scales are to equip all booths of the

GRAND CENTRAL MARKET

where weighing is necessary, such as groceries, meats, teas and coffees, poultry and game, fish, butter, cheese, candy, etc.

This market is all on the ground floor and contains over 16,000 sq. feet of floor space which is divided into 480 booths each 10x10 ft. Its appointments are as near perfect as modern ingenuity can devise.

The management decided to furnish all equipment used in the building so as to guarantee to the patrons of the institution absolute accuracy and protection.

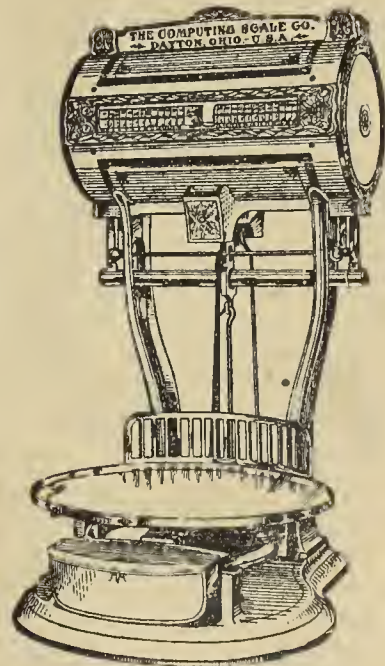
DAYTON MONEYWEIGHT SCALES

were found to excel all others in their perfection of operation, and in accuracy of weights and values. That is the verdict of all merchants who will take the time to investigate our scales.

Our purpose is to show you where and how these scales prevent all errors and loss in computations or weight.

A demonstration will convince you. Give us the opportunity.

Send for **catalogue** and mention Grocery World and General Merchant.



The new low platform
DAYTON Scale

Moneyweight Scale Co.

35 State Street, Chicago

DISTRICT OFFICES: { Philadelphia Office, 1651 N. 8th Street. New York Office, 11 E. 14th Street.
Pittsburg Office, 205 McCance Bldg. Buffalo Office, 62 Pearl Street.



IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

Date.....

Moneyweight Scale Co., 35 State St., Chicago.

Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.

This does not place me under obligation to purchase.

NAME.....

STREET and NO.....

TOWN.....

BUSINESS.....STATE.....

SARDINES—Imported.

Domestic.

CANNED MEATS.

Corned Beef.

Chipped Beef.

Sliced Smoked Beef.

Sliced Bacon.

Roast Beef.

Lunch Tongue.

—10—

Whole Ox Tongue.

Potted or Deviled Meats.

Potted Chicken or Turkey.

Sausage.

Boned Meats.

Deviled Meats.

Potted Meats.

Soups.

Label —	Quarts.	Pints.	$\frac{1}{2}$ Pints.
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CANDIES AND CONFECTIONERY.

-11-

CATSUP.

KETCHUP.

CHOCOLATE AND COCOA.

[illegible]

5-lb.	"	2.75	Per lb. .55
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Runkel's—		
Cocoa.....	per lb.	.33

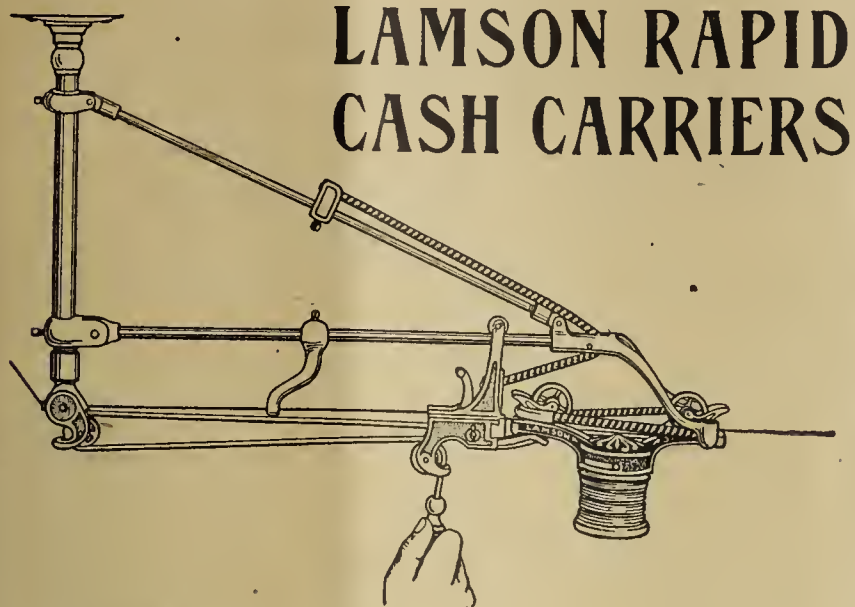
Wilbur's Chocolate—
Sweet Clover, 1/2s, 6-lb.....per box 1.60

All BORDEN'S Brands guaranteed.



EVAPORATED MILK.

Libby's, small family, 6 doz.....	2.70
Libby's, family, 4 doz.....	3.20
Peerless, hotel size, 2 doz.....	3.55
Peerless, family size, 4 doz.....	3.00
Peerless, 5 cent size, 4 doz.....	1.65
St. Charles, family size, 4 doz.....	3.75
St. Charles, hotel size, 2 doz.....	3.80
Silver Cow, 5-cent size.....	6 doz. 2.50
Pet, 10-cent size, 4 doz.....	per case 3.00
Pet, 5-cent size, 6 doz.....	per case 2.55
Van Camp's, 6 doz., small.....	2.65
Van Camp's, 4 doz., family.....	3.00
Van Camp's, 4 doz., large.....	3.70



LAMSON RAPID CASH CARRIERS

These Carriers will

*Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.*

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office	District Offices	Boston Office
500 Penn Mutual Building	in all	161 Devonshire Street
	Principal Cities	



WE CAN GET YOU ORDERS

We knew when the repeat orders came in from the hotels for **Hotel Astor Coffee** that we had a blend that would succeed anywhere under all conditions.

Because if a coffee can succeed with the high-grade New York hotels it can succeed anywhere.

We make and sell many brands of coffee, but we're a bit fonder of **Hotel Astor** than any other. It is truly a delicious blend and there isn't one chance out of a hundred that it won't make the same hit with your trade that it has everywhere else.

We have a special plan getting you orders for **Hotel Astor Coffee**—may we tell it to you?

We Want You to Sell This



There are good reasons why you should. It is the finest floor wax ever manufactured. Lots of your customers have hardwood floors, and if you sell **Moore's Floor Wax** to them ONCE they will always buy it. To make it worth your while to tell your trade about it, we are giving you enough Universal Coupons with it to entitle you to a handsome premium with every case.

E. B. MOORE & CO.

76 Wabash Avenue

Chicago, Illinois

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

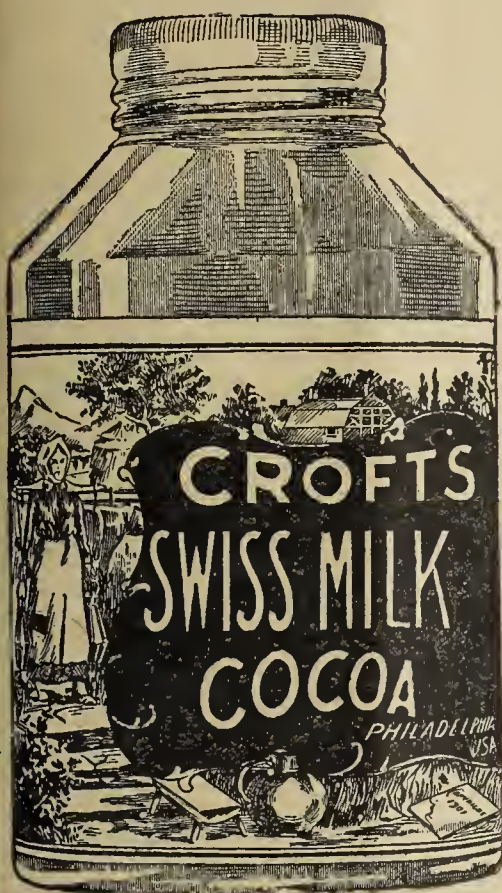
WHERE *the* GLASS JAR COMES IN

The glass jar in which Croft's Swiss Milk Cocoa—and that only—is packed offers the entering wedge to a sale, because it is unusual.

No woman ever saw cocoa packed in glass before; the sight is novel; she asks about it, and if you help a little, she buys.

Bought once, Croft's Swiss Milk Cocoa will always be bought again, for it has a flavor which has never been successfully imitated. Our exclusive making process removes the bad, develops the good, and the result is the smoothest, most delicious drinking cocoa on the market.

Croft & Allen Co.
PHILADELPHIA, PENNA.



WASHBURN-CROSBY CO'S Gold Medal Flour



Now Sold by Philadelphia Jobbers
IN
FIVE POUND SACKS

Samuel Bell & Sons
Distributing Agents PHILADELPHIA, PA.

WE NEED YOU

We know we can *make* the best Macaroni, Spaghetti, Noodles and Pastels in the world, but we know we need your help to *sell* them. We know you can work with us or against us and swing your trade either way.

So we make it to your interest to recommend our goods—not only because they will build you a good trade but also because our terms to you are the best.

Besides the regular profit every case has additional value for you in Universal Coupons. You can exchange them for hundreds of useful articles.

The

Freihofner

**Vienna Baking
Company**

Philadelphia, Penna.

FRED. NECKER'S STORE
5120 Haverford Avenue



Couldn't you do your work easier and handle more customers in a store like this? Such fixtures not only save floor space and "elbow room" and protect goods from dirt, bugs, etc., but every article is shown in an attractive way that makes sales. What we have done for others we can do for you. Write or telephone.

MILLER & ENGLAND

No order too big,
none too small, to be
given our prompt
and best attention.

7012-14-16-18 Woodland Ave.

PHILADELPHIA, PA.

We manufacture
grocers' fixtures of
every description.
Write for our cata-
logue.

-17-

FLOUR.

	Per bbl.
King Midas	6.80
Gold Medal	6.55
Millbourne	6.45
On Top	6.60
Ceresota	6.60
Pillsbury's Best	6.50
Taylor's Fancy	5.65
Semper Idem	5.00
Pride of the West	5.50
Sunbeam	5.25
Quaker City	6.00

Self-Raising Flour.

Franklin, 30 packages	3.75
Hecker's Superlative, 32 packages	5.12

Pancake Flour.

Aunt Jemima, 36 packages	2.85
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	2.85
Franklin Mills, 30 25	3.55

Buckwheat Flour.

Hecker's, 64 packages	4.50
" 32 packages	4.50
Fancy, 100-lb. sacks	3.20

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.10
Yellow, granulated, 100 lbs.	1.95
" table, 100 lbs.	1.90
Western, yellow, granulated, 100 lbs.	1.95
Quaker, Best, 1 and 3 doz.	
Farina—	
Hecker's, 24 15	per case 1.50
Schumacker's, 24 packages	1.15
Beans—	
California Lima, about 80 lbs.	per bushel .05 1/2
Marrows, fancy, N. Y. State, grain bags	2.50
Choice, grain bags	2.40
Medium, grain bags	2.37 1/2
Pea, fancy, grain bags	2.47 1/2
Red Kidneys	2.60
Peas—	
Green	2.10
Scotch	2.20
Split, yellow	2.10
" green	3.30
Lentils—	
ooooo, 110-lb. bags	per lb. .03 1/2
Less quantity	.04 1/2
Shaker Corn—	
Fancy, barrels	.05 1/2
Less quantity	.06
Hominy—	
Lea's Breakfast, 10 packages	per case 1.70
" Pearl, 100 lbs.	per bag .05 1/2
Schumacher's Breakfast, 10 pkgs. to case	1.35
Western Pearl, 100-lb. bags	1.92 1/2
" Grits, 100-lb. bags	2.05
Barley—	
OO	4.50
No. 3, 100 lb. bags	2.65
Noodles—	
Climax, 24 10-c. packages, assorted	per case .05 1/2
" 48 5-c. packages	
" assorted, 24 5-c., 12 10-c.	
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Oatmeal—	
B. Victor, 200 lbs.	per bbl. 6.90
B. 100-lb. kegs	per keg 3.60
Oaten Goods—	
Avena, 18 packages	1.43
Banner Oats, 20 packages	4.30
Mother's, 18 packages	1.62 1/2
" 10 packages, large	2.10
Quaker, 18 small size	1.45
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.40
" 90 lbs.	per keg 3.50
Standard, 180 lb. bbls.	5.75
" 90-lb. bags, fresh	2.70
Sago—	
Fine, bags about 175 lbs.	.04
Less quantity	.04 1/2
Admiral, pearl, 245	.06 1/2
Tapioca—	
Instantaneous, 50 15	.08 1/2
Colburn's Hasty, 36 packages	.07 1/2
Mioute, 1/4 gross	per box 2.75
Flake, about 125 lbs.	per lb. .04 1/2
" less quantity	.04 3/4
Pearl, 150 lbs.	.03 3/4
" less quantity	.03 1/2

CEREAL SPECIALTIES.

Ralston Hominy Grits, 36 2-lb. pkgs., per case	3.00
" Barley Food, 24 25	3.85
" Health Food, 36 25	4.50
Purina Cream Graham	per bbl. 4.10
" Whole Wheat Flour, 20 55	per case 2.70
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70
Cook's Malto Rice, 36 2-lb. packages	4.20
Maple Flake, 36 packages	3.65
Malta Vita Corn Flakes, 36 packages	2.85
" Wheat Flakes	
Post Toasties, 36 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50

-18-

Cook's Flaked Rice, 24 packages	2.55
Wheatlet, 30 packages	3.60
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Korn Kinks, 36 packages	1.43
Pettijohn's Food, 18 packages	1.70
Presto, 18 packages	1.57
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.85
Triscuit, 30 packages	2.50
Vitos, 36 2-lb. packages	4.25
Kellogg's Toasted Corn Flakes, 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.30
H-O Company—	
Force, 205	2.00
Korn-Kinks, 365	1.45
Presto, small, 185	1.60
Presto, large, 105	2.25
Flour, self-raising, small, 185	1.60
Flour, self-raising, large, 125	2.10
Buckwheat, small, 185	1.70
Buckwheat, large, 125	1.70
Pancake, 185	1.60
H-O (steam cooked oatmeal), 125	1.55
Pawnee Oats, regular size, 185	1.50
Pawnee Oats, family size, 105, without china	1.95
Pawnee Oats, family size, 105, with bowls	2.25
Pawnee Oats, family size, 105, with assorted china	2.30
Hominy, 18 25	1.15
Hominy, 10 55	1.50
Cornmeal, 18 25	1.15
Cornmeal, 10 55	1.50
Cornstarch, 18 15	1.00
Tapioca, 18 15	1.40
Farina, 18 15	1.10

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.10
" Acidulated	1.10
Cox's, large	1.57 1/2
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87 1/2
Fruit Pudding, 2 doz., assorted flavors	.80
Jell-O, assorted flavors, 2 doz.	.87 1/2
Jell-O Ice Cream Powder, 2 doz.	.97 1/2
Jellycon, 1 doz.	.87 1/2
" assorted flavors, 3 1/2 doz.	.87 1/2
Chalmer's, shredded	.95
" granulated	1.00
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Gelatin, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages	per case 2.70
Pudding, assorted, 2 doz.	1.65
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 pkgs.	.05 3/4
" Elbows, square, 25 pkgs.	.05 3/4
" Macaroni, long, 25 pkgs.	.05 3/4
" Spaghetti, long, 25 pkgs.	.05 3/4
" Vermicelli, square, 25 pkgs.	.05 3/4
" Macaroni, bulk, 25 pkgs.	.05 3/4

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 25 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1 1/2 to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Counters.

No.	Length.	No. of Drawers	Each.
6 1/2	3 feet, 8 inches	9	15.00
8 1/2	4 feet, 10 inches	12	20.00
10 1/2	6 feet,	15	25.00
12 1/2	7 feet, 3 inches	18	28.00
14 1/2	8 feet, 6 inches	21	31.00
16 1/2	9 feet, 8 inches	24	35.00
18 1/2	10 feet, 10 inches	27	40.00
20 1/2	12 feet,	30	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

Scoops.

	per doz.
Indestructible, No. 4	9.00
" No. 5	12.00
" No. 6	15.00

-19-

Ex. Galvanized Steel Blades, No. 3	per doz. 4.20
" " " No. 4	5.40
" " " No. 5	7.20
X Quality, No. 3	3.00
" " " No. 4	3.60
" " " No. 5	3.40

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	.90
Large cartons or tins, 2 doz. in case	2.00
Dime Tumblers, 2 doz. in case	.90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.65
Swansdown, 2 doz.	per doz.
Osprey 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10 1/2
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190				
Ex. Norway, No. 2	270-290				
Ex. Norway, No. 3	325-375	20.00	10.60	5.50	1.25
Ex. Norway, No. 4	410-460	16.00	8.60	4.50	1.05
Ex. Bloaters, XXX	90-95	40.00	20.60	10.45	2.25
Ex. Bloaters, XX	100-110	38.00	19.60	10.00	2.15
Ex. Shore, No. 1	130-150	35.00	18.10	9.25	2.00
Med. Shore	160-180				
Large Shore	110-130				
Extra Irish, No. 2	350-380	16.00	8.60	4.50	1.05
Medium Irish, No. 2	400-450	15.00	8.10	4.25	1.00
Small Irish, No. 2	475-525	14.50	7.85	4.13	.97
Small Irish, No. 3	550-650	14.00	7.60	3.90	.95
New Medium Shore	160-180				
New Large Shore	110-130				
Large, No. 2	210-220				
Cape Shore	160-180	16.00	8.60	4.50	1.05

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1	8.00				
Lab. Split, Lg. No. 2					
Shore, Round Large					
Shore Round, Med	6.00				
Ocean Whitefish	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new	13.00	7.10	3.75	.88	.74
Shad, No. 2, Mess, new	11.00	6.10	3.25	.78	.68
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middles, 60 lbs.	.12
Swift & Co., Talisman brand Codfish—	
12 35, wood boxes	per lb. .15 1/2
12 25, "	.15 1/2
24 15, "	.16
10-lb. boxes	.15
5-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10 lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 " "	1.65
Strips, 40 size, boxes	.10
" 20 "	.10 1/2
Middles, 40 size, boxes	.12
" 20 "	.12 1/2

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08 1/2

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Small Tumblers, 2 doz. in case	.90
Large Jars, sealed, 2 doz. in case	1.50

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04 1/2
In original cases, 450 lbs., 1/4 c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	.27
Cromarty Bloaters, 505	per box 1.00
" 100 5	" 1.90
Swift & Co.—	
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

-20-

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—					
Extra choice, ring cut, 50 lbs.....					.06½
“ “ 5 and 10-lb. lots.....					.07
Fancy N. Y. State, 25 lbs.....					
Fancy N. Y. State, 48 1-lb.....					
Fair N. Y. State, 50-lb. boxes .....					.07
Apricots—					
Extra Choice Royals, 25 lbs., new.....					.09¾
Choice Royals, 25 lbs., new.....					.08½
Oak Brand, fancy.....					.12
Cherries—					
California, unpitted, Black, 25 lbs.....					.11
California, pitted, Black, 25 lbs.....					.16
Currants—					
Gold Medal, recleaned, 36 1 s.....					.07½
Gold Medal, loose, 25 lbs.....					.07½
Private Growth, extra, cleaned, 36 lbs.....					.07¾
“ cleaned, 30 lbs. bulk.....					.07¾
Peaches—					
Fancy Muirs, 50 lbs.....					.10
Extra Choice Muirs, 50 lbs.....					.09½
Choice Muirs, 50 lbs.....					.09
Extra Choice, Yellow, 25 lbs.....					.08½
Choice Yellow, 25 lbs.....					.07½
Pears—					
Fancy California, Bartlett, 25 lbs.....					.10
Prunes—					
Boxes.	Extra	Fancy	Fancy	Stand.	Fancy
		Cal.	Cal.	Cal.	Oregon
20- 30, 25 lbs...					
30- 40, 25 “ ...	.09		.08½		.08½
40- 50, 25 “ ...	.08		.07½		.07½
40- 50, 50 “ ...			.07½		
50- 60, 25 “ ...	.07¼		.07		
50- 60, 50 “ ...	.07		.06¾		
60 70, 25 “ ...	.06½		.06½		
60- 70, 50 “ ...			.06¼		
70- 80, 25 “ ...			.06		
70- 80, 50 “ ...			.05¾		
80- 90, 50 “ ...	.05¾		.05¼		
90-100, 25 “ ...			.05		
90-100, 50 “ ...			.04½		
100-110, 50 “ ...			.04		
Raisins—					
Muscatsels, 4 crown, 50 lb.....					.07
“ 3 “ 50 lb.....					.06
“ 2 “ 50 lb.....					.05½
Cal. Thompson Seedless, 50 lbs.....					.06½
Cal. Cleaned Sultanas. 50 lbs.....					.06¼
Cal. Sultanas, 50 lbs.....					.05½
Cal. Seedless Muscatsels, 50 lbs.....					.05¼
Gilbert's, Layer, Valencias, 28 lbs.....					.06¼
Raisins, Seeded—					
G. & S. fancy, 36 1s.....					.08
Gold Ribbon, fancy, 36 1s.....					.08¾
Owl, fancy, 36 1s.....					.07¾
Citron, fancy, boxes, 10 lbs.....					.14½
“ fancy, 25 lbs.....					.14
Lemon Peel, fancy, boxes, 10 lbs., net.....					.11
Orange Peel, fancy, boxes, 10 lbs., net.....					.11
Dates—					
Century, 30 packages.....				Per lb.	.04½
New Khadowee, golden, about 70 lbs. ....					.04¾
New Sair, boxes, about 70 lbs.....					.04¾
Sair, 70 lbs.....					.04¾
Camel, 30 packages.....					.04¾
Eagle, 30 packages.....					.04¼
Fard, 14 lbs.....					.06¾
Pitted, 30 packages.....					.08½
Unpitted, 30 packages.....					.05¾
Figs—					
Smyrna, 12 lbs., 5 crown.....					.09
Smyrna, 12 lbs., 6 crown.....					.10
Smyrna, 12 lbs., 7 crown.....					.12
Pulled, 5 lbs., 5 crown.....					.10
California, 10 packages.....					.70
Imperial, washed, 14 oz. jars, 2 doz.....	doz.				2.15
California, 50 5c. packages.....				per doz	1.75
Imported Layer, 2 in., No. 1.....					.08¾
Imported Layer, 2½ in., No. 2.....					.09½
Imported Layer, 2½ in., No. 3.....					.10½
4 crown, 2 in., boxes, about 12 lbs.....					.08½
New fancy California, 10 1-lb. pkgs	box				.70
5 or 10-box lots.....					.67½

CEREAL COFFEE.

Postum Cereal—		Per doz.
15-cent size, 2 doz.....		1.35
25- “ 1 “		2.25
15- and 25-cent size, assorted		2.50
Kalston Health Cereal, 36 packages.....		3.50

HORSERADISH.

umblers, 10-c. size, 2 doz.....	per doz.	.75
umblers, 5-c. size, 2 doz.....	“	.45
umblers, 10-c., Lord's Prayer, 2 doz.	“	.85
umblers, int. cut glass, 10-c., 2 doz.	“	.85

INK.

rnold's, black, 32.....	per bottle	.48
ontinental, red, 1 doz.....		.30
“ black, 3 doz.....		.25
oyal, black, 3 doz.....		.25
uperior, black, 3 doz.....		.23
afford, Commercial, 32.....	per bottle	.58

LAMP GOODS.

	Per case of 6 doz.		
amp Chimneys—	No. o.	No. 1.	No. 2.
Macbeth Pearl Top.....	3.90	4.10	4.80
Acme, Victor Top.....	3.60	4.20	4.80
Pure Flint, Lustre Top.....	3.00	3.60	4.20
Crystal, Crimp Top.....	2.10	2.70	3.30
No. o. Tubular Lantern Globes.....	5 doz.		2.75
Cold Blast	5 doz.		3.25
	No. 1.	No. 2.	
Jumbo Chimneys, plain.....	per doz.	.75	.85
“ dec., 107.....	“	.90	1.00
	No. o.	No. 1.	No. 2.
anner Burners.....	.45	.55	.75
No charge for packages.			



Judging Your Store by the Little Things

Many a store is judged by the little things it sells. If you sell an unsatisfactory metal polish, which you know nothing about, but have been attracted to because the profit may be large, you may lose a customer whose trade is worth hundreds a year.

You think not, but why take the chance for a few cents?

Electro-Silicon pays a profit which no grocer has ever objected to. Furthermore, it is sure to do its work well. It is the best metal polish made, and is so regarded both in this country and Europe. When you sell it you are at least safe against one little thing which may cost you business.

Electro-Silicon is packed in a yellow box with a red woman on the lid.

THE ELECTRO-SILICON CO.
PROPRIETORS
NEW YORK, N. Y.



The Man Behind the Tin

When you sell **Karo Corn Syrup** you entirely relieve yourself of responsibility as to the quality. *We make Karo; we pack Karo* in the sealed sterilized tins in which it reaches your customer. If there is anything wrong, it is our mistake and we'll make it good the minute we're told.

There will be nothing wrong, however, **Karo Syrup** is a rich, smooth delicious table syrup that never varies in quality a hair's breadth.

Three sizes—10, 25 and 50 cents, a good slice of which is yours. Any jobber.

Corn Products Manufacturing Co.
Chicago, Illinois

No Friends Among the Wheelwrights



Wheelwrights don't think much of the "J. M." delivery wagon; it doesn't make enough money for them. No wagon pays fewer visits to the repair shop, or makes its visits shorter.

The most celebrated delivery wagon made—the best wagon ever built for the grocery trade. Strong as iron, yet easy-running; finest steel tires, and wheels from second-growth hickory. Send for catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

The Wise Dealer is Always Looking
for Articles Like

A M M O

(DRY AMMONIA)

because he knows it pays to show customers a good thing. **Ammo** is a dry, odorless powder until it comes in contact with water, then it turns into ammonia.

*One 10 cent. can equals three pints of
best liquid ammonia*

Never loses its strength or evaporates like liquid ammonia. Put up in handy sifter-top cans, no bottles to break and lose your profit. Used from cellar to garret, from Monday to Saturday. Strong, steady seller. We are telling your customers about it and pushing it. Why don't you? Your jobber can supply you.

THE FRANK C. EBY CO.
213-215 E. Atwater Street
DETROIT, MICH.

-21-

Oil Cans—	Per doz.
1-gal., glass	2.25
1-gal., galvanized, Pearl	1.90
5-gal., Lennox, spout	6.00
5-gal., " spigot	6.50
5-gal., Columbia	7.00
5 gal., Banner	8.00
5-gal., Climax, pump	10.00
5-gal., Home Rule, pump	12.00
Lanterns—	
No. 6, Standard	4.75
No. 6, Dasb	7.80
Cold Blast	8.00

LIME.

Prepared, 2 doz. in case	per doz.	.52½
Chloride, Acme, sifting, 25-lb. boxes, 1 lb.		.05½
500s, 100 packages		.06½

LYE AND POTASH.

	Per case.
Banner, 4 doz.	3.15
Babbitt's Potash, 4 doz.	3.10
Lewis', 4 doz.	3.25
Red Seal, 2 doz.	1.87½
" 4 doz.	3.65
Popular, 4 doz.	1.45

MATCHES.

	Per case.
Ohio Blue Tips—	
100s, 1 gross	1.00
200s, 1 gross	1.70
500s, 100 packages	3.25
500s, 1 gross	4.50
Ohio Noiseless—	
500s, 1 gross	3.75
Parlor, 500s, 1 gross	4.25
Swift & Courtney's—	
200s, 1 gross	1.75-1.90
400s, 1 gross	3.50-3.70
500s, 1 gross	3.75-4.00
Blue Hen—	
200s, 1 gross	1.50-1.60
500s, 1 gross	4.00-4.25
Vulcan Parlor—	
100s, 5 gross	.90
500s, 1 gross	4.20
Vulcan Safety—	
65s, No. 2	.50
Columbia Safety—	
No. 2, 5 gross	.55
No. 37, 5 gross	.50
100s, 5 gross	.90
No. 15, 1 gross	1.20
No. 32, 5 gross	.55
Safety—	.45
Mazappa, parlors, 500s	3.50-3.75
Searchlight, 500s	4.25-4.50
Press, 200s	1.80-1.90
" 500s	4.50-4.75
America, 200s	1.30-1.35
American Paraffine, 500s, extra quality	4.15
Telegraph blue head, 5 gross	.60
Our Darling, 1 gross, No. 3, 1,000	5.50
" ½ gross, No. 4, 1,000	2.75

MINCE MEAT.

	Per lb.
Armour's, Home-made style, Wet—	
10-lb. kits	.09½
25- " "	.09
50- " "	.08¾
100-lb. bbls.	.08½
150- " "	.08¼
250- " "	.08
450- " "	.07¾
John Bower & Co.—	
Superior, bbls. and ½ bbls.	per lb. .10
18, 37 and 68-lb. buckets	" .10½
" 6 10-lb. buckets	per crate 6.85
" 6 5-lb. buckets	" 3.95
" 6 5-lb. glass jars	per case 4.50
" XXX, 18, 37 and 68-lb. buckets	per lb. .14
" " 6 5-lb. glass jars, per case	5.10
Atmore & Son—	
Extra Family, Seedless—	Per case.
No. 5, 6 glass jars	4.40
No. 3, 6 glass jars	3.10
No. 18, 37 and 68, wooden pails	per lb. .13
Barrels, halves, quarters and kits	" .12¾
Family, Seedless—	Per box.
No. 5, 6 wooden pails	3.65
No. 10, 6 wooden pails	6.25
Celebrated, Seedless—	
Bbls., ½ and ¼s.	per lb. .08¾
Wooden pails, 18, 37 and 68 lbs.	.09
Condensed, 3 doz. cartons in case	gross 11.00
Condensed, 6½ doz. in case	gross 11.00
Keystone—	Per lb.
Bbls., ½ and ¼s.	.07¾
Wooden pails, 18, 37 and 68 lbs.	.08
Schimmel's—	
Bbls., ½ bbls. and 30 lb. kits	.08
18 and 37 lb. kanakins	.08½
10-lb. kanakins, 6 to crate	per doz. 10.95
5-lb. " 6 to crate	" 6.10
5-lb. glass jars, 6 to crate	" 6.45
Campbell's, 30-lb. pails	.08
Mrs. Wells', bbls., ½ bbls. and 30-lb. kits	.06
New Year, bbls., kegs and 30-lb. kits	.05
Crecent, bbls., ½ bbls. and 30-lb. kits	.04½
National, bbls., ½ bbls. and 30-lb. kits	.07
Southwark, bbls., ½ bbls. and 30-lb. pails	.05¾

-22-

OILS.

	Per gal.
Stove Gasoline	.15½
Headlight, 150 test	.12½

OLIVES.

H. Kellogg & Sons, Agents—	Per doz.
Theodore Marquet, Mammoth, 64 oz.	11.00
" Extra, 64 oz.	10.00
" Mammoth, quarts	6.00
" " ½ pints	2.20
" Extra, quarts	5.40
" " ½ pints	4.60
" " ½ pints	2.15
Fourees, 19 oz., fluted bottle	4.00
De Lucques, 10 oz.	2.40
Farcies	3.00
Queen, 6 oz.	1.30
Pim Olas, 18 oz.	6.00
" 10 oz.	3.50
California, quart tins	3.50
" pint tins	2.15

Olive Oil—Imported.

Bertin & Perrier's—	
Extra fancy, quarts, 1 doz.	4.90
" pints, 2 doz.	2.90
" ½ pints, 2 doz.	1.90
Rae's—	
Lucca, litre bottles, 1 doz.	11.50
" 25-oz. bottles, 1 doz.	9.00
" Finest Sublime, quarts, 1 doz.	6.50
" " ½ pints, 2 doz.	7.50
" " 8-oz. flasks, 2½ doz.	4.75
" " 12-oz. flasks, 2½ doz.	7.50
" " Sublime, 8-oz. flasks, 2½ doz.	7.00
" " 12-oz. flasks, 2½ doz.	9.00
Finest Sublime, 1 gal., 10 in case	per gal. 2.50
" 5 gal., 1 or 2 in case	" 2.40
" 1 quart, 40 to case	" 2.75
Sublime, 1-quart tins, 40 to case	2.55
" ½-gal. tins, 20 to case	2.40
" 1-gal. tins, 10 to case	2.30
" 5-gal. tins, 1 or 2 to case	2.20
La Toscano, J. L. Neff & Co., Agents—	Per case.
24 ½-oz. bottles	4.75
24 8-oz. bottles	7.50
12 18-oz. bottles	6.75
2 5-gal. cans	22.00
10 1-gal. cans	23.10
20 ½-gal. cans	24.20
40 ¼-gal. cans	25.30
80 ⅛-gal. cans	27.50
Bulk at \$20 for 10 gal.	
Nicelle—	
Large bottles, 1 doz.	7.25
Medium bottles, 2 doz.	7.75
Small bottles, 4 doz.	8.50
5-g l. tins, 2 to case	26.50
1-gal. tins, 4 to case	11.00
½-gal. tins, 8 to case	12.00
32-oz. tins, 25 to case	22.00
Trade discounts on quantity.	
Jas. Hill & Sons Co.—	
California style, quarts, 1 doz.	8.50
" pints, 2 doz.	9.00
" ½ pints, 2 doz.	4.75
Oliver's—	
1 doz. large	6.00
2 doz. medium	6.75
2 doz. small	4.25
6 1-gal. tins	per gal. 2.10
10 ½-gal. tins	" 2.20
20 ¼-gal. tins	" 2.25

American Oil.

	Per doz.
Stohrer's, No. 8, 2 doz.	.55
" No. 16, 2 doz.	.90
" No. 32, 1 doz.	1.85
Keystone, bottles, 2 doz.	.90

PAPER.
Wrapping.

Manila—	Per ream.
15 x 20, full, 10 lbs.	.36
24 x 36, full, 20 lbs.	.80
18 x 24, full, 10 lbs.	.37½
Special, 15 x 20, 6 lbs.	.21
Bakers', 15 x 20, 10 reams in bundle	.12
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches wide	per lb. .03
Roll—	Per lb.
White, light weight, 12, 15, 18, 20 or 24 inches wide	.03
Glazed fibre, 12, 15, 18, 20 or 24 inches wide	.03¾
Glazed silk parchment, 12, 15, 18, 20 or 24 inches wide	.03¾
White tea, 12 x 16, reg.	per package .14
Wax butter	.11
Parchment butter, 9 x 12	.40

Toilet Paper.

	Per case.
100 5-cent rolls	3.00
100 5-cent packs	3.00
100 10-cent rolls	6.50
100 10-cent packs	6.50

-23-

Paper Bags.

	Price per 1,000 and not less than ½ M lots. In original shipping bales, 5 per cent. Special Discount.
Size of Bag.	
Alligator Embossed Union, S. O. S.	
1½	.43
2	.52
3	.78
4	.88
5	1.09
6	1.39
8	1.47
10	1.72
12	2.08
14	2.29
16	2.39
18	2.75
20	3.97
22	4.41
24	4.79
25	4.80
Buffalo Yellow, Self-opening, Square.	
1½	.41
2	.50
3	.71
4	.85
5	1.04
6	1.26
8	1.38
10	1.64
12	2.08
14	2.39
16	2.75
18	3.56
20	4.32
22	4.79
24	4.80
25	4.80
Panther, Yellow Union Self-opening Square.	
1½	.41
2	.50
3	.71
4	.85
5	1.04
6	1.26
8	1.38
10	1.64
12	2.08
14	2.39
16	2.75
18	3.56
20	4.32
22	4.79
24	4.80
25	4.80
Union Bear Automatic, Self-opening Square.	
1½	.41
2	.50
3	.71
4	.85
5	1.04
6	1.26
8	1.38
10	1.64
12	2.08
14	2.39
16	2.75
18	3.56
20	4.32
22	4.79
24	4.80
25	4.80
Wolf Automatic, Self-opening Square.	
1½	.41
2	.50
3	.71
4	.85
5	1.04
6	1.26
8	1.38
10	1.64
12	2.08
14	2.39
16	2.75
18	3.56
20	4.32
22	4.79
24	4.80
25	4.80
Record or Flyer, Square, or Peerless Satchel Bot.	
1½	.41
2	.50
3	.71
4	.85
5	1.04
6	1.26
8	1.38
10	1.64
12	2.08
14	2.39
16	2.75
18	3.56
20	4.32
22	4.79
24	4.80
25	4.80

Price per 1,000 and not less than 500 lots.	
Plain flour sacks, 12½-lb.	per M. 4.00
" 25-lb.	5.75
" 50-lb.	11.25

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints	per doz. 4.75
" quarts	5.75
" 10-oz. jars	2.50
" 10-lb. pails	2.50
Tripe, 10-lb. pails	.90
" 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.00
" 5-gal. kegs	per keg 2.25
Pickled Beef Salad, in glass	per doz. 1.10
" Tripe, in glass	" 1.10
" Ox Heart, in glass	" 1.10
" Pigs' Feet, in glass	" 1.10
Russian Sardines	per keg .75
" 5-lb. pails	per pail .50
" 10-lb. pails	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.	.18½
Loose, bbls., 30 lbs.	.18

POPPING CORN.

Brad's "Tip-Top"—	Per case
50 10-oz. packages	1.90
100 10-oz. " "	3.75
24 20-oz. " "	1.90
48 20-oz. " "	3.75
I-X-L, 40 18, White Rice	2.50

PEANUT BUTTER.

McLaren's—	Per doz.
Small, 2 doz.	.90
Medium, 2 doz.	1.50
Large, 1 doz.	2.75
Peanutene, No. 2 jars, 2 doz.	1.85
" No. 4 jars, 3 doz.	.92½
Beardsley's—	Per doz.
Small jars, 2 doz.	.90
Medium jars, 2 doz.	1.25
Large jars, 1 doz.	2.25

PICKLES.

45 gal., 1200s	per bbl. 8.65
45 gal., 1000s	" 8.50
10-gal. kegs, 600s	2.90
Sweet Pickles, 500s to 600s, 5 gal.	per keg 3.00
" 1,000s, 5 gal.	4.15
" 2,000s, 5 gal.	5.25
Chow-Chow, No. 1, 5-gal. kegs	1.95
" No. 2, 5 gal.	1.75
Chow and Mixed Pickles, 2 gal.	per pail 1.00
Williams Bros.—	Per doz.
No. 8, Sour Gherkins, 2 doz.	.87½
No. 8, Sweet Gherkins, 2 doz.	.87½
No. 8, Sour Mixed, 2 doz.	.87½
No. 8, Sour, assorted, 2 doz.	.87½
No. 8, Chow-Chow, 2 doz.	.87½
No. 8, Onions, 2 doz.	.90
Crosse & Blackwell's—	
Whole bbls., 5 doz.	3.25
Cbow, pints, less quantity	3.30
Mixed, less quantity	3.30
Onions, pints, less quantity	3.30
Plain, pints, less quantity	3.30
Pin-Money Pickles—	
Gherkin, Bur-Gherkin, Cauliflower, Onion, Mixed, Martynia, Peaches—	
Glass, per case of—	
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.	
½ pts. pts. qts. ½ gal. gal.	
3.25 5.50 4.70 8.35 7.20	
Wood, each—	
1-gal. 2-gal. 5-gal. 10 to 45 gals.,	
kit kit kit per gal.	
1.20 2.30 5.50 1.00	

-24-

Melon, Cucumber, Bur, Pepper—Mango—

Glass, per case of—	2 doz.	1 doz.	1 doz.	½ doz.
2 doz. 2 doz. 1 doz. 1 doz. ½ doz.				
½ pts. pts. qts. ½ gal. gal.				
4.00 7.00 6.00 11.00 10.20				
Wood, each—				
1-gal. 2-gal. 5-gal. 10 to 45 gals.,				
kit kit kit per gal.				
1.70 3.30 8.00 1.50				

VINEGAR.

Duffy's—	Per gal.
Pure Apple, extra old, bbls.	.16
" 40 grain, bbls.	.15
Pure Cider, 40 grain.	.12
" 45 grain.	.15
Corson's Gold Seal Cider, pure apple	.16
White Wine, 90 degrees.	.20
Crown brand, pure cider, quarts	per doz. .90
White, distilled, 40 grain	.08
" 45 grain	.09
" extra strength	.15
Crosse & Blackwell's	per doz. 2.00

PROVISIONS.

Hams, skinback, 18-20 lbs.....	.12½
“ 14-16 lbs.....	.10½
“ 10-12 lbs.....	.10½
Picnics, 6-8 lbs.....	.07½
N. Y. Shoulders, 10-12 lbs.....	.10
Dried Beef, sets, city smoked.....	
“ tenders and knucks.....	
“ flats.....	
“ air dried, sets.....	
“ “ tenders and knucks.....	.22
Jersey Pork, butt.....per bbl.	18.00
“ family.....	20.00
Breakfast Bacon, rib in.....	.12
“ boneless.....	.13
S. P. Bellies, 14-15 lbs.....	.11
Bologna, 25-lb. boxes.....	.08
Boiled Boneless Ham.....	.19
Beef Tongues, smoked, 5-6 lbs.....per doz.	9.00
Cooked Compressed Ham, 25-lb. boxes.....	
“ Covered Hams, ½-cent extra; Covered Shoulders,	
Picnics and Bacon, ½-cent extra.	
Armour & Co.—	
Star Hams, regular, 10 to 12 lbs.....	.12
“ “ 12 to 14 lbs.....	.12
“ “ 14 to 16 lbs.....	.12
“ skinbacks.....	.13½
Shield Hams, 10 lb. average.....	.11
“ 12 “.....	.11
“ 14 “.....	.11
“ 16 “.....	.11
“ 18 “.....	.11
“ skinbacks.....	.12
Picnic Hams, 5 to 6 lbs.....	.07½
“ 6 to 8 lbs.....	.07½
Star Smoked Ox Tongues, long cut.....	.14½
“ short cut.....	.17
Beef Bologna.....	.09
Shield Paraffined Bologna.....	.08½
Berliner Ham.....	.10
New Orleans Luncheon Meat.....	.10½
Star Cooked Ox Tongue.....	.30
John Bower & Co.—	
Honey-cure brand Hams, skinback.....	.15
“ “ large.....	.14
“ “ medium.....	.14
“ “ small.....	.14
“ Breakfast Bacon.....	.14
“ boneless.....	.16
Beef, air-dried, regular sets.....	.20
“ insides and knuckles.....	.22
Ham Bologna.....	.10
Beef Bologna.....	.10
Boiled Hams.....	.20
Beef Tongues.....per doz.	8.00
Swift & Co.—	
Premium brand Hams, 8 to 10 lbs.....	.13½
“ “ 12 lb.....	.13½
“ “ 14 to 16 lbs.....	.13½
“ “ 18 lb.....	.14
“ “ skinned, 18-20 lbs.....	.14½
“ “ boiled, skinned, fat-	
less.....	.24
“ Bacon.....	.20
“ Dried Beef, insides.....	.21
“ Beef Tongues, short cut.....	.17
Winchester brand Hams, skinned, all aver..	.12
“ “ Picnics.....	.07½
“ “ all averages.....	.13

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
Breakfast Bacon, etc. LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



Try Them as Customers Do

If you will open a can of **Onarga Automatic Processed Red Kidney Beans** and try them on your own table you'll see at once that a kidney bean can be better than you ever thought. Our new automatic cooker brings out the full delicious flavor of the bean. Pushing these beans will bring you the class of customers who want the best there is. Order from your jobber, or

The Iroquois Canning Company
Onarga, Illinois



Dear Sirs:

Sixty-six years ago we began the manufacture of our CELEBRATED MINCE MEAT. From the time we turned out our first lot until the present we have never used any benzoate of soda or other chemical preservative. Because of the excellent quality of the materials we use we never found it necessary. You have our guarantee that every pound of our Mince Meat is strictly pure, and you need fear nothing from an enforcement of the Pure Food Law.

ATMORE & SON.

Are You Willing to Save Money?



There is only one answer. What do we do? PLAN stores! Who pays us? Competition! What do you save? More than our fee! If you

**Let Us
"Connive"
Your
Store**

and we can't show you a better arrangement of goods and actual saving of space we don't get the job. How's that? How do we do what seems impossible? Write us.

J. A. FLESCH & SON
ARCHITECTS AND DESIGNERS
OF STORE FIXTURES FOR MODERN GROCERY STORES
1012 OPERA HOUSE BUILDING
112 CLARK STREET
CHICAGO

-25-

Western Dressed Beef—	
Choice, native cattle	.08 - .09 1/2
Common to fair	.07 - .08
City Dressed Veal—	
Prime	-.12
Good to choice	-.10
Dressed Hogs—	
Pigs	.09
Hogs, heavy	.09
180 lbs.	.09
160 lbs.	.09
140 lbs.	.09
Dressed Sheep and Lambs—	
Lamb, western, good	-.11
" " culls	-.09
Sheep, choice	-.09
medium	-.07 1/2

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	.70 - .80
Cow Tongues	.50 - .70
Calf Heads, scalded	.50 - .75
Sweetbreads, veal	.60 - .90
" beef	-.100
Calf Livers	.20 - .25
Beef Kidneys	-.100
Beef Livers	-.06
Ox Tails	.50 - .65
Hearts, beef	.03 - .05
Rolls, beef	-.14
Tenderloin, beef, western	-.20
Fresh Pork, loins, city	.10 - .11
" western	-.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.

Turkeys—	Per lb.
Western, young hens, 8 to 10 lbs.	.20 - .22
" young toms, 15 to 17 lbs.	.20 - .22
Old hens and toms	.19 - .21
Common to good	.16 - .18

Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	.24 - .26
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair	.24 - .26
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy	.24 - .26
Western, 4 to 4 1/2 lbs. to pair, fancy	.18 - .20
" 3 to 3 1/2 lbs. to pair, fancy	.18 - .20
" fair to good	.16 - .17

Fowls—	
Western, fancy	.14 - .15
Heavy Roasters, 4 to 5 lbs.	.16 - .18
Fair to good	.15 - .16
Old cocks	.10 - .11
Western capons, fancy	
small	

Squabs—	Per doz.
Prime, large, fancy	3.00-3.50
Mixed	2.50-3.00
Dark	1.25-1.50

LIVE POULTRY.

Spring Chickens, nearby, 1 1/2 to 2 lbs.	.14 - .15
Large Springers	.12 - .13
Fowls	.12 - .13
Roosters	.09 - .10
Ducks	.12 - .14

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or 10c. size, 2 doz.	.90
1 doz.	.90
Large, or 25c. size, 1 doz.	1.80
1-lb. cans, 1 doz.	4.50
5-lb. cans, 1/2 doz.	10.00

SAUER KRAUT.

Extra quality, 50-gal. tierces	7.50
15-gal. kegs	3.00
Victory, extra fancy, No. 3, 2 doz.	.77 1/2
Spring Garden, fancy, No. 3, 2 doz.	.75
Compass, No. 3, cans, 2 doz.	.70
Casks, 48 gals., long cut, new	7.75
Bbls., 30 gals., long cut, new	6.75

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, 1/2 lb.	.95
Round conical, with key, No. 1, 1 doz.	2.35
" " No. 2, 1 doz.	4.20
" " No. 3, 1/2 doz.	6.30
" " No. 4, 1/2 doz.	8.15
P. P. Sauce, No. 1, 2 doz.	1.50

-26-

Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.	2.00
No. 1, cans, 1 doz.	2.25
No. 2, cans, 1 doz.	4.00
No. 3, cans, 1/2 doz.	3.25
No. 4, cans, 1/2 doz.	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars	.97 1/2
No. 5, toy pails	2.45
American, pure apple, tumblers, assorted slices	.88
Schimmel's, No. 10, tumblers	.83
National, No. 10, tumblers	.72 1/2
" No. 6, tumblers	.49

Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails	.13 1/2
National, 30-lb. pails	.09
Southwark, 30-lb. pails	.06 1/4
" 4 1/2-lb. toy pails, 1/2 doz.	4.10

Fruit Butters—	Per doz.
Apple, No. 32, jars	.98
Southwark, No. 3, tins	1.00
" No. 5, toy pails	2.70
" 30-lb. pails	1.08
" 20 lb. crocks	.07 3/4
Schimmel's, 30-lb. pails	.06
Prune, 30-lb. pails	.07 1/4
Peach, 30-lb. pails	.07

Jams—	
Schimmel's, pure, jars, 2 doz.	1.70
Southwark, assorted, jars, 2 doz.	.93
Orange Marmalade—	
Hartley's, imported	1.80
Schimmel's, pure	1.65
Warrock's Guava Jelly—	
1-lb. tumblers	4.00
1/2-lb.	2.25
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, jars	4.60
Raspberries, jars	4.60
Apricots, peeled, jars	4.85
Pineapple, jars	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint	.85	1.95	
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.45	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerine	.45	.85	1.95
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.45	.85	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops, rd bots	.45	.85	1.95
Godfrey's Cordial, rd bots	.45	.85	1.95
Turpentine	.45	.85	1.95
Machine Oil	.45	.85	
Laudanum, 10c. size			.90
25c. size			1.90
5 per cent. discount in gross lots assorted.			

Alum	per lb.	.03
Borax, powdered, bulk	per lb.	.07
lump, bulk		.06
20 Mule-Team, pure, 24 1 lb.	per case	
" 48 1/2 lb.		
" 96 1/2 lb.		

Butter Color, W. & R.	per doz.	1.87 1/2
Bull's Cough Syrup		1.90
Bluestone, bulk	per lb.	.06
Copperas		.01 1/4
Camphor, gum, 1-oz. blocks		.67
flakes, 250-lb. bbls.		.02 3/4
" less quantity		.03 1/4
Tar Balls, 250-lb. bbls.		.02 3/4
" less quantity		.03 1/4

Castoria, Fletcher's	per doz.	2.80
" Pitcher's		.85
Carbonate of Ammonia	per lb.	.11
Epsom Salts		.01 1/2
Glauber Salts		.01 1/2
Glue, ordinary		.12
" white		.20
Gum Arabic		.50
Haarlem Oil	per doz.	.30
Husband's Magnesia		2.85
Jamaica Ginger, Hires', flasks		.90
Licorice, P. & S., sc. stick, imported		.36
" M. & R., 5-lb. boxes	per lb.	.23
" lozenges, 5-lb. boxes		.27
" 45, 65, 85, 125, 165, 5-lb. boxes		.24
" root		.11

Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans		1.55
Petroleum Jelly, screw top, 5c. size	per doz.	.35
10c. size		.75
Paris Green, 100-125-lb. kegs	per lb.	.24 1/2
" 1/2-lb. packages		.29
" 1/2-lb. packages		.28
" 1-lb. packages		.27
Rosin		.03 1/2
Roach Powder, Omega, 4-oz. cans		.80
Roachsalt, 10c. size	per gross	9.00
Saltpetre, crystal, about 350-lb. bbls.	per lb.	.06 3/4
" granulated, about 100-lb. kegs		.06 3/4
Sulphur, flour, 175-lb. bbls.	per 100 lbs.	2.55
" 100-lb. bags		2.35
" less quantity	per lb.	.03 1/2
Venetian Red		.01
Whiting		.02

-27-

Goff's—	Per doz.
Cough Syrup, 25c. size	1.75
Herb Bitters, 25c. size	1.75
Oil Liniment, 25c. size	1.75
Sarsaparilla, 50c. size	3.50
Worm Syrup, 15c. size	1.20
Horse and Cattle Powder, 15c. size	1.20
Dyspepsia Tablets, 10c. size	.75
Iron Glue, McCormick & Co.—	
No. 5	.40
No. 10	.75
Tube V	.75

McCormick & Co., Bee Brand—	
Insect Powder	.80
Root Beer	.80
Talcum Powder	.75
Triangular Quinine	.80
Quinine Capsules	.80
W. F. Young's Veterinary Remedies, wholesale prices—	Per doz.
Absorbine	18.00
Jr., (Mankind)	9.00
Taroleum, small cans	6.00
" large cans	15.00
Young's Kidney and Nerve Powders	2.00
" Fattening and Condition Drops	4.00
" Colic and Indigestion Cure	4.00
Less 2 per cent. cash 10 days. Net 30 days.	
F. O. B. Springfield.	

Druggists' Sundries.

Acid Phosphate, Horsford's	per doz.	4.15
Bath Brick, box 25 bricks	per box	.60
Sealing Wax		.03
Silver Sand	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts		1.00
" gallons	each	.30
" 1/2 bbls.		3.50
" bbls.		6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size		2.00
McCord's Magic Medicine, 25c. size		2.00
50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
50c. size		4.00
McCormick's Watermelon Syrup, 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.75

Extracts and Essences.

McCormick & Co., Bee Brand—	Per doz.
Vanilla, Rose, Pistachio, No. 2 size.....	.90
No. 3 size.....	2.00
No. 4 size.....	2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pine- apple, Raspberry, Strawberry, Violet,	
No. 2 size	.85
No. 3 size	1.75
No. 4 size	2.00
Sauer's Flavoring Extracts—	
No. 1, Lemon and Vanilla.....	.45
No. 2, Vanilla and Rose .....	.90
No. 2, Lemon and assorted.....	.85
No. 4, "	2.00
No. 4, Vanilla	2.25
Assorted cases, Nos. 1 and 2.....	10.80
" Nos. 1, 2 and 4	11.80
Bulk.	pts. qts. ½ gals. gals.
XXX Vanilla	1.50 3.00 6.00 12.00
XX Vanilla.....	1.25 2.50 5.00 10.00
X Vanilla.....	1.00 2.00 4.00 8.00

Liquid Rennet and Tablets.

Blair's Liquid Rennet	Per doz.	1.10
" Rennet Tablets, 3 doz.		.75
Shinn & Kirk's Liquid Rennet		1.50
Hanson's Junket Tablets, 3 doz.		.73
Union Tablets, 3 doz.		.45

CIDER.

Corson's—	Per gal.
Barrels	.14
1/2 barrels	.16
Kegs	.19
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.	3.50
" 2 doz. pts.	4.00
Anchor brand Golden Russet, 1 doz. qts.	3.75
" 2 doz. pts.	4.25
Mott's brand Golden Russet, 1 doz. qts.	3.75
" 2 doz. pts.	4.25

-28-

CHEWING GUM.

Adams', counter jars, 100 5c. packages	2.75
" boxes 20 packages	.55
Gee Whizz, 72 packs	.47
Fleer's Chiclets, 3 lbs., bulk	1.25
Spearmint, 20 packs, 100 pieces	.55

RICE.

Extra Fancy Head, XXXX, 100-lb. bags	Per lb.	.07 1/2
Fancy Head, 100-lb. bags		.06 1/2
Extra choice, 100-lb. bags		.05 1/2
Choice, 100-lb. bags		.04 3/4
Prime, 100-lb. bags		.03 3/4
Japan, fancy, 100-lb. bags		.05 1/2
" choice, 100-lb. bags		.05
Java, fancy, polished, 100-lb. bags		.05 3/4
B. Fischer & Co.—		



Fischer's Choice Head, 1-lb. bags	.07 1/2
Queen Quality, ex. fancy head, 1-lb. bags	.07
" " 3-lb. "	.06 3/4
" " 5-lb. "	.06 3/4
Coronet, choice head, 1 lb. bags	.06
" 3-lb. bags	.05 1/2
Imperial, choice, Dom. Japan, 1-lb. bags	.06
" " 3-lb. "	.05 1/2
" " 5-lb. "	.05 3/4
Extra fancy head, XXXX, 100-lb. bags	.07 1/2
Fancy head, 100 lb. bags	.07
Choice head, 100 lb. bags	.06 1/2
Fancy Jav. head, 100-lb. bags	.05 3/4
Extra fancy, Patna, 100-lb. bags	.07
Siam, Patna style, 100-lb. bags	.06
Choice broken, 100-lb. bags	.03 1/2
Extra fancy Japans, 100-lb. bags	.05 1/2
New crop choice Japans, 100-lb. bags	.05

SALT.

Worcester—	
Bbls., contain 280 lbs.....	2.50
“ 60 5-lb. bags	4.00
“ 22 14 lb. bags	3.75
“ 30 10-lb. bags	3.75
“ 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags.....	2.50
“ 56-lb. bags.....	.65
“ 28-lb. bags.....	.35
Mermaid, quick-dissolving bathing salt, 30 10-lb bags, in bbls.....per bbl.	3.00
Pretzel, 280-lb. bbls.....	2.40
“ 180-lb. sacks	1.55
Cheese, 280-lb. bbls.....	2.40
Packing, 70-lb. cotton bags.....	.40
“ 140-lb. cotton bags.....	.75
Ivory, dime size, 36 wooden boxes to case.....	2.20
New Ivory, 24 large cartons to case	1.50
Agricultural, 200-lb. burlaps .....	.60
Silver Springs, quick-freezing ice cream salt, 30 in bbl.....per bbl.	2.60
Less than 5 bbls. the list net; 5 to 9 bbls., 5 per cent. discount; 10 bbls. or more, 7½ per cent. discount may be allowed.	

SHOW THESE ONCE!

Anker's
Bouillon
Capsules



If you've never sold these Bouillon Capsules, you have no idea of the trade waiting for them. Make delicious and nutritious bouillon, beef tea or soup. Packed in a box; ready for instant use with hot water.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

A Business Getting Plan for all

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**Better Than Newspaper Advertising
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If you would like to turn trade from your competitor's door to your store; if you would like to stimulate the purchase of more goods among present customers; if you would like to get a permanent hold on old and new patrons, and by these means boost your sales and increase the net profits of your business without adding to the expense—

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Progressive Retail Merchants in all lines and of good credit standing, are requested to write us for letter, catalog and other printed matter giving full particulars.

Manufacturers' Trade-Mark Ass'n, Dept. W, 253 Broadway, New York City

We Can Save You Money



This ideal sanitary meat, grocery and provision store was fitted up by us for The James Bell Company, Roberts and Germantown Avenues, Philadelphia.

You all know that the world-renowned **RIDGWAY REFRIGERATOR** contains all the latest improvements, and is noted for perfect circulation and A No. 1 insulation—the main features of a good refrigerator; add to this the best material and first-class workmanship and you have the reason why

WE CHALLENGE THE WORLD

Ridgway Refrigerator Company

E. B. ATKINS, Manager

Office and Salesrooms
615-17-19 N. Broad Street

Factory
3519 N. Lawrence Street
PHILADELPHIA

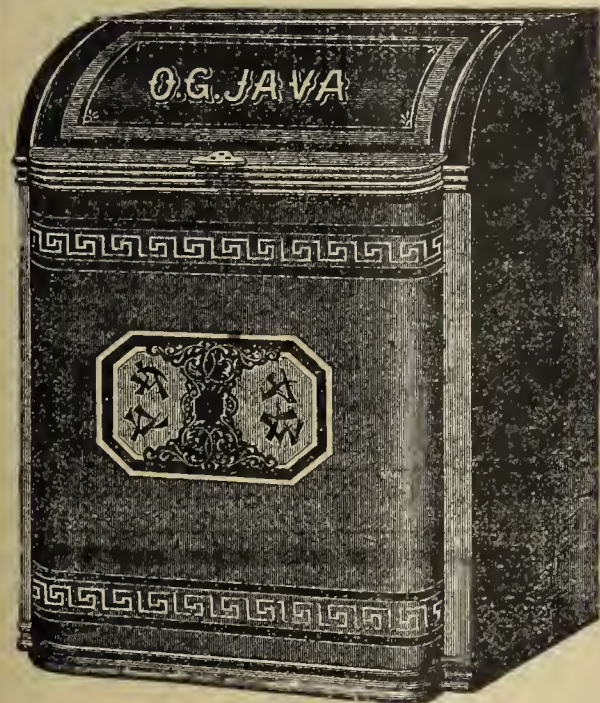
"Show All—Sell All"



This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

18 to 24 S. Seventh St., Philadelphia, Pa.



COFFEE AND TEA BINS THAT PROVE THEIR "METAL"

Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

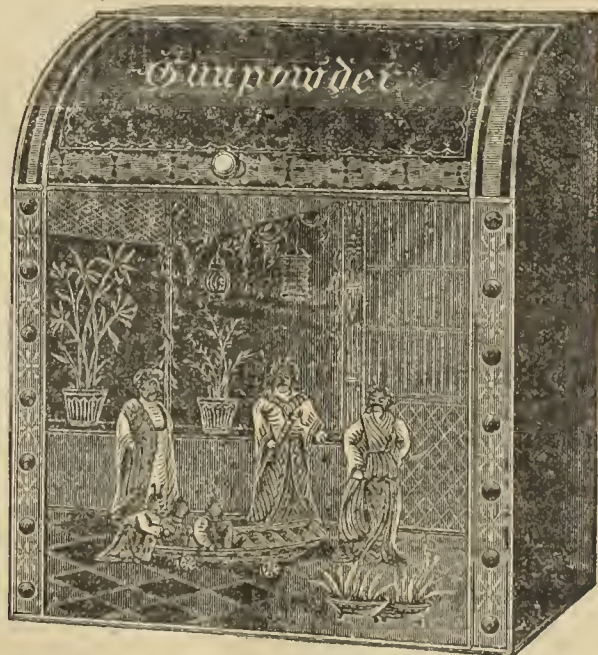
When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace

them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "Metal"

Write for catalogue showing variety of designs

HENRY TROEMNER, 911 Arch Street
PHILADELPHIA, PA., U. S. A.



Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

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Contents.

	PAGE
Proposed New Pennsylvania Food Law.....	6
Federal Department Decides Bleached Flour an Adulteration.....	7
Pennsylvania Food Commissioner Will Ask for Radical Storage Product Changes.....	8
Whisky Can be Called Compound Whisky if One-third is Whisky.....	9
Editorial.....	10
The Proposed New Pennsylvania Food Law.	
Dr. Wiley Again.	
A Challenge to Secretary Mapes.	
Longer Limit on Molasses Bleach.....	11
Federal Food Law Results During Current Year.....	12
Along the Trade.....	14
The New York Letter.....	14
Unbel Bros. Give Short Weight Again..	16
All Items of Local Association News..	17
Correspondence.....	18
Nothing After Other Frauds than Food Frauds.....	18
Cure Canned Oyster Demoralization.	19
The Science of Advertising.....	19
Mailer Should Educate His Customers.	20
Apple and Cider Outlook Scarce and High.....	21
10-Minute Sermons for the Retail Grocer.....	21
The Stroller's Column (Contributed).....	22
Because One Grocer Made No Will.	
Window Dressing for Grocers.....	27
Online Trust Not Criminally Guilty.....	27
Window Dressing Articles Wanted.....	28
The Grocery Markets.....	28
Individual Market Reports.....	29
Market Notes.....	30
Roosevelt Ignores Food Law but Recommends Parcels Post.....	30
Living Talks With Grocery Clerks.....	31
Food Department.....	32
Almore Prices-Current.....	33
New York Price-List.....	34
Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	17
Angell & Co., S. H.....	31
Anker's Bouillon Capsules.....	50
American Can Co.....	3
Armour & Co.....	13
Atmore & Son.....	45
Babbitt, B. T.....	Cover 2
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	17
Barber & Perkins.....	8
Bell & Sons, Samuel.....	41
Birdsong & Co.....	31
Blshop, R. W.....	32
Blooker's Cocoa.....	50
Bower & Co., John.....	45
Bradshaw Company.....	31
Brown & Co., P. F.....	15
Bufceco.....	9
Buckley, Elton J.....	6
Burk, Louis.....	21
Cauchols & Co., F. A.....	4
Ceylon Tea.....	7
Comly, Flanigen & Co.....	4
Croft & Allen Co.....	41
Daetwyler & Co. R.....	43
Eby Co., The Frank C.....	50
Electro-Silicon Co., The.....	Cover 3
Enterprise Mfg. Co. of Pa., The....	Cover 1
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	37
Fisher, Bruce & Co.....	4
Fischer & Co., B.....	39

	PAGE
Flischmann's Yeast.....	12
Fly Ribbon Mfg. Co., The.....	17
Forbes, J. P.....	31
Franklin Sugar Refining Co.....	37
Frelhofer Vienna Baking Company.....	41
Fulton & Walker Co.....	41
Githens, Rexsamer & Co.....	39
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	3
Halpen, Green & Co.....	4
Heacock, H. F.....	15
Heinz Company, H. J.....	17
Hires Condensed Milk Co.....	Cover 4
Huebner, James J.....	12
Huff Paper Co.....	4
Indexed Coupon Books.....	31
Iroquois Canning Co.....	45
Jamison, John.....	4
Janney & Co., B. S., Jr.....	4
Kingsbury, H. P. D.....	37
Kirk, Foster & Co.....	22
Knight Cooking Extract Co.....	Cover 2
Lamson Consolidated Store Service Co.,	39
Lautz Bros. & Co.....	Cover 2
Lindsley J. V., & Company.....	37
Lititz Bretzel Co.....	12
McCahan Sugar Refining Co., The W. J.,	Cover 3
McMenamin & Co.....	3 and 4
Merchants' Helps Pub. Co.....	22
Merrell-Haviland Oyster Co.....	12
Millbourne Mills.....	12
Moland's Sons, Wm.....	4

	PAGE
Moore & Co., E. B.....	Cover 3
Morgan & Cornell.....	47
Nicelle Olive Oil Co.....	43
Oakdale Baking Co.....	47
Ohlo Match Sales Company.....	43
Philadelphia Electric Co., The.....	12
Quaker City Preserve Co.....	47
Ridgway Refrigerator Co.....	49
Rife, Henry J.....	4
Ritter Conserve Co., Philip J.....	16
Roberts Co., Thomas.....	4
Royal Specialty Co.....	50
Sauer Co., C. F.....	Cover 4
Schramm Automatic Sealer Co.....	9
Shinn & Kirk.....	43
Swift & Co.....	43
Swift & Co., Gloucester, Mass.....	43
Troemner, Henry.....	49
United Store Service and Tube Co..	Cover 50
Van Camp Packing Co.....	43
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Watson & Co., Angus.....	17
Weber & Loesch.....	4
Wells & Richardson Co.....	11
Wheatena Company, The.....	15
Wilde's Sons Co., Samuel.....	Cover 2
Wilkinson's Sons, C.....	4
Williams Bros. Co., The.....	47
Woodcock Macaroni Co.....	16
Young & Co., Chas. W.....	47
Zipp Manufacturing Co.....	45

Proposed New Pennsylvania Food Law

Complete Draft which has Been Adopted as Satisfactory to the Department and the Retail Interests. Some Opposition Expected from Jobbers and Manufacturers. May be Changed Before Introduction.

The "Grocery World and General Merchant" presents below the text of the proposed new Pennsylvania food law. It has been considered rather carefully, particularly by the retail interests of the State, and, generally speaking, is perfectly satisfactory to them. The jobbing interests, however, are reported as being more or less dissatisfied. It is understood that they will fight for a simple amendment to the Act of 1907, making constitutional the sections which have been declared unconstitutional. The jobbers particularly object to the elimination of the guarantee clause.

There is also reason to believe that a number of manufacturers will object to the provision by which the use of benzoate of soda is permitted. They will endeavor to have the Legislature forbid benzoate of soda in any form, on the ground that they have found a way to get along without it.

The draft which appears below may be changed somewhat before being presented to the Legislature. As presented, however, it is satisfactory to the Dairy and Food Department and substantially so to the retail interests:—

AN ACT

Relating to food, providing for the protection of the public health and the prevention of fraud and deception by prohibiting the manufacture, sale, offering for sale, exposing for sale or having in possession with intent to sell, adulterated, misbranded and deleterious food, and providing for the enforcement thereof.

Section 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania in general assembly met and it is hereby enacted by the authority of the same, That it shall be unlawful for any person, firm or corporate body by himself, herself, itself or themselves, or by his, her or their agents or servants to manufacture, sell, offer for sale, expose for sale or have in possession with intent to sell any article of food which is adulterated or misbranded within the meaning of this act.

Sec. 2. That the term "food" as used in this act shall include every article used for, or entering into the composition of, or intended for use as an ingredient in the preparation of, food for man.

That the term "person" as used in this act shall include individuals, firms, co-partnerships and bodies corporate, as well as all officers, agents,

employees or others acting for any of the same, and shall be taken as applying in the singular or plural, as the case may require.

Sec. 3. That for the purpose of this act an article shall be deemed to be adulterated:—

First.—If any substance has been mixed or packed with it so as to reduce, or lower, or injuriously affect its quality, strength or purity.

Second.—If any substance has been substituted, wholly or in part, for the article.

Third.—If any valuable constituent of the article has been, wholly or in part, abstracted.

Fourth.—If it be mixed, colored or changed in color, coated, polished, powdered, stained or bleached whereby damage or inferiority is concealed, or so that it may deceive or mislead the purchaser, of if by any means it is made to appear better or of greater value than it is, or if it is colored or flavored in imitation of the genuine color or flavor of another substance.

Fifth.—If it contains any added boric acid or borates, salicylic acid or salicylates, formaldehyde, sulphurous acid or sulphites, hydrofluoric acid or fluorides, fluoborates, fluosilicates, or other fluorine compounds, duolin, glucin, saccharin, caffeine, botanaphthol, hydronaphthol, abristol, asaprol, oxides of nitrogen, nitrous acid or nitrates, compounds of copper, pyroligneous acid, or other added ingredients deleterious to health; or if, in the case of confectionery, it contains any of the substances mentioned in this paragraph or any mineral substance, alcoholic liquor, or any other substance deleterious to health; or if it contains sodium benzoate in excess of 1-10 of 1 per cent, or other benzoates, or benzoic acid, in amount equivalent to more than this percentage of sodium benzoate; or if, when containing this limited percentage of sodium benzoate or its equivalent of other benzoates or benzoic acid, it is not labeled so as to clearly state in capital type not less than six point in size, that the article contains not exceeding 1-10 of 1 per cent. of sodium benzoate, or other benzoates or benzoic acid equivalent thereto; or if benzoates or benzoic acid be used in connection with coal-tar dye, or any other foreign coloring matter. Provided, however, that nothing in this act shall be construed to prohibit the use of common salt, sugar wine vinegar, cider vinegar, malt vinegar, sugar vinegar, glucose vinegar, distilled vinegar, spices and their essential oils, alcohol (except in confectionery), edible oils, edible fats, wood smoke applied directly as generated, or proper refrigeration; and provided further, that any article of food which is not adulterated under the provisions of paragraphs 4, 5 and 6 of this section and not misbranded within the meaning of this act, and which does not contain any filler or ingredient which debases without adding food value, may be manufactured or sold if the same be so labeled, branded or tagged as to show the character or composition thereof. All labeling of packages required in any provision of this act shall be on the main label of each package and in such character and size of type as shall be uniform with

the name of the brand or the name of the manufacturer or jobber, and in such position and terms as may be plainly seen and read and understood by the purchaser; and provided further, that nothing in this act shall be construed as requiring or compelling the proprietors, manufacturers or sellers of proprietary foods, which contain no added deleterious substances or ingredients to disclose their trade formulas, except in so far as the provisions of this act require to secure freedom from adulteration, imitation or misbranding.

Sixth.—If it consists of or is manufactured in whole or in part from a diseased, contaminated, filthy or decomposed substance, either animal or vegetable, or an animal or vegetable substance produced, stored, transported or kept in a condition that would render the article diseased, contaminated or unwholesome, or if it is any part of the product of a diseased animal, or the product of an animal that has died otherwise than by slaughter.

Sec. 4. That for the purpose of this act an article shall be deemed to be misbranded:—

First.—If it be an imitation of, or offered for sale under the name of, another article.

Second.—If it be labeled or branded so as to deceive or mislead the purchaser, or purport to be a foreign product when not so, or if the contents of the package as originally put up shall have been removed in whole or in part and other contents shall have been placed in such package; or if the product be below that standard of quality, strength or purity represented to the purchaser.

Third.—If the package containing it, or its label, shall bear any statement, design or device regarding the ingredients, or the substances contained therein, which statement, design or device shall be false or misleading in any particular.

Sec. 5. In any case where an article that under the provisions of this act requires labeling is sold from a broken package, the provisions of this act shall not be so construed as to require the labeling of the vessel, receptacle or wrapper receiving said article so sold, if the original is labeled as this act requires.

Sec. 6. When the Dairy and Food Commissioner, or his agent, shall obtain an article for the purpose of determining whether or not the same is adulterated or misbranded within the meaning of this act, unless said article be of a perishable nature, two like samples shall be obtained, where the article is in the original package, or if not in the original package then two portions shall be obtained, one sample or portion shall be sent to a chemist of the Dairy and Food Bureau and the second sample or portion shall be delivered to the Dairy and Food Commissioner and by him be held under the seal placed thereon by the agent procuring the same, and shall remain in the custody of the Dairy and Food Commissioner until such time as it shall be determined whether or not any action shall be brought against the person from whom the article was obtained for the violation of any of the provisions of this act. If the article so purchased shall be found to be adulterated or misbranded within the meaning of this act, notice of such finding shall be served upon the person from whom said article was purchased, or upon the manager, bookkeeper or clerk of said person. Said notice shall be written or printed, or partly written and partly printed, and shall notify said person so selling said articles of the fact that said article is alleged to be adulterated or misbranded. If said person be dissatisfied with the analysis upon which said notice was based,

he may request the Dairy and Food Commissioner to have the second sample or portion, held by said Commissioner as above provided, analyzed jointly by a chemist representing said person. If this request be made within thirty days after the service of the notice of adulteration or misbranding and be accompanied by the designation of a chemist to represent said person, the Dairy and Food Commissioner shall designate for this second analysis a second chemist of the Dairy and Food Bureau and send to him the sealed second sample or portion of the article. The cost of the services of the chemist designated to represent the person from whom the article was purchased shall be defrayed by said person, and said chemist must be an experienced chemist not in the employ of the person from whom said article was purchased, nor of the jobber, manufacturer or producer thereof. The seals upon said second sample or portion shall not be broken, nor said sample or portion opened until the chemist representing the person from whom the article was purchased is present. Said chemist and the second chemist designated by the Dairy and Food Commissioner shall jointly analyze said second sample or portion.

Sec. 7. No prosecution shall be instituted or maintained for a violation of any of the provisions of this act against any person other than the manufacturer or producer of the article found to be adulterated or misbranded, unless he shall, after the service of the notice provided for in Section 6 of this act, continue to sell, offer for sale, expose for sale or have in his possession with intent to sell said article bearing the same brand.

Sec. 8. Any person who shall violate any of the provisions of this act shall be guilty of a misdemeanor and upon conviction thereof shall be sentenced to pay a fine of not less than \$50 nor more than \$100.

Sec. 9. That the Dairy and Food Commissioner shall make rules and regulations for the proper enforcement of the provisions of this act.

Sec. 10. That the Dairy and Food Commissioner of the State shall be charged with the enforcement of the provisions of this act, and shall have the same power to enforce the provisions of this act that is given him to enforce the provisions of the act by which he receives his appointment.

Sec. 11. All fines and penalties imposed and recovered for the violation of any of the provisions of this act shall be paid to the Dairy and Food Commissioner or his agent, and by him paid into the State Treasury for the use of the Commonwealth.

Sec. 12. The following Acts of Assembly, viz., An act entitled "An act to provide against the adulteration of food and providing for the enforcement thereof," approved the 26th day of June, A. D. 1895; and an act entitled "An act for the protection of public health, by prohibiting the manufacture, sale, offering for sale or having in possession with in-

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CORPORATION PRACTICE, CASES UNDER FOOD LAWS

TRADEMARK REGISTRATION

GENERAL PRACTICE

tent to sell, within the State, of adulterated, misbranded, poisonous or deleterious foods and confections; regulating the enforcement of the provisions hereof; providing for the protection of persons buying and selling adulterated or misbranded food and confections under a guaranty; and providing penalties for the violation thereof," approved the 1st day of June, A. D. 1907, be, and the same are hereby repealed; provided, nevertheless, that this act shall not apply to and not in any way affect the act entitled "An act to prohibit the adulteration or coloring of milk and cream by the addition of so-called preservatives or coloring matter, and to provide for the enforcement of the same," approved the 10th day of June, A. D. 1897; amended the 19th day of April, A. D. 1901. Nor the act entitled "An act to prohibit the manufacture and sale of oleomargarine, butterine and other similar products, when colored in imitation of yellow butter; to provide for license fees to be paid by manufacturers, wholesale and retail dealers, and by proprietors of hotels, restaurants dining rooms and boarding houses; for the manufacture and sale of oleomargarine, butterine or other similar products, not colored in imitation of yellow butter; and to regulate the manufacture and sale of oleomargarine, butterine or other similar products, not colored in imitation of yellow butter, and to prevent and punish fraud and deception in such manufacture and sale as an imitation butter; and to prescribe penalties and punishment for violations of this act, and the means and the method of procedure for its enforcement, and regulate certain matters of evidence in such procedure," approved the 29th day of May, A. D. 1901. Nor the act entitled "An act defining boiled or process butter; designating the name by which it shall be known; providing for the licensing of manufacturers and dealers therein, and regulating the sale and labeling of the same so as to prevent fraud and deception in its sale; providing punishment for violations of this act, the methods of procedure for its enforcement, and certain matters of evidence in such procedure," approved the 10th day of July, A. D. 1901, P. L. 642. Nor the act entitled "An act to prohibit the selling, shipping, consigning, offering for sale, exposing for sale or having in possession with intent to sell, as fresh, any meat, poultry, game, fish or shell fish which contains any substance or article possessing a preservative or coloring character or action; making the same a misdemeanor! and to prescribe penalties and punishment for violations, and the means and the methods of procedure for the enforcement thereof," approved the 28th day of March, A. D. 1905. Nor the act entitled "An act providing for the regulation of the manufacture and sale of distilled and fermented vinegars, prescribing their standard, to prevent the adulteration of the same, providing for the enforcement thereof, and punishment for the violation of the same," approved the 18th day of June, A. D. 1897. Nor the act entitled "An act to prevent fraud and deception in the manufacture and sale of cheese, and defining what shall constitute the various grades of cheese, providing rules and regulations for marking and branding the same, providing for the enforcement of this act, prescribing penalties for its violation," approved the 23d day of June, A. D. 1897; amended the 2d day of May, A. D. 1901. Nor the act entitled "An act regulating the manufacture or sale of fruit syrups, providing for the enforcement thereof, and to repeal an act entitled 'An act relative to the adulteration of natural fruit juice, and providing

penalties for violations thereof, approved the 2d day of May, A. D. 1901; approved the 26th day of April, A. D. 1905."

All of which acts shall remain in full force and be enforced by the Dairy and Food Commissioner as fully in all respects as if this act had not been passed; and provided further, that this act shall not apply to or in any way affect any legislation passed and approved during the session of 1909, regulating the manufacture and sale of alcoholic and non-alcoholic drinks; ice cream; the watering or skimming of milk and fixing a standard of butter fat for cream; regulating the sale of cold storage poultry, game and eggs; prohibiting the sale of eggs that are either wholly or partly decayed or decomposed, and prohibiting their use in the preparation of food products; to prevent fraud and deception in the manufacture and sale of lard, lard substitutes, imitation lard and compound lard; dried and evaporated fruits, and imported vegetables.

Federal Department Decides Bleached Flour an Adulteration.

Secretary of Agriculture Makes Decision in Bleached Flour Case, Holding Practice a Violation of Law. Gives Manufacturers Six Months to Learn Better.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,
December 11, 1908.

The decision of Secretary of Agriculture Wilson, announced on Wednesday, in the matter of bleached flour, is against the millers. The Secretary holds that flour bleached with nitrogen-peroxide is an adulterated product under the law, and that it cannot legally be sold in the District of Columbia or in the Territories or be transported in interstate commerce.

Owing to the immense quantity of bleached flour now on hand Secretary Wilson will recommend no prosecution of manufacturers or sellers for six months from this date.

The full text of the decision is as follows:—

Flour bleached with nitrogen peroxide, as affected by the Food and Drugs Act of June 30, 1906, has been made the subject of a careful investigation extending over several months. A public hearing on this subject was held by the Secretary of Agriculture and the Board of Food and Drug Inspection, beginning November 18, 1908, and continuing five days. At this hearing those who favored the bleaching process and those who opposed it were given equal opportunities to be heard.

It is my opinion, based upon all the testimony given at the hearing, upon the reports of those who have investigated the subject, upon the literature and upon the unanimous opinion of the Board of Food and Drug Inspection, that flour bleached by nitrogen peroxide is an adulterated product under the Food and

To the Trade:

Do You Know That the American Consumption

OF

CEYLON TEA

IS

INCREASING STEADILY,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea.)

DIRECT SHIPMENTS

TO

America, September 30th, 1908,

Show Increase of About a Million Pounds.

Drugs Act of June 30, 1906; that the character of the adulteration is such that no statement upon the label will bring bleached flour within the law, and that such flour cannot legally be made or sold in the District of Columbia or in the Territories, or be transported or sold in interstate commerce, or be transported or sold in foreign commerce except under that portion of Section 2 of the law which reads, "Provided, That no article shall be deemed misbranded or adulterated within the provisions of this act when intended for export to any foreign country and prepared or packed according to the specifications or directions of the foreign purchaser, when no substance is used in the preparation or packing thereof in conflict with the laws of the foreign country to which said article is intended to be shipped."

In view of the extent of the bleaching process and of the immense quantity of bleached flour now on hand or in process of manufacture, no prosecutions will be recommended by this Department for manufacture and sale thereof in the District of Columbia or the Territories or for transportation or sale in interstate or foreign commerce for a period of six months from the date hereof.

HOLT.

Cut Glass at Cut Prices.

Nothing makes nicer Christmas presents than cut glass. You all make some presents, so before deciding on what you intend giving look over the fine assortment of shapes and cuts on sale by James M. Vance & Co., of 211 Market street, Philadelphia.

They will sell these to you at wholesale prices, and if you cannot come in send your wife. Don't miss this opportunity.

Pennsylvania Food Commissioner Will Ask for Radical Storage Product Changes

Will Ask Next Legislature for Law Compelling Labeling of Storage Products Over Ten Days Old and Requiring Fowls to be Cleaned Before Storing. Food Department's Work for Past Month.

The current number of the Pennsylvania Dairy and Food Bulletin contains an interesting statement of Commissioner Foust's reasons for the request which he will make of the coming Pennsylvania Legislature to pass a law compelling storage eggs and other storage products to be so labeled. One most important feature of it is a proposed requirement that fowls must be cleaned before being placed in storage:—

Among the other acts which the Legislature will be asked to pass at its coming session will be one prohibiting the sale of cold storage eggs or poultry unless they are plainly labeled as such. This will be done to protect the public against some nefarious and unsavory practices and to promote the happiness and the health of consumers in general. The section referring to eggs is urgently demanded by a process now in vogue in Philadelphia and Pittsburg and

possibly other cities, revolting to the sensitive stomach. This consists in opening spoiled eggs, picking out the decomposed portions, as well as it can be done, and selling the residue by the pound to bakers for use in cakes and pastry. Certainly if a baker were to fall under the suspicion of his patrons as being guilty of such a filthy practice for the sake of saving a few dollars monthly on his egg bill, he would be likely to lose a good many of them. Even the suspicion that cake and pies contain such suspicious admixtures is calculated to make one desire to avoid any but the homemade article. Bakers should be among the first to advocate such a law, since it would at once protect them from unjust, but natural suspicion.

It is proposed to get at the cold storage evil by providing that fowl or eggs kept in refrigerating establishments for more than ten days shall be labeled "cold storage," so that the purchaser may not be left in the dark concerning the quality of the goods he is getting from the dealer. Another requirement will be that poultry shall be cleaned and drawn before being placed in cold storage. It has come to the knowledge of the Dairy and Food Division

that chickens, ducks and other fowls are kept sometimes in cold storage houses for two years, the entrails not having been removed and are then sold for food. Under the proposed law persons guilty of violating the provision prohibiting this will be liable to a fine of from \$50 to \$500 and imprisonment from thirty to ninety days.

The circumstances are such as urgently to demand the enactment of such a law. The lives and health of the consuming public are constantly threatened by articles of food which have undergone a chemical change during the cold storage process which transform them into dangerous poisons. There does not seem to be any special reason why either eggs or fowls should be stored for years. In any event, the purchaser has the right to be informed concerning his purchases. If the articles he buys have been in cold storage he should be properly enlightened, so that his purchase is made with a full knowledge of all the facts.

The official summary of the month's work is as follows:—

REPORT OF ANALYSES.

Butter Samples, 8.	
Colored oleomargarine	3
Pure	5
Total	8
Oleomargarine Samples, 1.	
Colored	1
Pure Food Samples, 91.	
Adulterated	4
Colored	1
Complying with law	30
Ice cream, etc., no law covering same	53
Misbranded	3
Total	91

GROCERY { Necessities Luxuries Economies } In Exchange FOR CASH

Fancy New Cal. Lima Beans, bags about 80 lbs.	per lb.,	\$0.05½
5 or 10-bag lots	per lb.,	.05
Slab Apricots (Ripe Apricots they are called by some), 50-lb. boxes	per lb.,	.08¾
5 or 10-box lots	per lb.,	.08¾
These are excellent eating fruit, bright, and far superior in quality to many higher price Apricots on the market. This is a fine lot of them.		
Extra Choice New Crop New Orleans Molasses, barrels	per gall.,	.30
Half barrels	per gall.,	.32
Quaker Puffed Rice, 36 packs	per case,	2.65
No orders for Puffed Rice accepted from other wholesale grocers, and not over three cases to any one buyer.		
Best Quality Western Pearl Hominy, 100-lb. bags,	per bag,	1.65
Absolutely Pure New York State Buckwheat Flour, 125-lb. bags	per 100 lbs.,	2.80
Buckskin Brand Cal. Asparagus Tips, No. 1 square cans, 2 doz.	per doz.,	2.25
These are as fine quality Asparagus Tips as you will find on the market. They are worth fully 25 to 30c. per dozen more than the above price.		
Owl Brand Fancy Seeded Raisins, 36 ls	per lb.,	.07½
New Grenoble Walnuts (pure Mayettes), bags about 110 lbs.	per lb.,	.12¾
New French Marbot Walnuts, bags about 110 lbs.	per lb.,	.10½
New French Walnuts (Cornes), bags about 110 lbs.,	per lb.,	.09¾
50-lb. lots at ¼c. per lb. advance.		
New Mixed Nuts, 25-lb. boxes	per lb.,	.09¾
5 or 10-box lots	per lb.,	.09¾
Absolutely Pure City-rendered Lard, 50-lb. gross tins	per lb.,	.10½
5 or 10-tin lots	per lb.,	.10½
Fancy New Citron, all whole pieces, 10-lb. boxes,	per lb.,	.13¾
25-lb. boxes	per lb.,	.13¾

Fancy New Orange Peel, 10-lb. boxes	per lb.,	\$0.10½
Fancy New Lemon Peel, 10-lb. boxes	per lb.,	.10
New 3-crown Cal. London Layer Raisins, 20-lb. boxes	per box,	1.60
New 2-crown Cal. London Layer Raisins, 20-lb. boxes	per box,	1.50
Fancy New 4-crown Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.06½
Fancy New 3-crown Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.06
Fancy New 2-crown Loose Muscatel Raisins, 50-lb. boxes	per lb.,	.05
Three Especially Low-priced High-grade Candies, made by the Trowbridge Chocolate Chip Co.:—		
Crawford Chocolate Chips, 30-lb. pails	per lb.,	.15
Nougatine, Chocolate Covered, ab. 28-lb. pails,	per lb.,	.14
Old-fashioned Chocolate-covered Peppermints, 30-lb. pails	per lb.,	.14

These are particularly desirable Candies and at very low figures.

In a good, cheap Mixture that can be retailed at 10c. per lb. our Oneida Brand in 30-lb. pails, at 5½c. per lb., or in 5 or 10-pail lots, at 5¼c. per lb., are fully 1c. per lb. cheaper than you can obtain like goods elsewhere.

Fancy New 20-30s Silver Prunes, Wheel Brand, 25-lb. boxes	per lb.,	.10½
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These are a very decided bargain with us.

Fancy New Irish Mackerel, 300 to 320 fish to the barrel	per bbl.,	14.75
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These are an unusually fine quality Mackerel. Some of our trade who have seen them say they are as good as Norway 3s, and we share this opinion ourselves. They are white and fat. We recommend them.

These Prices for This Week Only—December 14th to December 19th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

Vinegar Samples, 14.	
Pure	14
Oleomargarine Cases, 4.	
Terminated	4
Pure Food Cases, 9.	
Terminated	9
LICENSES ISSUED FROM JANUARY 1 TO NOVEMBER 15, 1908.	
Oleomargarine Licenses, 363.	
Boarding houses	7
Restaurant	3
Retail	343
Wholesale	10
Total	363.

Renovated Butter Licenses, 12.

Retail	10
Wholesale	2
Total	2

Total amount of money received from said licenses for 1908, is \$34,538.59, and this sum has, in accordance with law, been deposited in the State Treasury.

The following are taken from the adverse reports of the State chemists:—

Sample bought of O. H. Shoemaker, Connellsville. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of Reese & Spencer, New Castle. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of A. Bonna, New Castle. Sold for butter. Chemist's report—Colored oleomargarine.

Sample bought of O. H. Shoemaker, 210 N. Pittsburg street, Connellsville. Sold for oleomargarine. Chemist's report—Colored with a coal-tar dye.

Sample bought of W. L. Longenecker, 801 Eighth avenue, Altoona. Sold for breakfast food. Chemist's report—Misbranded.

Sample bought of J. Hance, Wilkes-Barre. Sold for breakfast food. Chemist's report—Misbranded.

Sample bought of Henry Rohner, Fifth and Race streets, Philadelphia. Sold for gluten flour. Chemist's report—Sample is not gluten flour.

Sample bought of E. E. Harding & Co., 200 River Front Stores, Philadelphia. Sold for extract of lemon. Marks on package—"Chr. Hansen's Junket Flavors. Lemon." Prepared at Chr. Hansen's Laboratory, Little Falls, N. Y. Chemist's report—Sample is colored with a coal-tar color.

Sample bought of S. R. Read & Co., Twelfth and Thompson streets, Philadelphia. Sold for lemon extract. Marks on package—"Key-stone Pure Flavoring Extract Lemon. One-half strength. J. F. Nace's Sons, Philadelphia." Chemist's report—Sample is misbranded in being far below half strength as labeled.

Sample bought of The Clawson Co., 45 S. Second street, Philadelphia. Sold for lemon extract. Chemist's report—Sample is below United States Standard of 5 per cent. lemon oil.

Sample bought of Robinson & Crawford, Thirteenth street and Columbia avenue, Philadelphia. Sold for rice. Chemist's report—Sample is coated with glucose and talcum; should be declared on package.

Florida oranges are coming better, though the price is still comparatively low—\$1.50 to \$2.50 for the best. The demand is only moderate, as there has been a vast deal of poor fruit on the market.

Imitation Whisky Can be Called Compound Whisky if One-third is Whisky.

U. S. Attorney-General so Advises Department of Agriculture, which Adopts It as Decision No. 98.

The "Grocery World and General Merchant is in receipt of Food Inspection Decision No. 98, which covers the labeling of whisky compounds. Preceding it is a brief note by the Secretary of Agriculture stating that in this matter the department will stand on the opinion of the Attorney-General, which is reproduced as follows:—

December 1, 1908.

The Honorable, the Secretary of Agriculture.

Sir:—I am duly in receipt of your letter of this date. In this you call my attention to a passage in my opinion of April 10, 1907, addressed to the President, which passage is in the words following:—

I conclude that a combination of whisky with ethyl alcohol, supposing, of course, that there is enough whisky in it to make it a *real* compound and not a mere semblance of one, may be fairly called "Whisky," provided the name is accompanied by the word "Compound" or "Compounded," and provided a statement of the presence of another spirit is included in substance in the title—

and you ask me how much whisky there must be in a mixture of whisky and neutral spirits to fairly entitle this mixture to be called a "Compound" or "Compounded" whisky, or, as stated in your letter, "whisky: a compound of pure grain distillates."

In the passage in question I stated that there must be, in any such a mixture, "enough whisky * * * to make it a *real* compound and not a mere semblance of one." In the absence of any legislative provision or judicial determination on this subject, the proportion of whisky necessary for the purpose in question can be stated only tentatively and for the time being; and a selection of any particular fraction of the whole as a necessary proportion must be, at least in its appearance, somewhat arbitrary. I have, however, very carefully examined the evidence on this subject submitted by your department, and, after full consideration of such evidence, have reached the conclusion that, until better informed in the premises from the action of the Congress or of the courts, this department will not advise a prosecution on the ground of violation of law in using any one of the three labels above suggested or any substantially equivalent therefore when the amount of whisky in the mixture equals or exceeds one-third in volume of the spirituous content; that is to say, in the case you mention, one-third of the whisky and neutral spirits combined.

Very respectfully,

CHARLES J. BONAPARTE,
Attorney-General.

Florida eggplants range from \$3.50 to \$4 for anything good. There is very little good stock coming forward and the demand is poor.

BUTTER

ROLLED OATS

In barrels and bags

CORN MEAL

In bags

GRANULATED AND TABLE YELLOW

ASK YOUR JOBBER



THE OLD JAR IS DONE

The old-fashioned screw-top jar was good enough until something better appeared, but the **Schram Automatic Sealer Jar** is the something better that will make the old jar seem very crude and inadequate.

Every single shortcoming of the old fashioned jar has been cured in the **Schram Jar**. The rough, uneven moulding, the rough edge, the tricky rubber rings, the uncertain sealing and the hard unsealing—you don't see one of these defects in the **Schram Jar**.

There are no rubber rings at all, and a child can both seal and unseal. Price only about the same as the old jar.

Watch them sell this year.

Schram Automatic Sealer Company

General Sales Office
421 South Seventh Street
St. Louis, Mo.

Factory and Glass Plant
HILLSBORO, ILL.

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Vice-President and Editor.

DAVID EZEKIEL,
Advertising Manager.

WILLIAM H. NAYLOR,
Circulation Manager and Manager Prices-Current.

Monday, December 14, 1908.

A complete draft of the pro-
posed new Pennsylvania food law
is published else-
where in this
issue. It is mod-
elled on the food

law framed by the National As-
sociation of Dairy and Food Com-
missioners, but there are certain
modifications and additions made
necessary by conditions peculiar
to Pennsylvania. The draft pub-
lished this week has been thor-
oughly thrashed over by most of
the interests affected, and will
probably represent about what
the Legislature will be asked to
pass. There may be some minor
changes, however.

In the draft as originally
framed and as presented in an-
other column, there is a provision
legalizing the use of benzoate of
soda in 1-10 of 1 per cent. addi-
tions. Much opposition to this
has developed from certain manu-
facturers, and in the interest of
harmony it may be eliminated.
In that event benzoate will prob-
ably be neither specifically for-
bidden nor permitted, the ques-
tion being left open and subject
to the Commissioner's discretion.
Commissioner Foust deserves
credit for this attempt to settle a
question on which the Federal
Government and most of the
States have been backing and fill-

ing for years, and it is highly re-
grettable if anything is to inter-
fere with its settlement as he
planned it.

Outside of the benzoate feature,
the new bill contains the same
definitions of adulteration and
misbranding as the act of 1907.
There is, however, an important
addition to the definition of mis-
branding—a provision that food
shall be deemed misbranded if
it is inferior to the representations
which the seller makes for it.
None of Pennsylvania's preceding
food laws has contained anything
like this, and there has always
been some doubt whether a verbal
misrepresentation as to the qual-
ity or purity of goods, not appear-
ing on the label, could be prose-
cuted. It is probable that it could
be as a constructive misbranding,
but the point was debatable. The
above new clause of the proposed
new bill will make verbal misrep-
resentations as much a misbrand-
ing as a false label. Tomatoes
sold for standards, but actually
seconds; butter sold as fancy
creamery, but really not fancy at
all; "fancy" dried fruits anything
but fancy; rice called fancy, but
scarcely choice—all these prac-
tices and many others are spe-
cifically forbidden by the new
Pennsylvania bill.

Another important feature is
the elimination of the guarantee
clause. No longer is the retailer
released from responsibility upon
showing a guarantee. So far as
the food law is concerned, he does
not even need to get a guarantee,
though it will now be more than
ever necessary to do so for his
own protection, as will in a few
moments appear. Under the new
plan if the department buys a
sample from a retailer and finds it
adulterated, it will notify the re-
tailer to that effect. If he stops
its sale there is no prosecution.
If he continues he will be prose-
cuted at once.

After the retailer, in pursuance
of the above notice, has discon-
tinued the sale of a condemned
article he will find himself with a
greater or less stock of unsalable
merchandise. Then comes in the
benefit of a guarantee upon which
he can go back upon the manufac-
turer or jobber.

The chance is that almost no
prosecutions will be brought
under the new law against any-
body but manufacturers or job-

bers. Naturally few retailers will
tempt certain prosecution by con-
tinuing the sale of a product
which they have been positively
informed is illegal. The depart-
ment, to enforce the law, will
therefore need to go a step further
back and prosecute the jobber,
using the retailer as a witness, or
even further back to the manu-
facturer. Neither the manufac-
turer nor the jobber is entitled
under the law to notice that goods
they have sold are adulterated,
unless the sample has been pur-
chased direct from them.

Retailers throughout the State
will hear with great gladness
that the new law specifically
absolves them from the need
of labeling their retail pack-
ages if the original package is
labeled correctly. Compound
lard, coated rice, benzoated cat-
sup, etc., may be sold by the re-
tailer, if the original package is
honestly labeled, without the
necessity of marking the bag, or
the pitcher, or any other con-
tainer, as now.

The new act does not apply to
drink, or to a long list of other
products, among them French
vegetables, molasses and dried
fruits. There may be special
laws passed to cover each of
these, and there is reason to
assert that if there are, in the
case of molasses and dried
fruits the question of bleaching
with sulphur dioxide will be set-
tled with the same courage that
has marked the attempted settle-
ment of the benzoate problem.

One of the "Grocery World
and General Merchant's" most
intelligent solicitors sends in the
following impor-
tant statement:—

A Lie!

The report has become current
among some of the retailers here
that the "Grocery World and Gen-
eral Merchant" is run in the express
interest of Barber & Perkins, whole-
sale cash grocers of Philadelphia,
and for that reason some have re-
fused to subscribe for it. I have at-
tempted, with what little information
I have of the matter, to disabuse
their minds of such an erroneous
impression. I would respectfully
suggest that this matter be men-
tioned in next issue of journal and
cleared up, so that any prejudice
which might be lingering in the
minds of merchants in this vicinity
and my territory generally, caused by
this report, will be removed.

This is an absolute falsehood
cut out of the whole cloth. Bar-
ber & Perkins, the Philadelphia
cash jobbers, are advertisers in

this paper on precisely the same
terms as every other advertiser.
They neither have nor have had
any other connection with the
"Grocery World and General
Merchant" of any character.

The origin of this false report is
not hard to find. In its price-list
the "Grocery World and General
Merchant" quotes the lowest
prices at which any reputable job-
ber will sell. Sometimes the low-
est price is obtained from Barber
& Perkins, though there is
nothing to indicate that when the
price is given. Many of the regu-
lar jobbers, however, are against
the "Grocery World and General
Merchant's" price-list because
their customers hold it under their
salesmen's noses and often obtain
lower prices on the strength of it.
Quite naturally, wherever they
can, they will discredit a paper
that thus helps the retailer at the
jobber's expense.

Of course, no discredit comes
from association with Barber &
Perkins; the discredit sought to
be created was in representing
that a journal alleged to be inde-
pendent was in reality a house
organ for one jobber. The "Gro-
cery World and General Mer-
chant" repeats—the whole thing
is a lie, and no one knew it better
than the jobber's salesmen who
circulated it.

The "Grocery World and Gen-
eral Merchant" has been expect-
ing another vol-
canic eruption
from Dr. H. W.
Wiley, chief Gov-
ernment chemist, who has been
so thoroughly outclassed by his
Governmental superiors that of
late he has kept resentfully silent.
As the "Grocery World and Gen-
eral Merchant" believed, however,
it was impossible to wholly curb
his passion for sensational pub-
licity, so the expected volcanic
eruption has occurred. The fol-
lowing dispatch appeared in the
Philadelphia "North American"
of last Sunday:—

Washington, Dec. 5.

The Pullman Car Co. will be the
next concern in the United States to
be investigated, according to a state-
ment made by Dr. Harvey W. Wiley,
chief chemist, to-day.

Dr. Wiley does not say whether it
will be proceeded against under the
pure food law or not, but he declares
that measures will be taken to insure
a supply of fresh air in all Pullman
cars in the United States, if he has
his way.

"We have taken samples of the
gas breathed by sleepers in Pullman

cars," declared Dr. Wiley to-day, "and we are analyzing it to find out what it is. We don't know what it is. All we know is that it isn't air. We are also going to find out if the company cannot be compelled to allow the occupants of lower berths the benefit of the entire section when upper berths are not occupied."

The "Grocery World and General Merchant" respectfully suggests that while Dr. Wiley is at work on Pullman air, he also analyze the particular brand of hot air which he has himself dispensed for several years. Having no doubt that the suggestion will be at once adopted, the "Grocery World and General Merchant" hazards a prophecy as to what the composition of the Wiley hot air will be found to be:—

Vanity	75 per cent.
Recklessness	15 per cent.
Ignorance	10 per cent.
	100 per cent.

Mr. E. Mapes, secretary of the Cream of Wheat Co., whose scurrilous remarks concerning grocers are being discussed by the trade press everywhere, has three times denied the correctness of the interview which

contained those remarks, as reported by C. M. Wessels, of this paper, with whom the interview was had.

In all of his denials Mr. Mapes confines himself to substantially the following statement: "The alleged interview is absolutely false in every respect." No elaboration, no explanation, only this flat, cheap and easy statement. It is met, let it be said, by Mr. Wessels' sworn affidavit that every sentiment credited to Mr. Mapes was uttered by him.

No unsupported denial such as this will be accepted by the trade in this case. By the exposure of its secretary's ill-judged remarks, the Cream of Wheat Co. is bound to have suffered a serious loss of business. If Mr. Wessels untruthfully reported Mr. Mapes he has committed an outrageous and actionable wrong both against him and against his company. Why then does not Mr. Mapes enter suit either against Mr. Wessels, the "Grocery World and General Merchant," or any others of the courageous trade papers who have printed the facts? Everyone is financially responsi-

ble. If he could make good his denial Mr. Mapes could not only recover substantial damages but he could obtain what to him is really more important than damages—vindication.

Would an honest man, made the victim of an interview "absolutely false in every respect," hesitate for a minute to take this step? Is it conceivable that an honest man would suffer such a wrong in silence when his silence meant inevitable loss of business?

Certainly not! Mr. Mapes consciously lies when he says the interview is false, and he dare not follow his statement with a legal action based on its falsity. The "Grocery World and General Merchant" challenges him now to do so.

No Longer Limit on Molasses Bleach.

More Evidence that the Government Will Interfere No Further with Prevalent Practice. Well-known Molasses Firm's Explanation of Increased Use of Bleach.

The packers of New Orleans molasses have apparently aban-

doned all effort to keep the percentage of bleach within the Government permission of 350 milo per kilogram. This was referred to in a recent issue. The new crop molasses now coming forward shows a beautiful color, due wholly to the use of old-time quantities of bleach.

A letter recently sent by Penick & Ford, New Orleans molasses people, to various jobbers contains the following statement:—

The amount of sulphur used in molasses this year is far, far in excess of last year, and we think it is due to the Government Food Inspection Decision 89, which permits the use of sulphur in manufacture of sugar without any limit. The old ruling, Food Inspection Decision 76, permitted the use of sulphur, but limited the quantity of sulphur dioxide to 350 milo per kilogram.

Every indication is that the molasses will not be interfered with by the Federal Government except in cases where grossly excessive percentages of sulphur are used.

The first Florida strawberries are in Northern markets and range from 75 cents to \$1. The quality is good and the demand light.

Just
Figure Out
the Profits
You
Can Make
by selling
Dandelion
Brand
Butter Color
Purely Vegetable



This trade mark has appeared on our Butter Color for over 25 years.

There Must be at Least 50 Makers of Butter--Probably More--in Reach of Your Store

For every pound these men sell they could get 3 to 5 cents extra by using Dandelion Brand Butter Color. In a year the profits of any one of these would amount up to a figure well worth while.

And part of that profit—a good part too—would be yours. To get the exact figures you have only to divide the total number of pounds of butter made in your county by the number of pounds that can be colored from each can of Dandelion Brand Butter Color. For there is no reason why you shouldn't get all this business.

Dandelion Brand Butter Color produces such a perfect "June" shade, is so absolutely odorless and tasteless—and adds so much to the weight of the butter that every man who tries it will continue to use it. It is one of the few butter colors that are approved under the Pure Food Law for there is

NO COAL TAR IN THE DANDELION BRAND BUTTER COLOR

It is made of absolutely pure and unadulterated vegetable matter and is guaranteed never to turn sour or rancid or to injure the digestion in any manner. That is why it sells so well.

To get the exact figures on the profit you can make from each can of Dandelion Brand Butter Color write us to-day for complete description and prices.

We guarantee that Dandelion Brand Butter Color is purely vegetable and that the use of same for coloring butter is permitted under all food laws—State and National.

WELLS & RICHARDSON CO., BURLINGTON, VT.

Tungsten Lamps for the Grocery Store

The rapid development in the manufacture of Electric incandescent lamps, which culminated in the production of the Tungsten Lamp, offers to the public an illuminant which is, without doubt, more economical than any other method of lighting. The Tungsten Lamp is rated at 1¼ watts per candlepower as compared with 3.1 to 3.5 watts per candlepower in the carbon filament lamp. A SAVING OF APPROXIMATELY 60% CURRENT CONSUMPTION. Notwithstanding the higher cost of Tungsten Lamps for purchase and renewals, their use will show a very large net saving to the customer owing to the above mentioned low current consumption.

We have a special Tungsten Lamp Fixture rental proposition. For details write or phone to

The Philadelphia Electric Co.
10th and Chestnut Streets

Monogram Canned Oysters Compete With Fresh

The most delicious canned oysters on the market, without a doubt.

The only ones that absolutely hold the flavor of the fresh.

First, because the oysters we use are particularly full-flavored, and second, because our special process of canning saves and keeps it.

You can sell many a can of these to people who also eat fresh oysters.

Packed with perfect care and with every sanitary precaution. Quart cans, and shipped 2, 3 and 4 dozens to case. Want prices?

Merrell-Haviland Oyster Company

BOAT 2, FOOT OF BLOOMFIELD ST.
New York City

GOFF'S COUGH SYRUP



is a good seller in your section. Have you Goff's in stock and are you getting the benefit of our advertising?

Special 6 doz. deal. Write.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

38% PROFIT



Huebener's Lititz Bretzels

will make this for you, and you'll sell more of them.

IT'S their quality and good-to-eat-ness that makes you like them. Ask for sample carton.

Lititz Bretzel Co., Lititz, Pa.

James J. Huebener, Prop.

Federal Food Law Results During Current Year

United States Secretary of Agriculture Reports on the Work of His Department in This and Other Food Product Lines—Big Year for Home Sugar Industry. Meat Inspection and Food Exports.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

December 11, 1908.

I have obtained during the week advance sheets of the annual report of the United States Secretary of Agriculture, in which, as usual, he deals interestingly with many questions of interest to the trade.

The report is quite voluminous, and from it the following extracts have been taken concerning the home beet sugar industry, the meat inspection law and the Federal food law:—

FEDERAL FOOD AND DRUG LAW.

At the beginning of the year no case had been brought for violation of the Food and Drugs Act of June 30, 1906, although the machinery for the enforcement of the act had been created. During the year, however, 135 cases were reported to the Attorney-General, 97 of these being for criminal prosecutions and 38 for seizures and condemnations. Of the criminal cases, 14 have resulted in convictions, the fines ranging from \$5 to \$700, with costs. Of the 38 seizure and condemnation cases, 14 resulted in forfeiture and condemnation. So far not a single case has been decided adversely to the Government.

A statistical statement of the samples taken and analyzed, seizures made, and prosecutions brought conveys practically no idea of the volume of work involved or the effect produced on the quality of food products. The number of branch laboratories has increased from 6, examining only imported products, to 21, analyzing both interstate and foreign samples. These laboratories are located at the following points, selected because of the control afforded interstate commerce: Boston, Buffalo, Chicago, Cincinnati, Denver, Detroit, Galveston, Honolulu, Kansas City, Mo.; Nashville, New Orleans, New York, Omaha, Philadelphia, Pittsburg, Portland, Ore.; St. Louis, St. Paul, San Francisco, Savannah and Seattle. The number of inspectors was increased during the year to 39 and approximately 13,400 samples have been collected and distributed among the branch laboratories and to the Division of Foods and the Division of Drugs of the Bureau of Chemistry. Inspectors are assigned to the branch laboratories and to such other points as afford an advantageous situation in regard to the interstate distribution of supplies. Of the samples analyzed and found to be adulterated, 814 were found to have been collected under such conditions that prosecution could be brought. Data in regard to such cases are checked first in the Division of Foods or the Division of Drugs of the Bureau of Chemistry at Washington and then are

referred to the Board of Food and Drug Inspection for recommendation and reference to the Department of Justice for legal action.

In addition, the inspectors have collected data necessary to institute proceedings for the seizure of 86 shipments for confiscation by a process of libel for condemnation. The shipments include cider, honey, coffee, flour, canned fruit, syrup, molasses, wine, meal, beer, vinegar, stock feed and canned vegetables. These seizures usually represent large quantities of the products, as, for example, 135 barrels of cider, 40 cases of coffee, 2,240 sacks of flour, or 1,078 barrels of wine. In some cases the shipment was destroyed, for instance, 84 bags of coffee colored with lead chromate. In many other cases where only misbranding is involved and this may be corrected by relabeling, the goods are returned to the owner upon payment of costs and the delivery of a bond not to dispose of the product contrary to the law. This feature of the law has not proved uniformly desirable, inasmuch as the manufacturer has in some cases failed to comply with the terms of the bond, necessitating an additional expenditure of labor and money for his reaprehension.

In considering the volume of work accomplished by the inspectors, the difficulties attending the collection of interstate samples must be considered, there being marked differences between the conditions under which the State inspectors work and those attending the work of the Federal inspector. In the latter case interstate transaction must be shown and the samples must be identified with the shipment received at that particular time, collection must be made in the original unbroken package, and it must be shown that the goods were received by the dealer subsequent to January 1, 1907. Further, the Federal inspector is not clothed with the police power conferred by the State, and no penalties are laid for hindering a Federal inspector in the performance of his duties. In this connection attention should be called to the fact that the manufacturers have shown a commendable spirit in their attitude toward the inspectors, and the steady growth in co-operation of manufacturers with the Government in the pure food propaganda speaks well for the spirit in which the inspectors have done their work, as well as for the progressiveness and honesty of the American manufacturer.

In addition to the collection of samples, the investigation of factories and work in co-operation with the chemists of the branch laboratories in conducting special investigations have played no small part in the activities of the inspecting force. The routine collection of samples of misbranded whiskies was supplemented by a special effort to locate large shipments of the product manufactured from neutral spirits and misbranded, under the decision of the Attorney-General, as straight whisky or blended whisky. Seizures have been made to the extent of 82 barrels and 6,702 cases,

action in regard to the greater part of which is pending, and libel proceedings have been requested affecting 625 barrels and 31,359 cases of food and drug products.

Other subjects of special investigation by the inspecting force include distilled colored vinegar labeled as pure apple or cider vinegar; durum wheat flour bleached and marketed under a brand that was misleading as to quality; watered or adulterated milk entering into interstate commerce at certain large centres; edible gelatin as associated in its manufacture with the gelatin used in the arts; and packages of cheese overmarked as to weight. As the inspectors in the present year will be called upon more and more to serve as witnesses in the courts, and the work of organization is now practically complete, it is apparent that the inspection force must be largely increased to insure a thorough enforcement of the law.

SPECIAL FOOD AND DRUG INVESTIGATIONS.—FLOUR.

A co-operative investigation in regard to the bleaching of flour and the use of durum wheat in flour milling was undertaken at the St. Paul, Chicago and Washington laboratories, with the aid of the inspectors. In regard to the use of durum wheat, the leading millers were interviewed, the composition of 47 samples was determined, and a study was made of wheat mixtures affording information which had been much needed in regard to the branding of wheat flour. Seizures have been made and judgments obtained as to the misbranding of wheat flours which were mixed with flour from durum wheat and labeled hard spring wheat flour. The investigation in regard to bleaching flour was more extensive,

as it called for a thorough study of the methods of grading and the results of baking tests, as well as chemical and physical examinations, before a conclusion could be reached. Over 1,000 determinations have been made in this study, and the investigation is nearing completion.

CANNED GOODS.

Special investigations combined with factory inspection, have been made in regard to the canning of peas and the making of tomato ketchup. In the former case studies as to the grading of the product in connection with the question of proper branding have been made, and the effects of bleaching and the causes of spoilage have been studied. The ketchup experiments were made at a factory offered for the purpose, and included the manufacture of ketchup without preservatives, the causes of spoilage, the length of time elapsing both before and after opening when spoilage would take place, no preservative being present. Studies were also made of the antiseptic value of the spices, sugar and vinegar employed. Methods of processing were also studied and commercial brands were examined and compared with the experimental product. In connection with these studies it is of interest to note the increasing importance of the microscope in the detection of adulteration, the presence of bacteria, fungi and other signs of fermentation and decay being easily demonstrable by micro-chemical examination.

BEET SUGAR INDUSTRY.

In the production of sugar beets for sugar making, this year stands at the top, both in quantity and in its value to the farmer, although

in both respects not much above the figures for 1906 and 1907; but, in comparison with the average of the preceding five years, the tonnage of this year is higher, by 44.7 per cent. and the value, \$21,500,000, by 43.7 per cent.

The plantation value of sugar cane, molasses and syrup for 1908 is estimated to be about \$34,000,000, a value which was exceeded only in 1904, but in comparison with the five-year average the value is greater this year by 9.7 per cent.

The foregoing figures relate to raw materials of sugar, but it is always interesting to notice the estimates of the values of the finished product, or refined sugar for beets and raw sugar for cane.

The beet-sugar production from the crop of 1908 reaches a higher figure than ever before, or about 500,000 short tons, worth at the factory, with the pulp, about \$45,000,000; this value also is higher than for any preceding year.

In the case of raw sugar of cane, the production of 1908 has a commercial estimate of about 407,000 short tons, a quantity perceptibly greater than the high figures of four or five former years. The value of this product has been exceeded in only one year, 1904.

On combining beet sugar with cane sugar, the total production of 1908 is estimated to be about 900,000 short tons, an amount much above the total of the highest former year; the factory value of the two kinds of sugar is supposed to be \$75,000,000, and this holds the record place.

The grand total value of the refined sugar of beets, of the raw sugar of cane, of beet pulp, of molasses and syrup of cane and sorghum, and of maple sugar and syrup, resulting mostly from commercial estimates, is \$94,000,000 for 1908.

EXPORTS OF FOOD PRODUCTS.

The exports of agricultural products for domestic production have increased noticeably in value and in the case of many items greatly in quantity during the last dozen years. A comparison of the average for 1904-1908 with that for 1893-1897 discovers that the total agricultural exports increased 53.7 per cent. in value, while the population increased 24.4 per cent. from 1896 to 1908.

The increased value of the exports of packing-house products is 40.6 per cent. The exported lard gained 32.9 per cent. in number of pounds and 52.6 per cent. in value; oleo oil, 74.4 per cent. in weight and 72.8 per cent. in value; hams, 80 per cent. in pounds and 90 per cent. in value; salted and pickled pork, 121.8 per cent. in quantity and 187.1 per cent. in value. Fresh apples gained 130.8 per cent. in number of barrels and 224 per cent. in value; all fruits gained in export value 237.8 per cent.

MEAT INSPECTION.

During the past year 53,906,511 animals were inspected before slaughter. Of this number 34,980,571 were hogs, 9,778,189 were sheep, 7,198,224 were cattle, 1,993,461 were calves, and 46,066 were goats. The animals inspected at slaughter numbered 53,973,337, an increase of 6 per cent. over the previous year. Of these, 175,126 carcasses and 704,666 parts were condemned, 108,519 carcasses were passed for lard and tallow, and 53,689,692 passed for food. Tuberculosis was the cause of condemnation of about three-fourths of the cattle carcasses and about two-thirds of the hog carcasses that were condemned, and the majority of the other condemned hogs were affected with hog cholera and swine plague.

What the Name *Armour* Means

The name "Armour"—on "Star" Hams or on anything else—means that the article is above the common. Have you ever thought of this? Back of every Armour product is a world-wide business that depends for success on quality.

People will eventually get what they like best. There is no doubt of that. We can't hold your trade unless we deserve it. And we must deserve it better than others, because of our larger production. We must control an enormous trade to dispose of it.

No skill is too costly, no care too extreme, if it improves our products even a trifle. For we can't sell the most of an article if anyone makes a better. That goes without saying. We cannot long be leaders unless we lead in quality.

Our products are clean and healthful, and correctly branded. The laws insure that. We have a small army of Government inspectors around us. From the animal to the consumer, every process is watched by them. We could not put out anything deceptive, un-

clean or unhealthful, even if so inclined.

But the name "Armour" means more.

It means that the highest skill that we know has been employed in the making. It means that years of experience has served to perfect it. It means that our vast reputation, and all that depends on it, is deliberately placed at stake on it. We are not so unwise to seek your trade in this expensive way, without knowing that our products will keep it.



During the year the Government inspectors passed on nearly 6,000,000 pounds of meat-food products processed under their supervision.

There were condemned on reinspection during the year 43,344,206 pounds of meat products which had become sour, tainted, putrid, unclean, or, in the case of fats, rancid, since the inspection at slaughter.

There was an increase of 13.8 per cent. in the quantity of meats and products certified for export as compared with the previous year. Certificates to the number of 122,295 were issued, covering 1,545,761,808 pounds.

The Federal law has no power over products prepared and consumed within the limits of a State, and a large amount of the meat supply—almost one-half the entire slaughter of the country—comes within this class. The Department has found that the worst sanitary conditions exist at many abattoirs where such meats are produced. It is only natural that suspicious and diseased live stock, such as would fail to pass the Government inspection, find their way into these small establishments, to be thereafter sold and consumed within the State. The Department has, moreover, frequently found preservatives in meats prepared by local butchers. It is therefore very important that State and city health authorities should provide adequate protection to their people by inaugurating a system of abattoir inspection that will do away with the evils mentioned. Unfortunately but very few States have as yet realized the importance of this matter. It should be emphasized also in this connection that a mere examination of meat exposed for sale is insufficient. The only way in which consumers can be protected against diseased meats is by competent veterinary inspection of the carcasses at the time of slaughter, and this is a class of inspection that is very seldom found aside from the Federal inspection.

HOLT.

AMONG THE TRADE.

During the week creditors filed a petition to have the Franklin Biscuit Co., of this city, adjudged an involuntary bankrupt. These are the creditors and the amounts claimed: Estate of James Caldwell, \$548.98; Abram E. Brecht, \$800; Charles Merkel, \$103.35.

The Narragansett Dairy Co., of Providence, R. I., is in trouble with the Pennsylvania and the Federal food authorities. The charge is the use of artificial color in oleomargarine, thus violating the Pennsylvania law and doing the Government out of a large sum in taxes. Large quantities of the alleged colored oleo have been seized by the Government in Philadelphia during the past few days.

By reason of the decline in glucose, noted elsewhere, starch declined $\frac{1}{4}$ cent per pound during the week.

The New York Letter

Arbuckles to Give Jobbers Profit on Handling Free Coffee. Olive Oil Purity Up Again Under Federal Food Law. Local Business Troubles. Important Change in Enforcement of Weights and Measures Law. Tea Scheme Petered Out.

Special Correspondence of "Grocery World and General Merchant."

New York,

December 12, 1908.

Mr. F. Reichmann, State Superintendent of Weights and Measures, in a letter addressed to the New York Merchants' Association, states that the regulation of the weights and measures in this State is in a chaotic condition, that the laws relating to inspection are insufficient, and that his office will cause to be introduced in the next session of the Legislature bills designed to establish uniform standards of weights and measures. The letter requests the co-operation of this association for the purpose in view. The bills prepared, as noted, provide for effective regulation by State authority in all municipal divisions of the State, thereby doing away with the ineffective local supervision that has hitherto prevailed. Provision is made for supplying to each municipal division standards based upon United States standards and the enforcement by State officials of the regulations as to their use. Certain provisions are of much importance to merchants. Some of these are as follows:—

Section 15a. Sale of certain commodities, coal, milk, etc. The following commodities, foods or articles of merchandise shall be sold as follows: All ice, coal, coke, butter, meats, except offal, head and plucks, or wild game, shall be sold only by weight; all fruit and farm produce shall be sold only by standard weight or measure; all milk or cream that shall be sold in bottles shall be sold only in bottles of legalized standard liquid measure.

Section 15b. Any commodity put up or sold or intended to be sold with a container shall have the net contents in terms of weight, number or measure plainly marked, branded or otherwise affixed on the outside of the container.

Members are requested to communicate or confer with the association in relation to these bills, in order that the attitude of the association toward them may be intelligently determined. Irrespective of the merits of these specific bills, it is certain that a thorough systematization of the present defective regulations as

to weights and measures is most desirable.

All the old officers of the New York Retail Grocers' Union were re-elected at the annual meeting held Monday night, and they were naturally pleased by this indorsement of their administration. All have proved themselves zealous workers. The officers are:—

President, Fred. Otten; vice-presidents, George Stadtlander, John Steeneck; recording secretary, H. C. Kloefkorn; financial secretary, H. Droge; treasurer, G. H. Overbeck.

One change was made in the list of trustees, Charles Haslop being selected for a three-year term. The Standing Committees were reappointed.

The United Retail Grocers' Association of Brooklyn met Tuesday evening and furthered the arrangements for the Food Show to be held next April.

All the local associations of retail grocers are now giving attention to the prospects of legislation. The officers of the State Association have a Sunday closing bill that is to be presented soon after January 1st, when the State Legislature will assemble in Albany. It is expected that the local associations will indorse the measure, which applies generally to the sale of foods of all kinds.

The associations also expect to resist unfavorable legislation that is threatened, especially in the line of amendments to the garnishee law.

Among the amendments of the food law that are to be proposed when the State Legislature reassembles is a "pure beer" bill. It is said that it may go further than another bill of this character, which was defeated two years ago, and will prohibit the use of glucose and rice, limiting the brewers more strictly to the use of malt and hops.

The president of the State

Brewers' Association, John L. Schwartz, says that the brewers will try to get uniformity of regulation in the various States and think that this could be best effected by a Federal statute. Aside from this, the brewers, he said, have no objection to their product being subject to the provisions of the food laws.

The Wine Growers' Association gave a banquet Tuesday evening in the Hotel Gotham and, before eating, adopted resolutions asking Congress to maintain the present high duties in order to protect the domestic producers as in the past.

The Arbuckle Bros. have notified the National Wholesale Grocers' Association that a profit will be allowed the jobbers on "free deal" Ariosa coffee the same as on coffee regularly sold. This is similar to the concession that was made a week or so ago by the Diamond Match Co., so the officers of the association feel that they are at last making progress in their demand for profits on goods in the "free deal" class.

The jobbers have also been notified by Libby, McNeill & Libby that the 2 per cent. discount allowed for cash within ten days on certain classes of products in certain territory will, after this, be allowed everywhere. The discount is allowed on jellies, preserves, pickles, condiments and olives, packed in either glass or stone. A discount of 1 per cent. is allowed on olives, pickles and sauer kraut packed in wood.

Twenty cases involving the quality of olive oil were passed upon this week by the Board of United States General Appraisers. The oil, in all instances, was intended, according to the testimony of the importers, for mechanical and manufacturing purposes, but the question was whether or not it was also suitable for food purposes. If the oil were not suitable for food it was entitled to entry free of duty; otherwise it was subject to the regular duty imposed on edible olive oil.

General Appraiser McClelland wrote the opinion, holding that the oil in all these cases was dutiable. He said that the maximum value of olive oil that may be admitted free of duty, even for

mechanical purposes, is 60 cents a gallon. While the prices of the oil in these cases had been under 60 cents at the time of shipment, yet the quotations afterward advanced and at the time of entry no oil of this kind could be bought in the foreign ports under that price.

Even more important than the price, it was held, was the question as to whether or not the oil could be used for food purposes. All the witnesses for the importers agreed that the oil was of the commercial as distinguished from the edible grades. Nearly all the witnesses said that the oil was rancid and of pronounced acidity. The witnesses differed as to the percentage of free fatty acid that olive oil may contain and still be suitable for food. They also differed widely as to the exact condition of the oil in controversy.

The general appraisers agreed that all of the oil was of grades that could be used for food and accordingly decided against the importers, who were: Swan, Finch & Co., the Holbrook Mfg. Co., A. Klipstein & Co., the Ar-

nold, Hoffman Co., the Oil Seeds Co., the Welch, Holme & Clark Co.

Schedules in bankruptcy were filed Wednesday by the Robert B. Reilly Co., 38 Whitehall street, which had 21 tea stores distributed in several cities. The liabilities are stated at \$48,878; assets, \$30,340. The assets include: Stock of tea and coffee, \$1,200; accounts, \$1,340; cash, \$100. The cash item has been increased by \$27,700, obtained by the receiver, William Henkel, on the sale of stores.

Outside of banks the creditors include: Edward J. Sullivan, \$5,500, secured; the E. M. Osborn Co., \$6,600, secured; American Sugar Refining Co., \$1,905; the Robert B. Reilly Estate, \$22,167.

An execution against Anastasi Bros., wholesale grocers and importers of cheese, at 167 West 4th street, was taken out Tuesday in favor of the Hecker-Jones-Jewel Milling Co. on a judgment for \$156, but when the deputy sheriff went to the store he found it in charge of a city marshal,

who had taken possession under an attachment for \$100.

Ninety-eight cases of cheese shipped to Ignazio Lupo, a wholesale grocer at 210 Mott street, are to be sold by the receiver, William Henkel, Jr., under an order of the court, the property being perishable. The question as to the real ownership of the cheese has been sent to a referee in bankruptcy and the proceeds of the sale will be held to await his report.

Collectors of Customs have been notified by the Treasury Department that when tea is imported in fancy packages, lacquered boxes, teapots, sugar jars and similar articles that may be of other use than for the mere transportation of the tea, then duty must be assessed on such packages the same as if they were imported independently.

It is explained that some of the home importers have been handicapped by the importation by others of the tea in the useful packages, which were often highly ornamental also, and which have

been escaping the duty that would have been collected if such articles were brought here by the regular importers in pottery and similar lines. The duty on some of these articles is as high as 60 per cent. under the tariff law.

The regular ticket proposed at the annual election of the New York Mercantile Exchange Tuesday evening was scanned by some jocose members, who declared that all the names were either German or Dutch in origin and that the Irish should have representation. So, the "Progressive Liberal Socialist" ticket was distributed at the last minute, made up as to officers, trustees and committees entirely of Celtic names. The regular ticket received 150 of the 159 votes that were cast. Henry Dunkak is the new president and W. G. French, treasurer.

The State Superintendent of Weights and Measures, F. Reichmann, has been visiting of late the city sealers in a number of the large cities and conferring with them as to legislation in order to



What Do You Care?

Every expert who has ever examined *Wheatena* agrees that it is a strong, perfect, substantial food.

What do you care? Wouldn't you rather sell such a product than one of which that can't be said?

It's sure that your customers would rather eat such a food. Thousands of consumers have eaten it for years for that very reason.

The tasty roasted kernels of superfine hard winter wheat, first sterilized. Everything about *Wheatena*—except the fact that it is made from wheat—is quite different from other cereals.

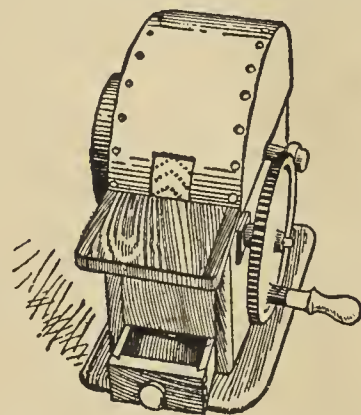
The Wheatena Company
Rahway, New Jersey

HORSE RADISH GRATERS

Great Time
Saver and
Easily Cleaned

Price Special
\$5.50

H. F. HEACOCK,



Tea and Spice
Caddies all
Styles
Scales, Mills
and
Refrigerators

Write for illustration catalogue.

51 N. Second Street, Phila., Pa.



Making Reputation for Your Store

If you want to sell a fancy, pure sweet dairy butter, made by us, inspected by us, sold by us, known all about by us, and guaranteed by us, sell **Gurnse Butter**.

A one-concern butter is almost sure to be better than a butter that goes through several hands before it reaches you.

Gurnse Butter is the finest butter possible to make. Many a store it's made a reputation for—how about yours?

Wrapped in brine-dipped paper and packed in handsome sanitary cartons.

Packed in 20, 30 and 50-pound boxes—pounds and half-pounds—37 cents. Prices subject to market changes.

P. F. BROWN & COMPANY, 39 South Front St., PHILADELPHIA

Christmas Presents of CUT GLASS

If you contemplate buying any Cut Glass for Christmas Presents we can offer you a fine assortment of shapes and cuts

AT WHOLESALE PRICES

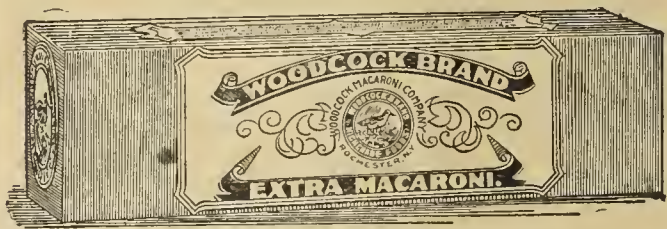
COME IN OR SEND YOUR WIFE



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia



**Particular
Customers**

are hard to please only because they want **quality**. Give them **Woodcock Macaroni** and you cannot fail to please them. Its flavor and quality cannot be surpassed. Since it pleases the "cranks" you can depend on it pleasing everybody, as it does!

WOODCOCK MACARONI COMPANY
ROCHESTER, NEW YORK

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

remedy some of the evils that are said to exist in the present methods. The sealers of the entire State are to have a convention February 3d in Albany, and it is hoped to have one or more bills indorsed at that time so that they may then go to the State Legislature, which will be in session.

The principal change that is proposed is to have the sealers all placed on a salary basis instead of getting their compensation in fees. The fee system is said to have brought on the evils and it is also argued that the entire expense of the work should not be placed on the sellers.

Another proposed bill will require that grocers and others have stamped upon all measures and receptacles from which they sell food the exact capacity of such receptacle. It is said that in some parts of the State dealers juggle with the measures by substituting liquid measures in selling cranberries, peas, beans, nuts and other kinds of food that should be sold by dry measure. The proposed bill will remedy

this, it is expected. Meantime sealers in a number of cities are out getting evidence against those who do not use the appropriate measures for dry and liquid food.

The men who recently engaged in business at Rochester at the Pawtucket Tea Co. pleaded guilty to petty larceny several days ago. A friend from New York was in court and agreed to pay back the amounts that had been advanced to the "company" by men who thought that they were to have positions as salesmen. The friend, in settling, refused to pay a number of men who had no deposit slips, but who said that they had paid their money without getting receipts.

The court said that all who had really advanced money must be reimbursed before the defendants would be released. Finally all the claims were settled and the two defendants, who gave the names of Charles Simon and John Lewis, went their way.

FRED. A. MCGILL.

Gimbel Bros. Give Short Weight Again

Only Honest Full Weight Grocers in Philadelphia, According to Their Own Story, Found by Philadelphia Consumer Charging for Ten Pounds, Three Ounces of Ham, when She Got Less than Ten Pounds. The Consumer's Biting Letter of Reminder.

As most of the readers hereof know, the Gimbel department store grocery, of Philadelphia, has always maintained a holier-than-thou attitude, particularly in the matter of weights. According to the Gimbel insinuations, most, if not all, other grocers deliberately gave short weight. Only Gimbel Bros. were honest; only they gave absolutely full weight on all occasions. A few months ago the "Grocery World and General Merchant" caught them in a short weight sale of prunes, and it has now to report another along the same line.

A certain Philadelphia consumer last Monday went to Gimbel Brothers' grocery store and bought a ham. She was charged for ten pounds and three ounces, but the ham actually did not weigh ten pounds. She thereupon wrote the Gimbels the following letter:—

Gimbel Brothers.

Gentlemen:—I received a ham yesterday purchased at your store on Monday. I paid for 10 3-16 pounds. Being accustomed to weigh everything I buy, I placed it on my scale and found it lacked four ounces. I am not writing this in the hope of recovering the 10 cents overcharge, but was greatly shocked after reading your advertisement yesterday stating "you do get net weight at Gimbels." It is very inconsistent, to say the least, to make such charges as you are continually making against others in the business, while permitting such work as this.

Respectfully,

MRS. E. A. BROOMALL.

Messrs. Gimbel Brothers' reply did not inclose the 10 cents which they had overcharged this customer who had gone to their store expecting to "get net weight at Gimbels." The letter states significantly that "we assure you we regret that such things occur," the implication, from this being that they occur often.

An overcharge of four ounces on a ham weighing slightly over

1 pounds can only happen in one four ways:—

- 1—A deliberate desire to steal,
- 2—Inaccurate scales, designedly negligently so, or
- 3—Carelessness of the grossest character on the part of the clerk,
- 4—The employment of help so cheap and inferior as to be practically irresponsible.

Small Items of Local Association News.

Local Retailers' Associations Organized. New Castle Grocers to Hold First Food Show.

Special Correspondence of "Grocery World and General Merchant."

Erie, Pa., Dec. 11, 1908.

At the annual meeting of the Retail Merchants' Protective Association of Lebanon on December 1st the following officers were elected: President, Luther G. Carpet; vice-president, A. R. Oyer; treasurer, S. F. Arnold; secretary, Thomas J. Burkey; attorney, J. E. Reinhoehl; directors, H. Cilley, Charles Tetter, L. G. Bowman, Ira Bennetch and Harry Seitzer. John H. Cilley, who has been president of the organization for four years declined a re-election.

Our 152d affiliation is the Jersey Shore Business Men's Association, which was organized November 1, 1908, with the following officers: President, James B. Graham; vice-president, J. E. Loyd; secretary, W. J. Eddy; treasurer, H. C. Young; Executive Committee, David Samuels, Allen, H. Myers, F. A. Salda, C. E. Bingman, R. B. Hayes, G. Sanford, J. J. Myers, H. Orson, J. P. McCoy, J. F. Hyatt, W. Eddy, J. E. Loyd, J. M. Patchen, John Lovegood. They have sixty members in good standing.

The Retail Grocers' Association of New Castle will hold its first annual Pure Food and Accessory show in the Emporium Building, Public Square, beginning January 5th and continuing two weeks. The following are in charge: Advisory Committee, A. M. McGill, J. M. Rae, John M. Snyder, I. L. White, H. J. Thompson; officers, J. C. Norris, president; E. Blucher, vice-president; Howard Munnell, treasurer; E. O'Brien, secretary; Board of Di-

rectors, J. C. Norris, Howard Munnell, Edward O'Brien, John Shiner, H. L. White, D. C. Seamans, Thomas Francis.

The Business Men's Association of Jeannette held a special meeting on November 24th to hear the report of Engineer Allen, who has been making a preliminary survey for the proposed trolley line from Jeannette to Claridge and Export. The survey was authorized by the Business Men's Association a short time ago. The report was highly satisfactory.

The efforts being put forth by the Business Men's Association to further the interests of Jeannette and vicinity are commended. They have taken up the matter of a State road leading into the town and will do all in their power to secure such a thoroughfare.

A. M. HOWES,
State Secretary.

Can you afford to let any other dealer get the business that goes with the well-known Exton oyster crackers?

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

FLI-STIKON
THE FLY RIBBON
The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

Our registered guarantee under National Pure Food Laws is Serial No. 50

Walter Baker & Co.'s
Chocolate
& **Cocoa**



Registered,
U. S. Pat. Off.

Our Cocoa and Chocolate preparations are **ABSOLUTELY PURE**—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

Skipper Sardines.



*They'll
suit your
customers
to a TEA*

As you must sell sardines, why not sell the best—the kind that will bring and hold trade for you? **"Skipper" Sardines** will do this.

We guarantee the **quality**.

We guarantee the **sale**.

We guarantee your **profit**.

ANGUS WATSON & CO., Canned Fish Specialists

1011 CHESTNUT ST., PHILADELPHIA, PA.

Branch of ANGUS WATSON & CO., Newcastle-upon-Tyne, England

Take No Chances With the Food Law

Take a timely warning from the recent decision of the Bureau of Chemistry against preservatives and clear your shelves of all goods containing them before they cause you loss.

HEINZ

57 VARIETIES

PURE FOOD PRODUCTS

contain no preservatives of any kind. The label on every package guarantees purity to the consumer and protection to the grocer. That's why

Anything that's **HEINZ** is safe to sell.

H. J. HEINZ COMPANY

PITTSBURG NEW YORK CHICAGO LONDON



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Directory of Wholesale Grocers.

Stanley, N. Y., Dec. 6, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you please advise me where I can obtain a list of the wholesale grocery trade.

Yours truly,
F. A. BOOTH.

This correspondent wants the "Directory of the Wholesale Grocery Trade," published by Orrin Thacker, of Columbus, Ohio. Price, \$1.

Bean Houses.

Pittsburg, Pa., Dec. 5, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you please publish in your valued paper the names of bean houses that will sell direct to the retailer in your next issue, December 14th.

Yours truly,
H. CHESLER.

The "Grocery World and General Merchant" knows of no large bean houses who will sell the retailer a small quantity, while probably any of them would sell a retailer a large quantity. Give some idea how largely you would buy.

Figuring Cost Prices.

Albany, N. Y., Dec. 9, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I am interested in the problem of ascertaining the percentage of profits made on groceries.

In your paper of December 7th there is published a letter from the president of the National Retail Grocers' Association, in which he says that "the gross profit on Cream of Wheat to the retail merchant is but 12 per cent., so for every package he sells he is advertising their products for them at a loss of from 3 to 5 per cent." Further on he says, "Goods that cost \$1.50 per dozen cannot be profitably sold for 15 cents."

Will you kindly explain how he figures that 12 per cent. profit, also how he makes out that 3 to 5 per cent. loss to the grocer? There is no price of Cream of Wheat on the package, nor have

I ever seen a price advertised by them. Why are they greater sinners than the H-O Co., which charges \$1.55 per dozen for H-O, which generally retails for the same as Cream of Wheat, which costs \$1.50?

Yours truly,
EDW. G. SHERLEY.

To the best of the "Grocery World and General Merchant's" knowledge and belief, President Kramer must have figured the 20 per cent. cost of doing business on the selling price instead of on the cost of the goods. Naturally that would increase the apparent gross cost price.

The maximum retail price of Cream of Wheat is almost as firmly fixed as if it was printed on the package. Even at 15 cents the retailer makes no profit, and few if any persons will pay more than 15 cents for a breakfast food.

Simon Pure Mean.

Philadelphia, Pa.,

December 10, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I would like to express my opinion of the Cream of Wheat Secretary in your valuable paper. There is nothing wrong in a man selling his product in any legitimate way he can, but I think this is a different question. This man's boast, or, I ought to say this Secretary's boast, is that he keeps us grocers from making any profit. That is true, the Lord knows. We can't make anything selling his goods, but he doesn't seem to think of the fact that we are all sort of employees of his, like dealers are for any manufacturer, and we feel like jacking up our jobs since we found how much the boss likes us.

He is like the man who points to his factory and says, "I pay the lowest wages in the city. I've got men with families working for me for less than I spend for cigars. They can't get ahead of me, I tell you." Does anybody love that kind of a man? I know one. He has had a poor devil working for him for twenty-five years, faithfully helping to run a store, where he often has the handling of money and doing other work outside, and only pays him \$9 a week. Other concerns pay men with similar duties \$12 and \$14. This man has seen the poor dog struggle along and suffer with a large family, one of whom is an idiot son. He has seen him half-clothed, half-fed and doing without the smallest kind of luxuries, and never raised him a cent. He knows the services are worth more and could pay it if he had to, but as long as he can sit on his employee's

neck he will. He is a mean man—what we call down here Simon pure — mean, and it just strikes me that this fellow Mapes is about fifty thousand times that mean if there are fifty thousand grocers selling Cream of Wheat. I won't work for that kind of a man. I won't sell any more Cream of What.

There is an old saying that even a worm will turn, and I've turned.

Yours truly,
* * *

Commendation of the Gimbel Rice Crusade.

112 Arch street, Phila., Pa.,

December 7, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I am a broker for the sale of rice and have been in the grocery trade over thirty years, and fully indorse your comments in your issue of the 7th inst. on Gimbel Brothers' uncoated rice. Rice, as commonly, yea universally sold, is doctored to please the eye and its natural color is a thing unknown. If Messrs. Gimbel Brothers succeed in educating the public to eat rice undefiled by talc, glucose, oils and other artificial dressings, they will be doing a good work and they should receive the support of the rice-eating public and those who desire pure food.

Yours truly,
JOHN WILSON,
General Merchandise Broker.

Getting After Other Frauds than Food Frauds.

New Bill Introduced in Federal House of Representatives Forbidding Sale of Imitated Products Unless Label Bears Ingredients.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

December 10, 1908.

Representative Hull, of Iowa, introduced a bill in the House last Monday much like the Federal pure food bill. It makes it a misdemeanor to manufacture for sale or transportation imitated articles of commerce, unless such articles are branded so as to show their exact ingredients.

The measure is broad in its scope and would apply to any article of commerce recognized as a subject of transportation and sale by the rules of the Interstate Commerce Act. Practically all articles in domestic use would be affected, including clothing, furniture or any article sold under a name now recognized as designating any mineral, metallic, ani-

mal or vegetable substance which occur in a state of nature.

Conviction of a first violation of the act is made punishable by fine not to exceed \$500, or one year's imprisonment, or both, while each subsequent offense may be punished by a fine of not less than \$1,000, or one year's imprisonment, or both.

It is provided specifically that no retail dealer shall be prosecuted under the act if he can establish a guaranty signed by the wholesaler, jobber, manufacturer or other person from whom he purchased such articles to the effect that the article is not an imitation or misbranded within the meaning of the act.

The most important effect of the act would be upon the sales of merchandise other than food. The latter is fully covered by the food law. HOLT.

A Campaign for Wisconsin Peas.

Wisconsin canned peas are to be pushed in a campaign of collective advertising, according to a resolution passed by the Wisconsin Pea Canners' Association at a convention in Milwaukee last week. R. W. Crary, A. M. Beck and A. T. Hipke were appointed a committee for the purpose. "By united advertising which can be done at a cost of 1 cent per case, Wisconsin pea packers can reach 4,000,000 American housewives—and women buy the peas," said R. W. Crary in a paper on "Advertising Wisconsin Peas." A resolution was passed declaring the association to be in favor of packing peas in extra heavy cans to avoid rust, which frequently is found upon the lightly tinned cans used, it is said.

Virginia is shipping plenty of spinach and the price is low—\$1.30 to \$1.50 per barrel. The demand is light.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Ashland, Pa., Nov. 21, 1908.
Editor "Science of Advertising."

Dear Sir:—I inclose you three clippings from our local paper (daily), advertisements changed every few days. Kindly look them over and answer through "Grocery World and General Merchant" if good or not, with your corrections or suggestions. Yours truly,

H. F. GRANZOW.

All the advertisements inclosed were single column, about eight inches long. The establishment advertised seems to be a combination of delicatessen, confectionery and restaurant. One of the advertisements contains several menus, another a list of nuts, fruits and candies. The third I consider the best and reproduce below in somewhat reduced size:—

"Everything That Is Good To Eat."

The Quality Shop

A strictly up-to-date delicatessen store, fine Fruit and Confectionery. We cordially invite you to come and see us.

Specials

MEATS

Sliced Ham.
Boiled Ham.
Baked Meat Loaf.
Butternut Slice & Bacon.
Smoked Liver Wurst.
Pork Roll Sliced.

Elgin Creamery Butter 32c.
White Malaga Grapes 12c.
New Pickles all kinds.

CHEESES

Swiss Cheese.
Roquefort Cheese.
Brick Cheese.
Block Cheese.
Cream Cheese.
Camembert Cheese.
Club House Cheese.
Snappy Cheese.
Fancy Limburger Cheese
and that's not all

H. F. Granzow

815 Centre Street

Ashland, Pennsylvania

Frankly, I think this advertising is susceptible of improvement. In the first place I notice a number of typographical errors. The name of Croft & Allen, manufacturing confectioners, is spelled *Craft*. In one case the name "cheese" in the above advertisement is spelled *chesee*. Both seem to be merely errors of carelessness which could and should have been avoided.

One reason why I feel that this advertisement falls short is that it is nothing more than a list of goods. Ordinary goods, at that—goods almost always handled by delicatessen stores. A better way would have been to pick out a handful of things that could be considered a little special in some way and given them special prominence, a little persuasive matter being written about each one. Following this could appear a list such as now appears in the advertisement of other staple goods handled. Have some plan about the thing. Several things adapted for quick breakfasts could be combined in one advertisement, under a heading suggesting that, also others for quick lunches and quick dinners. Another advertisement could be devoted to cheeses, particularly those not so well known by the average consumer, like Roquefort. Advertising conducted thus systematically always stands to bring better results than a lot of things as dissimilar as white grapes and pickles thrown haphazardly in together.

I think a little too much space is given to this heading. It is all right to make it very prominent, but it can be done with somewhat smaller type. A line can be saved by making "Everything That is Good to Eat" read "Everything Good to Eat." Even then I don't consider the motto very strong. Neither is it strictly correct of the usual delicatessen, fruit and candy store.

To Cure Canned Oyster Demoralization.

Leading Packer Asks Others to Agree to Plan of Uniform Cans and More Uniform Prices. Business Now Thoroughly Unsettled.

Some of the Baltimore packers have inaugurated a campaign to cure the almost complete demoral-

ization which now surrounds the canned oyster business. There is even less of a standard size and weight for canned oysters than for other canned goods, and the demoralization comes from all sorts of sizes and consequently all sorts of prices. The lead in the reform has been taken by the A u g h i n b a u g h Canning Co., which has issued the following comprehensive statement of the situation to the trade:—

To the Trade.

There have been held in Baltimore several conferences for the purpose of correcting the evil which has brought about a complete demoralization in prices of cove oysters. These resolutions were offered, and, although warmly supported by some, yet they were not adopted, because it was impossible to secure unanimous consent. It was conceded that such a voluntary movement must be indorsed and supported heartily by all the jobbing trade, otherwise the packers who started this movement could not dispose of their full-weight cove oysters, and the jobbers friendly to the movement could not dispose of such purchases, because the remainder of the trade would in all probability buy from other sources in Baltimore and elsewhere, where the plan set forth in these resolutions was not being carried out.

Whereas, The evil of canning cove oysters with reduced weights has been carried to such extremes, that practically all canning factories North and South have been compelled in self-defense to fall into line and pack upon a lower scale of weights. All the old standards of weights have been discarded. In the absence of State or Federal laws to correct this evil, it has grown from bad to worse. A few years ago weights were lowered by some 10 per cent., followed by others 15 per cent. Next season found goods on the market 20 per cent. less in weight, then 25 per cent., reaching at the present time 30 per cent. less with some packers. The packers of Baltimore have found it necessary to unite in a protest, which it is hoped will be ratified by the entire trade, both packers and jobbers. Therefore, be it

Resolved, first, That we, canned goods packers of Baltimore, take this action to reaffirm the established weights of cove oysters, which were adopted by the Canned Goods Exchange, of Baltimore, in 1883, and are ascertained by pouring off the water in the cans and weighing the oysters, which were required to weigh 5 ounces for 5-ounce cans, 4 ounces for 4-ounce cans and 3 ounces for 3-ounce cans; likewise, 10 ounces for 10-ounce cans, 8 ounces for 8-ounce cans and 6 ounces for 6-ounce cans; 1 pound lightweight, 1½ ounces, 2 pound, lightweight, 3 ounces select and extra select oysters, 6 ounces for 1-pound cans and 12 ounces for 2 pound cans.

Resolved, second, That we, canned goods packers of Baltimore, guarantee not to offer for sale any 4-ounce or 3½-ounce cove oysters as 5-ounce oysters, and guarantee to apply the same principle in the packing and selling of all kinds and sizes of oysters, viz., that the contents of the respective cans shall be in accordance with the first resolution. Any slight discrepancy of one-quarter ounce greater or less will not be construed other than as an honest endeavor to be as exact as the

range of human possibility permits.

Resolved, third, That the object of this action is to restore the former methods of packing oysters, which are recognized as honorable and just to the trade and the consumer. To this end the attention of the trade throughout the country is called to the product of every canning factory, so that when cove oysters are offered at remarkably low prices, it would be only just that such oysters be required to conform to these long-established weights; otherwise the buyer is not getting cheaper goods, but only what is pretended to be cheaper.

These resolutions were not adopted for the reasons above stated.

The variation of prices now amounts to 15 cents per dozen on 1-pound cans and 30 cents per dozen on 2-pound cans. It should be apparent to every jobber that such a difference could only be occasioned by the fill of the cans, and the various prices which have been quoted do not represent the nominal weight of the cans, but that actually such prices represent only the weight of the oysters which the packer proposes to put into his cans. One dozen 5-ounce cans of oysters should contain 60 ounces of oysters. If the cans are filled with 3½ ounces, instead of 5 ounces, this means that only 42 ounces are put in the dozen cans, being 18 ounces short, representing in value from 12 to 15 cents, according to quality. This explains that there is no inconsistency between a packer who furnishes full weight 5-ounce oysters at 80 cents per dozen and others who nominally quote 75 cents or 70 cents or 65 cents. Each one simply puts in the necessary quantity of oyster meat, which the price represents and fills up the can with water.

When the broker quotes these lowest prices as representing "full weights" and an explanation is demanded, the reply is given that the cans are full to the top with water and the water is included in the weight. These extremely low prices have not been met by the majority of canners in the city, although being quoted freely by brokers, the trade naturally assumed that all the packers had lost their heads. No one claims that these lowest prices are the result of competition. There can be no competition between two flour mills, one of which puts 196 pounds in a barrel and the other 146 pounds. Such quotations for flour with designating the weight as 146 pounds would be universally characterized as fraudulent.

Under present conditions every buyer of oysters who expects to get what he pays for, is compelled to buy them as he buys peaches, berries, peas, etc., according to the fill of the can. The nominal designation in ounces must be totally disregarded. He should secure samples before purchasing, so that he may know what the seller expects to deliver for the price quoted.

It was suggested to have a committee interview the Pure Food Commission to secure a ruling to cover the present condition of affairs, and also to present a bill at the next meeting of Congress, in December, amending the Pure Food Law, by compelling every canner to put the weights of the oysters on the labels. This is the only effectual remedy for such unsatisfactory conditions, which would restore the old standard of weights.

AUGHINBAUGH CANNING CO.

Watercress from Virginia and Delaware is in and ranges from \$2 to \$2.50 per 100. The demand is fair.

Retailer Should Educate His Customers*

Dr. Charles H. Lawall, Pennsylvania State Chemist, Tells How and Why the Grocer is Under Obligation to Instruct the Public as to Quality and Legitimacy of Food Products.

Refrigeration is a valuable aid in the preservation and transportation of food products and consists simply in the lowering of the temperature of the substance to a point where the rapid multiplication of the micro-organisms is retarded for a greater or less length of time. It is only effective so long as the temperature is kept below a certain point, and even then it has been conclusively found that changes of greater or less magnitude take place, which alter the food value of the product to a certain extent.

This method of retarding change is perfectly legitimate when utilized for the purpose of handling perishable articles for short necessary periods during their transportation from the source of supply to the consumer, but it is clearly evident that when taken advantage of for the purpose of artificially controlling prices and trade conditions or for supplying food substances out of season, it is of questionable value and sometimes absolutely indefensible, especially when taken into consideration that such articles may have been in cold storage for periods from six months to two years and are sold in direct competition at times with the perfectly fresh articles, to the ignorance and detriment of the consumer. Proper legal measures should be taken by the combined grocery trade to obtain legislation requiring that all articles that have been in cold storage for more than a given period, say two weeks, or at most one month, should be plainly designated or marked as cold storage products.

The protection of food products from flies and insects is no less an economic than a sanitary measure, but we shall consider it from the latter standpoint particularly. Street and floor dust, consisting of all kinds of dried filth, is especially high in germ life, particularly as regards dis-

ease producing varieties. It is thus evident that one of the foremost duties, if not the principal one, of the conscientious grocer, is to protect all perishable and germ-carrying articles from both dust and flies, especially during the summer months, either by the use of screens, glass cases or some other equally effective means.

Enough has been said to impress you with the fact that there is a great responsibility placed upon the purveyors of food products, which responsibility, after once being properly understood, should lead to improved conditions, voluntarily inaugurated. Is it not better to be in advance of prohibitory laws which have already been enacted in some sections and are bound to come in all regarding the care of such perishable articles?

The manufacturer is under no less responsibility than the retailer for the substitution of preservatives whose presence is not declared, for harmless methods of sterilization, or to cover up or hide the use of inferior materials is not only morally wrong, but legally punishable.

One of the most difficult tasks confronting the dealer nowadays is to separate the true from the false, and to decide upon just how much to believe of the extravagant claims that are made by many of the manufacturers of special brands of food products. Fortunately, as regards the label, this is becoming simplified on account of the disposition shown by Government and State authorities to enforce the sections of the Food Act relative to misbranding. Instances are no doubt well known to all of you when the enforcement of the Food and Drugs Act was followed by a complete change in the character of the claims made upon the labels of certain classes of products, while in still others the product itself was changed to conform to the label.

One of the frequent sources of trouble and causes of complaint is found in flavoring extracts or

essences. It certainly is the prerogative of the dealer to sell as cheap a product as he likes, but it is not often possible to sell an article that is both cheap and good, and some dealers and not a few manufacturers are beginning to realize this.

That the color of a flavoring extract is no index of its strength is frequently attested by the fact that many of the most worthless products have the highest color, purposely placed therein to deceive the customer who judges quality by external appearance. A dissatisfied customer does not always complain; frequently the loss of a customer occurs without any warning, and this is often directly attributable to dissatisfaction with some such article which the grocer considers of little or no importance considering the small amount of this part of his business.

There are two grades of vanilla extract possible—one a pure extract made from the bean with 50 per cent. alcohol, the other an extract made from the flavoring principles artificially manufactured, dissolved in weak alcohol and colored with brown sugar coloring. This latter article is not harmful in the slightest degree, and as to its flavor, it is even preferred by some who mistake its rank coarseness for strength and do not appreciate the delicacy of flavor of a properly made extract. But such a product should only be sold for what it is, i. e., vanilla substitute or imitation vanilla flavor. The word "artificial" should not be permissible as the sole qualifying word, because of the misinterpretation which is possible among the ignorant and uneducated, who have been known to look upon it as a mark of superiority.

Extracts of lemon, orange, almond and similar extracts made from the essential oils of the plants are obtainable of but one grade or quality. They may vary in strength, and if such is the case must be plainly marked as half strength, or whatever fraction it may happen to be.

Extracts such as peppermint and ginger should be left to the pharmacist to sell. Neither of them is used for flavoring purposes except in rare instances, and if essence of peppermint or flavoring extract strength be sold for medicinal purposes it constitutes

a violation of the pharmacy law and is punishable by a fine. So far as essence or extract of ginger is concerned, it is customarily used for the alcoholic or stimulating effects it produces, and the seller establishes a business that makes him but little better than the proprietor of a speak easy so far as the moral aspect is concerned.

There are several extracts, such as raspberry, strawberry, pineapple, apple, banana and similar fruits which have no cause for existence other than the demands of a vitiated or misled taste, and which should never be sold under any kind of a label. In composition these are similar, being entirely free from even remote suspicion of the presence of fruit and composed of proportions of volatile liquids known as compounds, which are by no means harmless even when taken into the system in small quantities.

There is another condition which exists in connection with the information given to the public upon the label, in which there is an underlying element, if not of actual dishonesty, of at least questionable veracity. It is the practice of trying to impress the purchaser with the fact that this particular lot of goods has been selected and packed especially for a certain dealer, and that the same quality is unobtainable elsewhere, when, as a matter of fact, such articles are supplied by manufacturing concerns to some times dozens of stores in the same city or town, the only difference in the goods being found on the label itself.

One more feature must be considered before closing, and that is in connection with newspaper advertising of food products. This particular feature is not much concerned with foods as it is with drugs, but it exists, however, to a limited extent, and will continue to grow apace unless the consuming public is kept in a state of enlightenment by the retail dealer. It is found in the fact that since the enforcement of food legislation concerning misbranding and unwarranted claims made upon the label there is a class of manufacturers whose dissimulations are now confined to the statements made in newspaper advertising, over which domain of literature the laws have no pres-

* NOTE.—Extracts from an address delivered by Dr. Lawall before the Philadelphia Retail Grocers' Association on Monday evening, November 23, 1908.

at jurisdiction. As regards medicinal products, it is no longer permissible to use the word "cure" upon a label unless it can actually be proved that the article will cure the complaint. In consequence of this section of the law the word "cure" has practically disappeared from the labels of proprietary remedies, but a glance at any newspaper will show that there is renewed extravagance of claims made in this branch of advertising.

One instance of misstatements made in connection with a food product in the newspaper advertising it, which would render the article in question liable to prosecution if found upon the label, occurs to the writer. It is the advertisement of a well-known brand of corn syrup, which in the newspaper advertisement has a picture of an ear of corn and words indicating that the syrup represents all the sweetness and purity of the corn, whereas, as a matter of fact, the corn contributed neither its sweetness nor flavor to the syrup, which is made by purely chemical processes, and not from the fresh, juicy corn, but from the corn stalks, and in some cases, it is said, from the corn cobs and parts of the stalks as well.

CHARLES H. LAWALL.
Philadelphia, Pa., Dec. 3, 1908.

Vinegar and Cider Outlook Scarce and High.

Short Supply of Manufacturing Grades of Apples Causes both Products to Rule Several Cents Above Normal.

The outlook seems to be for a firm and high vinegar market during the balance of the season, owing to scarcity.

Fine pure cider vinegar is today commanding in a large way 14 cents per gallon. A normal price would be 11 to 11½ cents, though last year, also through scarcity, the price was 14 cents. The difficulty seems to be with the apple supply. There is a decided scarcity of the grade of fruit suitable for vinegar, an unexpectedly large percentage of the crop having been fine barrel stock.

For the same reason cider is high and will probably remain so. At the present writing it commands 15 cents, against a normal figure of 12 cents, at which the season opened. All of the fine cider is said to be out of first hands.

The Kind to Push.

If every grocer could go to Chicago and see the great white enamel kitchen where the Libby products are made, the result would be a monopoly for Libby. Besides the cost of erecting this building, "where dirt has no home," Libby spares no expense to insure absolutely sanitary conditions and thus maintains the standard that pleases the most particular trade.

Two-Minute Sermons for the Retail Grocer

XII.—Confidence Not Foolhardiness.

Self-reliance is a greater power than dynamite, but it doesn't work in so explosive a manner.

The business man who feels confident that his ideas will win business for his store has already won half the battle, providing that feeling of confidence has a good foundation. When he feels that he can do the business he generally not only finds a way of doing it, but he is able to enthuse those about him, and the further he goes the more help he gathers around him and the more he is able to do.

There is a good deal of difference between self-reliance and foolhardiness. The self-reliant man always takes ample time to gather facts before deciding upon

a course of action, then lays his plans and fights it out on the lines planned. The other fellow rushes in blindly, feeling that his judgment is so good that investigation is unnecessary, and he generally makes a mess out of everything attempted.

One of the best examples of self-reliance to be found in this country is Theodore Roosevelt. Apparently every move he makes is the direct result of his own judgment, and he seems to base that judgment not alone upon the reports of those upon whom he depends, but also upon exhaustive inquiry upon his own part. Men who follow this example in conducting their own business cannot get far out of the straight road to success.

F. A. P.

What Is Scrapple?

We have often been asked this question and therefore will endeavor to describe it:

Scrapple is strictly a Pennsylvania-Dutch preparation, originally called "Panhaas," which the economical housewife of the thrifty Bucks County farmer annually made at hog-killing time, the better to make use of scraps incident thereto, mixing it with fresh ground Indian meal and buckwheat and flavoring it with the savory sage, thyme and sweet marjoram, grown in her own garden.

Whereas, slaughtering as we do, hundreds of hogs daily, we use in place of the scraps referred to, choice and tender trimmings of hams, etc., cut from selected corn-fed hogs, to which we add the choicest meal obtainable, seasoning and flavoring the whole with the finest imported spices and herbs.

Considering all this and the fact that all meats used in the preparation of our product are from animals slaughtered under Government supervision, and that our facilities and the cleanliness of our establishment is vastly superior to that of the best regulated farm kitchen or rural slaughterhouse, where water is scarce and sewerage and other sanitary necessities are unknown—considering all this—are we unreasonable in claiming our product is superior to "farm productions?"

How to Prepare Burk's Scrapple

Cut in slices one-half inch thick. Heat a cast iron frying pan well without greasing the same. Lay enough slices in pan to cover and brown them well on one side before turning. Turn one piece at a time, using a broad knife or similar implement, treated in this manner it will not break or crumble. Serve hot with ketchup, chili sauce or pepper hash.

Keep in cool place, also keep from freezing

Being very rich, it must not be exposed to a warm temperature, otherwise it may become sour. It is equally undesirable to expose it to a freezing temperature, as the water will then separate from the meal, causing it to splash and crumble when fried.

Louis Burk

Model Abattoirs and Sausage Kitchens

GIRARD AVE. AND THIRD ST., PHILADELPHIA



Because One Grocer Made No Will.

How many of you fellows have made your wills?

None of my business? Sure not. Mighty few of the things I talk about are any of my business.

But I think it's just as important for a married man to make a will as it is for him to carry life insurance.

Especially a business man.

Here's what's just happened to the widow of an old friend of mine who was going to make a will—but didn't.

He was an old grocer fifty-nine years old who died last month after three days' sickness with pneumonia. He had one of the best old wives I ever knew. I've often taken a meal with 'em. Good old motherly soul—she deserves a better hand-out than she's getting now. For years she's helped him with the business, making jellies and apple butter and stuff like that that always sold fine. Brought people to the store, too, I know that to be a fact.

This man had nothing but his business, which his wife could run just as well as he could. I'll bet if he can understand her predicament now he's turning in his grave.

I didn't know so before, but I'm told now that this grocer had often said while he lived, "There's no use of me making a will. I've got nobody to leave but my wife, so if I die first she'll get everything."

It would have been all right if that had been so, but it wasn't. Very far from it. To be sure there wasn't anybody close but the wife, but he had another relation—an old aunt on his mother's side that he hated like poison. There had been some hot family squabble years before, in which the grocer and this aunt had had it pretty heavy, and they had never gotten over it. As a matter of fact they had never spoken to each other since, and it's as sure as shooting that the fellow would have cut off a hand before he let her have any of his property.

Especially when it meant taking it from his wife.

But that's exactly what's happening. They tell me that the law in Pennsylvania is that when a man dies without a will, leaving a widow but no children, all she gets is half his personal property. The rest goes to his next nearest relative. In this case that's the old aunt. I believe there's a law something like that in most other States.

If a thing like that happened to me after I died, and I knew about it, by gravy, I couldn't be happy no matter where I was!

But the worst of it ain't that the aunt has to have it, but that her getting it means the breaking up of the business. As I said, that's

all there was. The aunt is hot after her share, and they tell me the only way out is to sell it and divide the price.

The old lady could have run the thing along and made a comfortable living for herself. Outside of her interest she ain't got a cent to buy the other woman's share, so there's no help for it.

It would have been so easy to prevent the thing! He would only have had to make a will leaving everything to his wife and she would have been sure of it all. The old aunt could have gone to thunder.

I hate to charge a dead man with selfishness, but that's pretty close to what it was. A fellow has no right to leave things a minute where if a brick drops on his head and snuffs out his candle his wife won't be fixed the way she ought to be.

You see, a man's wife hates like thunder to rub him up about his will. Looks like money-hunting. Very few of 'em are like a woman I knew once. Her husband had been up against it with some little trouble for some time. One night the door bell rang and some fellow was brought in the parlor. She came bustling upstairs to where her husband was sitting and sat down beside him and took his hand.

"There's some one waiting down stairs to see you, George," she said, looking at him anxiously. "You know you haven't been feeling well lately and I've been so fearfully worried. So I asked a certain gentleman to come here

and see you and I want you to see him for my sake."

The husband was flattered and touched.

"Why, certainly, darling," he said as he fondly kissed her, "I'll see the doctor if it will ease your mind any."

"It isn't a doctor, George, dear," she said, somewhat embarrassed, "it's—it's a life insurance agent."

If they were all like that little lady we wouldn't need to care so much. A woman like that would buy second-hand shoes to buy her husband in.

Now, you do as I say, make your will, and fix it particular so if the wife wants to run the business, or have it run for her, there'll be no having to sell it.

Chance is you'd never had the business anyway if it hadn't been for your wife. Ain't that so, ladies?

THE STROLLER.

The Sequel is Out

Did you read "Talks by the Old Storekeeper?"

Most of the live grocers did.

Well, the sequel is ready now. It's uniform with "Talks" and is even more valuable as a business maker. It is full of real, practical ideas by Frank Farrington. Well illustrated and well bound.

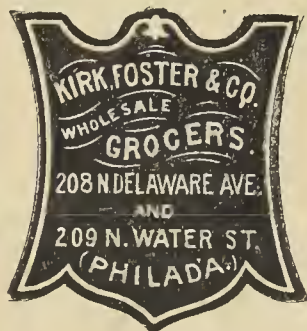
The price of the sequel, same as "Talks" is 50c. postpaid. For 75c. we'll send both books to one or to two addresses.

While you're ordering you'd better make it an even dollar and get a copy of "John Martin's Clerks," the story of a store with a lot of good business-getting ideas beside.

Merchants' Help Publishing Co.

424 Main Street

DELHI, N. Y.



CRUISER BRAND

HIGH-GRADE CANNED GOODS



CRUISER BRAND Tomatoes, selected from choicest New Jersey stock, finest goods packed, extra weight cans, averaging 2 lbs., 12 ozs., we challenge competition. Price, per doz., **\$1.15**

CRUISER BRAND Corn, choicest New York State stock, Fancy Grade, a fine corn, guaranteed to please. Price, per doz., **.85**

CRUISER BRAND Small Sifted Peas. Extra choice quality, early packing, small and tender. Price, per doz., **1.65**

CRUISER BRAND Telephone Sugar Peas. This is an extra fine quality large sugar pea, Telephone variety, one of the most popular peas in the market. Price, per doz., **1.40**

CRUISER BRAND Early June Peas. An extra quality Early June Pea, sifted and of fine flavor. Price, per doz., **1.10**

CRUISER BRAND Stringless Beans. Extra choice quality, young and tender, and packed for the finest trade. Price, per doz., . . . **\$1.50**

CRUISER SMALL LIMA BEANS. These are a choice variety small Lima Beans, about the size of your thumb nail. They are selected and packed with great care, being strictly high grade. Price, per doz., . . **1.45**

CRUISER SUCCOTASH. A choice dish, being strictly high grade. Made of the choicest varieties of Corn and Lima Beans. Price, per doz., . **1.25**

CRUISER WHITE WAX STRING BEANS. This is an extra quality Golden Wax Stringless Bean. Finest variety of its kind and highly recommended. Price, per doz., **1.40**

KIRK, FOSTER & CO.

WHOLESALE GROCERS **209**

NORTH WATER STREET
PHILADELPHIA - PENNSYLVANIA

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Christmas Window.

It is now time to sell Christmas goods, and the best way to sell them is to display them in your window.



like this: "Here are the good things for Christmas" and the other "A Merry Christmas to All." Make the cards about 10 by 16 inches. For the back use

This window is easily dressed. For the front secure four (or as many as desired) glass dishes and fill them with nuts, grapes or oranges, and in the middle have a dish filled with cranberries. Have small price-cards on each article. In the centre construct a small chimney of package dates or something similar, and if desired have a picture of Santa Claus cut from cardboard and placed at the top of chimney. At each side of this place two heaps of popcorn to sell at some special price. In the front have figs, raisins and dates between the glass dishes. Along the front of window have small twigs of holly or laurel; this adds to the attraction. Have two cards printed

cereals or any other package goods. This display will prove a success for the holidays.

A. B. D.

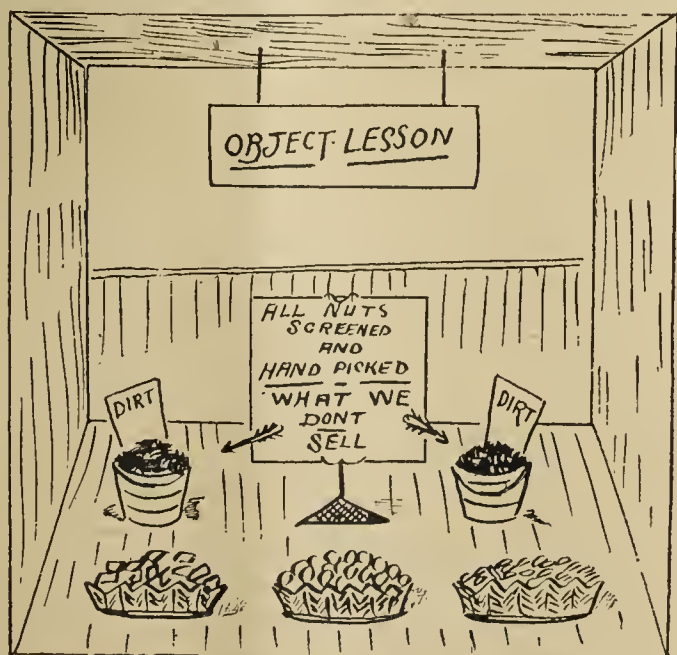
439 Prospect street, York, Pa.

A Nut Window.

Inclosed find drawing of my window, illustrating an object lesson.

After thoroughly cleaning window place three or more trays, or large dishes, filled with screened nuts along front of window. Price tickets can be put on each tray.

Back of the display of nuts have (as per drawing) two small buckets filled with the siftings. Then place two sign cards in position, with "Object Lesson" on one.



And in addition to the lettering on the other have two red arrows pointing to the buckets containing the dirt or siftings. The window can be dressed in a short time and will speak for itself.

W. A. MARTIN.

310 W. Market street,

York, Pa.

Sardine Trust Not Criminally Liable.

U. S. Grand Jury Does Not Find Sufficient Evidence on Which to Indict. It is Said that an Injunction Will Now be Asked for by the Government.

There will be no criminal prosecution against the Maine Mercantile Co., usually known as the Sardine Trust. The United States Grand Jury, after hearing all the evidence against the combine, at Portland, Me., last week, decided not to return a true bill. It is said, however, that the Federal Government will begin a civil action against it, by way of asking for an injunction against the continuance of the present combination.

At the hearing before the Grand Jury last week twenty-five witnesses, including all the prominent packers in Eastport and Lubec, and some of the boatmen, were examined for the purpose of learning whether the company, which handles 95 per cent. of the products of all the sardine canning factories, has criminally violated the Sherman Anti-Trust law, which prohibits combinations in restraint of trade.

It is understood that District Attorney Whitehouse will now bring a petition in equity to enjoin the Maine Mercantile Co. and the several canning companies from continuing their present combination and their present contracts.

President R. J. Peacock, of the Maine Mercantile Co., said tonight that the officers and directors of the company are fully satisfied that they have been carrying on their business wholly within the laws of the United States and of the State of Maine. He declared that the officers of the company had volunteered testimony and produced books and records of the company before the District Attorney and the Grand Jury.

"We have no conspiracy with anyone," said Mr. Peacock.

"There are eight or ten factories in Maine which are keen competitors with the Maine Mercantile Co. in the sale of sardines to the general trade. We have no agreements or understandings with them, secret or otherwise."

Ceylon Tea's Good Showing.

The Ceylon tea planters are congratulating themselves upon the steady and uninterrupted progress of their product in this country. They and the handlers here believe that the fact that Ceylon's direct shipments to America, to September 30th, were 978,394 pounds ahead of last year, presages an increase for 1908 in the total (direct and indirect) shipments to this country of some 2,500,000 to 3,000,000 pounds. For this substantial increase in direct shipments has been made in a period of unusual trade depression and with tea prices at their lowest ebb.

It is thought that prices are unlikely to go lower, for stocks are light. Indeed, it is pretty generally held that with the revival of trade consequent upon the renewal of confidence, and the return to normal conditions, as the results of the Presidential election, prices will undoubtedly go up. This, of course, will stimulate buying, and Ceylon will get its share—an ever-increasing portion, by the way—of the business.

Another reason for improvement in prices is the growing popularity of tea, so strikingly evidenced by the introduction of individual teapots by the New York hotels, those accomplished and astute feelers of "the (spending) public pulse." The said teapots are now furnished that each dame may exploit her skill and taste in brew and function, and her expert knowledge of teas. The piquant Ceylon, which, to its agreeable lemony taste, adds the quality of being a non-reacting invigorator and toner-up of the lowered vitality and jaded nerves that wait on the fast and furious pursuit of pleasure, as well as on the strenuous endeavors of modern business life, is much in demand where fashion's votaries gather and therefore any innovations which mean more tea, mean more Ceylon tea consumed.

It is to be hoped that when the rest of the hotels of the country and their fashionable guests take up with this latest metropolitan tea wrinkle, they will do justice to this most delicate and fragrant of beverages in the brewing. Curiously enough, despite all efforts to teach Americans how to brew tea, a nicely prepared cup of tea is a rare thing, either in hotel, restaurant or private household. Either the water is not "furiously boiling," or there's too much of the leaf (one-half teaspoonful to the cup is enough with Ceylon tea), or it's drawn too long, or the pots are damp and cold when the water is poured on the leaves. Teas that are rich in the delicate essential oils that give exquisite flavor, and in theine, the tonic principle, are, naturally, equally well provided by Dame Nature with tannin, the astringent, as in the case of the Ceylon product, which for this reason should not be drawn for longer than five minutes, after which the beverage should be poured off into a hot dry pot.

The blending, too, is a matter of moment. The wide range in altitude of the Ceylon tea plantations, from sea level to 700 feet above, gives great variety to the island's product and makes it possible to secure a blend that will suit the climate, water and tastes of any locale. The Ceylon people claim that it is better to make the blend of Ceylon teas exclusively; but where, from tradition, other teas are used they believe the latter will be benefited by blending the Ceylon leaf with them increasingly, and that thus they will gradually acquire an educated palate.

THE GROCERY MARKETS

Tea.

The tea market is in a seasonably steady condition. The demand is moderate, as usual toward the close of the year, and there is no change of any character to report. Prices throughout remain unchanged, and there seems no indication that any fluctuation will occur for several weeks.

Coffee.

The market for Rio and Santos coffee has ruled very stupid, but with no quotable change. The hand-to-mouth demand which has characterized the market for several months still continues, and even this has been reduced by the approach of the stock-taking period among the jobbers, when all purchasing is reduced to a minimum. There is no improvement in the statistical position of Brazil coffee, stocks at primal points being now about 3,000,000 bags. This extremely large stock must surely give notice to the syndicate that the consuming interests do not intend to carry any part of their burden. Mild coffees are unchanged and dull. Java and Mocha in moderate demand at ruling prices.

Sugar.

The raw sugar market has weakened practically in all quarters during the week, but refined sugar has not followed, and if anything is a trifle firmer. This is due to the elimination of some of the competition which caused the decline. Refined sugar, however, is still low and in Philadelphia can be bought from the refiners for 4.65 cents for granulated in a large way. The demand is only fair.

Canned Goods.

Tomatoes are weak at 67½ cents county for Maryland 3s. Already a 65-cent price is being negotiated for, and it would surprise nobody if sales should be made at that before the end of the present month. Most of the packers seem not to be strong in their ideas. Corn is dull and unchanged. There seems no prospect of any change. Peas are selling in a ragged sort of way at unchanged prices. There seems to be no prospect of peas doing better, as this year's pack was unquestionably extremely

large. Peaches are nominally unchanged, though some Baltimore packers are now quoting on the basis of \$1.10 for second yellows, which is an advance of 10 cents. Apples are nominally unchanged on a basis of \$2.40 for New York State gallons, though sales have been made at \$2.45, and some packers are asking \$2.50. California canned goods are dull and unchanged. Small Baltimore canned goods are in fair demand at unchanged prices.

Syrup and Molasses.

Glucose declined 28 to 30 points during the week, due wholly to the fact that new and lower-priced corn is being worked on. Compound syrup declined in sympathy 2 cents per gallon. Compound syrup is now low, but the demand seems not to have been stimulated to any appreciable extent. Sugar syrup is being absorbed as fast as made, prices remaining unchanged. Molasses is in fair demand at ruling prices.

Fish.

Fish is taking a back seat for the present. Small Norway mackerel rule unchanged on the low basis previously quoted. The demand is only fair. Irish mackerel are unchanged in price and in light demand. Cod, hake and haddock are unchanged and quiet. The cool weather has caused a little consuming boom. Sardines are unchanged in every grade and in light demand. The Government investigation of the Sardine Trust has made no difference to the market. Salmon is in fair demand for the season at unchanged prices. Red Alaska in secondary markets is slightly above the coast parity.

Dried Fruits.

Prunes are weaker. Santa Claras are now quoted on a 3-cent basis, coast, by some packers, and sales of outside brands have actually been made during the week at 27½ cents. The demand is light. Peaches are in fair demand at ruling prices. Apricots are scarce and wanted, and are believed to be nearly cleaned up from first hands. Currants are selling well at unchanged prices. Raisins are still slow and weak. Loose raisins are in demand at fairly steady prices, but seeded are neglected and the price is not strong. The whole raisin market seems rather hopelessly demoral-

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

ized. Citron, dates and figs are wanted at unchanged prices.

Beans and Peas.

Domestic pea beans are unchanged in price and in light demand. Imported pea beans are perhaps a trifle weaker and selling only moderately. Marrows show no change, either imported or domestic, and the demand is light. California limas are unchanged in price and selling moderately. Green and Scotch peas have advanced 5 to 10 cents per bushel during the week and are now quoted at \$2.10 and \$2.25 respectively. Split peas are unchanged, firm and in moderate demand.

Butter.

The butter market is very active on the present basis. The consumptive demand is very good and the supply of fresh butter is very light. Storage butter is in steady demand and stocks are being rapidly reduced. This applies to all grades. No material change is looked for in the next few days, though there may be some slight fluctuation in price.

Eggs.

The supply of fresh eggs is extremely light. Fresh eggs are in active demand at 1 to 2 cents above a week ago. Storage eggs are being rapidly withdrawn to fill the gap, and stocks are being reduced so rapidly that a general advance of 2 to 3 cents per dozen has occurred. Present conditions are likely to exist until there is a larger supply of fresh eggs, which will not be before January.

Provisions.

Everything in smoked meats, including all cuts of hams, bellies

and bacon, is unchanged on the same basis as for several weeks. The consumptive demand continues very light, and prices are about unchanged. Both pure and compound lard are steady and unchanged, and there is a fair demand reported for both. Dried beef, barrel pork and canned meats are all dull and rule at unchanged prices.

Cheese.

The past week has shown a better consumptive demand for cheese, and the market is about ½ cent firmer. Stocks are very light and trade very satisfactory. Any radical change seems unlikely.

Poultry.

The outlook is for better turnkey conditions at Christmas than at Thanksgiving. Stock is getting in in much better condition and will doubtless be fatter. It is impossible to forecast the prices which will rule, but the present indication is that the market will rule firm on about today's basis. The outlook is for an ample supply of chickens, ducks, fowls, geese, etc., at about present ruling prices.

Produce.

Potatoes, York State, 90 cents per bushel, demand good; Scotch, \$2.50 per sack, demand fair; sweets, prime, 50 to 60 cents per basket; culls, 35 to 40 cents per basket, demand good; carrots, 35 to 40 cents per basket, demand fair; Jersey cabbage, 20 to 25 cents per basket; York State (Danish), \$28 to \$30 per ton, demand good; white turnips, 15 cents per basket; yellow, 15 to 20 cents per basket, demand fair;

beets, \$2 to \$2.50 per hundred bunches, demand fair; yellow onions, 70 to 75 cents per basket; white pickling, 65 to 75 cents per basket, demand fair; New York salad, \$2.25 to \$2.50 per basket; Florida salad, \$1.50 to \$1.75 per basket, demand fair; horseradish, domestic, \$3.25 to \$3.50 per barrel, demand fair; watercress, \$1 to \$1.25 per basket, demand poor; Pennsylvania celery, 6 to 8 cents per bunch; York State and Kalamazoo, 60 to 70 cents per bunch, demand fair; cauliflower, short cut, \$3.50 to \$4 per barrel, demand fair; parsnips, 90 cents to \$1 per barrel, demand poor; pumpkins (Boston squash), \$1 to \$1.25 per barrel, demand poor; spinach, Pennsylvania, \$1.50 to \$1.75 per barrel; Southern, \$1 to \$1.25 per barrel, demand fair; oyster plants, 2 to 3 cents, demand fair; hot-house radishes, 3 to 3½ cents per bunch, demand good.

Green Fruit.

Apples, per barrel, Kings, \$4 to \$4.25; Baldwins, \$3.50 to \$3.75; Hulbertsons, \$3.50 to \$3.75; Greenings, \$3.25 to \$3.50; Northern Spy, \$3.50 to \$4; Bellflower, California choice, \$1.25 to \$1.50 per box; Ben Davis, California choice, \$2 to \$2.25 per box; Jonathan, California choice, \$2.25 to \$2.50 per box, demand fair; bananas, large, \$1 to \$1.50 per bunch; 8-hands, 75 cents to \$1 per bunch; 7-hands, 60 to 75 cents per bunch; 6-hands, 40 to 50 cents per bunch; red bananas, choice fruit, \$2 per bunch, demand fair; oranges, Florida, \$1.75 to \$2.25 per box; tangerines, \$3.25 to \$3.75 per box, demand fair; lemons, California, \$2.25 to \$3.50 per box; Messina, \$2.25 to \$2.75 per box, demand fair; pineapples, \$1.75 to \$2.25 per crate, demand fair; limes, 80 cents per 100, demand fair; Florida grapefruit, \$2.25 to \$3.25 per box, demand fair.

Nuts.

Peanuts, green, choice, 3½ cents per pound; fancy, 4¾ cents per pound; jumbo, 5¾ cents per pound; roasted, choice, 85 cents per bushel; fancy, \$1.20 per bushel; jumbo, \$1.45 per bushel, demand fair; almonds, paper shell, 14 cents per pound; soft shell, 13 cents per pound; Brazils, 9 cents per pound; filberts, 9¾ cents per pound; pecans, 12 cents per pound; walnuts, 11½ cents per pound; mixed nuts, 10 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Baltimore Canned Goods.

No. 1.

Business was dull in the market here this week and, at present, the outlook is for continued dullness during December, which is seldom an active month for canned goods. The tomato market presents no new features of interest in any direction, excepting that there is some buying of that article at the present prices for deferred shipment, to be invoiced after January 1st, which looks like a safe proposition, all things considered. Some good trades can be picked up on that basis and they are well worth attention now. As compared with last year's output, the pack of tomatoes this year was, say, 25 per cent. short, but about equal to, or perhaps a little more than, the average of the output in the three years preceding 1907. It is believed that the present low prices will stimulate consumption to the same extent as in last season, hence the belief that a reaction to a higher level of prices is inevitable. If all the jobbers who say they are waiting until after the new year gets fairly started to buy tomatoes liberally take only two or three carloads each, the effect upon the market will be pleasing to the canners and the buyers, as well as to the brokers, and a healthier condition will prevail for that article.

In the other lines of goods the new pack of cove oysters, baked beans and sauer kraut were firm and strong, and the remainder of the list was inactive and practically unchanged as to either the prices or the demand. Sweet potatoes are fairly active at the present price and are growing more popular each season as an article of canned food.

THOS. J. MEEHAN & Co.
Baltimore, Md.

No. 2.

But few jobbers held large stocks of canned goods at the beginning of the packing season of 1908. Sales of futures were especially light. The pack of tomatoes was 33 per cent. short of the previous year, the price averaging 10 cents per dozen less. It has been estimated that high prices curtail the consumption of canned tomatoes. Prices from 10 to 20 cents per dozen less than anything that could be termed high prices have prevailed and so far there is no indication from the jobbing point of view that tomatoes are going into consumption more rapidly than if the price was 20 cents per dozen higher. The pack of corn for 1908 is only one-third of what was known to have been the total for years and still notwithstanding all this, the active market for corn has not materialized. The pea pack was also

short and like conditions hover over the pea market. It is a question of stagnant business conditions; for if such is the case, the multitudinous reports in the dailies would be misrepresentations of true business conditions, and if this suggestion does not answer the question, in which direction shall we turn for a solution of the conditions which continue to exist and is indisputable when actual trades are made.

A commercial tourist driving among the cross roads, villages and towns of North Carolina has just advised that it was his experience to reach a country cross roads store by noon. Desiring to satisfy the pangs of appetite, he quickly closed a deal for a can of oysters and a box of crackers; the price for the can of oysters was 15 cents. Securing an opener, he settled himself for a quick lunch. Upon opening the can he found that it contained a single oyster, without a comrade. He fails to say whether this oyster was a bachelor or a bachelor maid, but he insists that it was enjoying single blessedness, and the point of his objection was that it did not justify an outlay of 15 cents for the single oyster. He inquired of the storekeeper whether he had some other brand; he replied "yes" and it sold for 18 cents. Again he invested with alacrity and found that for 18 cents this time he obtained three oysters. It is needless to say that after this experience this knight of the road tabooed canned oysters, and if this sample is not an exception, but rather the rule, it is not so strange after all why there is not a better demand for canned oysters.

It has also been within the province of many canned goods operators to observe the cutting of certain brands of tomatoes wherein was found a lonesome tomato or two and the balance water or juice, sometimes intermingled with pulp, or, possibly, a can of corn either half filled with a tough variety of sugar corn, the balance water, or possibly the entire can filled with field corn. If these facts are in any way suggestive of a possible clue to the right theory, would it not be well for packers of better grades and reliable goods to combine their efforts in bringing about a cessation of such practices among the fraternity, not only for the philanthropic motive of refusing to allow the public to be further deceived and disgusted, but from the advantage that would entirely redound to other packers by the elimination of such practices? And in this movement would it not be well for the buyer to render all assistance possible and use his efforts to aid and assist the packers who engage in this herculean task rather than encour-

age the man who packs slop and discourage the man who packs quality, not infrequently suggesting to him that he should sell his best quality in line with prices which are named for inferior grades and brands, for without this assistance on the part of the buyer, no matter what might be undertaken by the packers in a movement of this kind, it will not amount to anything.

Trading in tomatoes has been somewhat spasmodic. The lack of interest on the part of buyers and continued indifference is indeed remarkable. It is also worthy of consideration and strangely notable that the market has retained a firm attitude notwithstanding all the counter conditions which have a tendency to turn it otherwise. Were it not for the condition which we have frequently called attention to heretofore, namely, the below cost prices prevailing, it is more than probable a decline would have been again noted, for when surrounded by stagnant conditions as have been prevailing since the close of packing season, it is only a condition of dire necessity that would hold the market steady at such times. Many packers are willing to do business at cost and a number at a loss, but there is only a certain percentage of the cost that will be allowed by the most distressed, and then the limit, a settling price and no further concession can probably be granted, no matter how sagaciously the sugar coated offering may be presented. The limit for 3s standard tomatoes seems this time to have been 70 cents, and even though a few sellers may have shown a willingness to tempt buyers at 2½ cents deduction, it was soon found that others were unwilling to imitate; as a result, the market seems to have again steadied itself at the old price of 70 to 72½ cents for 3s full standard tomatoes, 50 to 52½ cents for 2s, with off-standard 3s at 67½ cents and seconds at 62½ to 65 cents, depending upon quality. Gallons, \$2 to \$2.10, with a fair demand for fancy grades at full prices and quite a little buying for January 1st shipment, with some orders coming in from the West for shipment at the opening of lake and rail navigation.

Corn remains unchanged from previous advices, with strong possibility of an advance, with a continuance of present conditions; of course, this belated advance may be postponed, and yet the statistical position of this commodity must sooner or later force higher prices. We quote standard shoepeg at 60 to 62½ cents; fancy, 70 to 75 cents, and extra fancy, 75 to 80 cents. Southern-packed Maine style, 65 to 67½ cents, with one or two off lots at 62½ cents, f. o. b. The holdings

of Maine style corn among Southern packers is very light.

STRASBAUGH, SILVER & Co.
Aberdeen, Md.

Imported Fish Products.

Holland herring are in quite good demand, but prices are as low as ever, and while market in Holland has improved materially owing to a short catch, there is not much likelihood of prices advancing here as long as competition is as strong as it is now.

Scotch herring are higher and rather scarce. Demand good.

Norway herring slightly firmer, only very large and very small sizes obtainable. Medium sizes unobtainable at present.

Norway mackerel are rather dull and neglected. Holders are unwilling to accept buyers' offers and are waiting for the turn of the year to advance their asking prices. Holders in Norway are unwilling to part with their stocks at present market level, which they consider much too low.

Irish mackerel are neglected.

Imported oil sardines without change. French, of which stocks are very small, are selling in a hand-to-mouth way. Portuguese are scarce, in good demand and almost unobtainable at this moment. None are being packed at present and all of course are anxiously waiting for the appearance of small fish suitable for the American trade.

Stockfish, especially Italian No. 1 Round, is getting scarce and price is tending higher.

Norway smoked sardines continue in very good demand, and prices are very strong. The packers have signed an agreement not to pack any sardines during February, March and April, consequently cheaper grades of Norway sardines, which are called winter fish, are likely to be scarce.

STROHMEYER & ARPE Co.
New York, N. Y.

Sugar.

There hasn't been much change in the sugar situation. Conditions continue about as before. The raw market is not quite as firm as a week ago, but we are getting nearer to new crop time and a slight easing off of values could be expected. Prompt shipment sugars would find buyers, but the supplies from the new crops are not being sought at present quotations. The market will make substantial declines when the factories in Cuba, Porto Rico and San Domingo get well started, and the refiners will run along on stocks as light as possible while waiting for the new shipments. With the factories sending sugar to the United States faster than it can be used owners will make the usual concessions, in lieu of storing and caring for the sugar themselves, and the result will be a market

much under the present level. The early cargoes won't sell much below to-day's price, the position of the refiners will not be as secure as it will become later, but after the first stocking-up and until the top point has been reached in crop operation the advantages of the market will lie with buyers. The market last year acted as it customarily does under the stress of the heavy shipments and prices declined. The quotation, however, did not get below 3.67 cents, and not many sugars were sold at that figure. The advantages of the market were soon regained by sellers, it early becoming apparent that Cuba was to render a greatly decreased outturn. This year the probabilities are that Cuba will reap a 1,250,000 to 1,300,000-ton crop, the other islands turn out increased supplies, and the indications are for a total world's production equal to the demands of consumption. It is unlikely that consumption will be hampered by high prices during 1909. It should prove a normal year. We expect a normal progress of sugar values throughout. A gradual decline while the first parts of the crops are being marketed and a regaining of strength and better prices afterward, the strength and better prices to be maintained, with fluctuations now and then up to the arrival of another sugar season, bringing with it perhaps a new set of conditions to be met, or maybe the same ones we usually have. Sugar years are much alike. They vary only when the demand and supply basis is disturbed, and demand and supply work the same in sugar as they do in other products.

M. G. WANZOR & Co.
New York, N. Y.

Spices.

The market is exceedingly firm and there have been several advances in the list. The demand has been exceedingly good, both for spot goods and for nearby arrivals.

Pepper.—Buying has been quite heavy at slightly firmer prices. In some instances higher prices are asked abroad for pepper than our spot market. Pepper is really at too low a level not to attract buyers. The market is exceedingly safe at present values.

Cayennes scarcely steady, but without change during the week.

Cloves very scarce on spot. Futures are steady with upward tendency. Receipts at Zanzibar since August 1st are 43,000 bales, against the 151,000 bales in 1908. So it certainly looks like higher prices must rule ere long.

Mace is firmer, with very large demand for nearby arrivals.

Nutmegs practically unchanged during the week. Larger sizes are in limited supply.

Pimento (Allspice) has been steady; demand very good. We look for a slowly, but steadily rising market.

Cassias.—Saigon firm, but unchanged. Batavia steady. China somewhat firmer with upward tendency.

Gingers.—Stocks of Cochin and Japans are practically exhausted and there is very little African in the country. Prices are much firmer and will be higher.

Seeds.—Caraway somewhat firmer on spot and quoted higher for arrival. Coriander and Poppy are unchanged. Celery and Mustard also steady without change in price.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Florida grapefruit are in good supply and the price remains very moderate—\$3 to \$3.50. The demand is excellent.

Cranberries still rule very high and show an advance over last week. Fancy stock now commands \$15 per barrel and the general run \$3.25 to \$3.75 per crate. The demand is good and stock very light.

Tangerines are comparatively low—\$1.75 to \$2 per box. The demand is fair.

Apples are firm. Anything good ranges from \$3.50 to \$4 per barrel. The demand is light.

Florida beans are lower—\$2.50 to \$3, which is a decline from \$4 to \$4.50. The demand is slow. New crop beans coming forward were the cause of the decline.

Florida salad ranges from \$2.50 to \$3 per basket and is in good demand.

Florida peas range from \$3.25 to \$3.50 per basket and are in fair demand.

Hothouse cucumbers are coming steadily forward and average \$1.40 per dozen.

Cabbage is high. York State stock ranges from \$1.75 to \$1.90 per barrel. The demand is fair.

Long Island cauliflower ranges from \$4 to \$5 per barrel and seems to be wanted.

California tomatoes average \$1.75 per crate and Floridas \$3.25

to \$3.50. Hothouse fruit brings 22 to 25 cents per pound. Tomatoes are in fair demand.

Florida squash averages \$3.25 per crate and is selling very slowly.

Hothouse radishes range from \$3 to \$3.50 per 100 and are wanted.

Roosevelt Ignores Food Law but Recommends Parcels Post.

Contrary to Public Expectation, He Makes No Comment on Federal Food Laws. Urges Congress to Arrange a Trial of Parcels Post in Rural Districts.

Contrary to the general expectation, the President, in his annual message to Congress, did not discuss the workings of the Federal food law. It had been anticipated that he would make some recommendations along this line, and several professed to have information that he would express an opinion of Dr. Wiley in a few well chosen words. There was neither direct nor indirect reference to the food law in the message.

The President did consider the question of parcels post, however, and recommended a trial of the plan, in spite of the request of the National Retail Grocers' Association that he refrain from doing so. The President's recommendations regarding parcels post are as follows:—

In my last annual message I recommended the Postmaster-General's recommendation for an extension of the parcel post on the rural routes. The establishment of a local parcel post on rural routes would be to the mutual benefit of the farmer and the country storekeeper, and it is desirable that the routes, serving more than 15,000,000 people, should be utilized to the fullest practicable extent. An amendment was proposed in the Senate at the last session, at the suggestion of the Postmaster-General, providing that, for the purpose of ascertaining the practicability of establishing a special local parcel post system on the rural routes throughout the United States, the Postmaster-General be authorized and directed to experiment and report to the Congress the result of such experiment by establishing a special local parcel post system on rural delivery routes in not to exceed four counties in the United States for packages of fourth-class matter originating on a rural route or at the distributing post-office for delivery by rural carriers. It would seem only proper that such an experiment should be tried in order to demonstrate the practicability of the proposition, especially as the Postmaster-General estimates that the revenue derived from the operation of such a system on all the rural routes would amount to many million dollars.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

FROZEN THINGS.

From now on you are likely to have occasional complaints about celery, lettuce, etc., being frozen. It is well to know that these can be brought back to their normal condition by simply placing them in cold water. Instructions are given the shipping clerk to double wrap all frost sensitive vegetables. Yet, in spite of this, they may arrive in the kitchen frozen through careless exposure at the back door. Potatoes, if only chilled and have assumed a dark color, can be made eatable when soaked in cold water.

In connection with this it is well to advise all buyers of flour to heat the flour in the oven before mixing the dough. If this is neglected where flour is really cold the dough will not work.

THE "GROCERY WORLD AND GENERAL MERCHANT."

The manager is a subscriber to the "Grocery World and General Merchant," and those of you that do not get it are at liberty to call for it at the office any Tuesday morning, passing it from one to another as soon as you peruse its contents. Articles appear in this paper bearing on the pure food law, advertising and other general topics that you will find very useful. Our own mutual aid papers are here reproduced. But the important thing in reading these articles, as in reading any other good thing, is to "read to profit." Put the thing into practice. The secret of successful reading and successful sermon-hearing is to effect on the things read and heard. Go over them mentally, become imbued with their spirit and you'll find them true aids in right living and right business practice.

NO MORE SELFISHNESS.

You are now receiving a commission of the 1/2 of 1 per cent. in your sales. Attention of the

management was called to grabbing of butter sales, vegetable sales, meat sales and delicatessen sales by the grocymen. This is unfair and must be discontinued at once. Customers were held back from these departments in order that you might swell your sales. This is perfectly permissible on 'phone orders, but not when the customer enters the store.

CARRIER BASKETS.

Onions, sweet potatoes, carrots, turnips and apples will now be pushed in carrier baskets. These hold about 1/2-peck, and one hundred of them will be placed on display every day. This system will sell more goods by their very suggestion. It's the small price and the neatness and convenience of the package that will do it. Any number of people you will find buying a carrier that would not buy a 1/2-peck. Such is one of the peculiarities of woman nature.

HOW TO SELL DATES.

When a box of Persian dates is turned out, the first thing to do is to sponge off the sides and ends, then break it in the centre, showing up both broken ends. In this shape they're irresistible. Pound and 3-pound packages will be weighed up in the stock room. Place around these recipes for date candy, date pudding and date cake. But it's the way these are opened up—their beautiful rich color, their soft, sticky, sweet suggestiveness that sells them. Eight cents per pound.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued August 18, 1908:—

896,077. Ice cream freezer. C. F. Barrv, Warren, N. H.

896,162. Oyster opener. Augusta H. Roters, Urania, La.

896,596. Process of making candy. John Stuckes, St. Louis, Mo.

896,396. Attachment for bread kneading and molding machines. Carl and E. J. Kruse, Seattle, Wash.

896,493. Egg strainer. H. J. Walz, Buffalo, and J. W. Butler, Hermitage, N. Y.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For oysters. Miller Bros. & Co., Baltimore, Md. The word "Royalty" and a representation of a cushion, upon which rest a crown and crossed swords, all within a wreath.

For oysters, fruits and vegetables in hermetically sealed receptacles. Miller Bros. & Co., Baltimore, Md. The word "Jumbo" and a representation of an elephant.

For flour. The Ogilvie Flour Mills Co., Montreal, Canada. The words "Ogilvie's Glenora" and a representation of a shield quartered with a cross at the centre and surmounted by an arm

holding a scimitar, the quarters of the shield containing crescents and representations of dogs, the whole being printed in red.

For extracts of meat. The Compagnie des Produits Kemmerich Societe Anonyme, Antwerp, Belgium. The signature "Prof. Dr. Kemmerich" in red.

For canned fruits and vegetables, apple butter, tomato catsup and mince meat. Nave-McCord Mercantile Co., St. Joseph, Mo. The word "Acropolis."

For sardines in cotton-seed oil. Blanchard Mfg. and Canning Co., Eastport, Me. The words "Palm Brand."

For soda crackers. The Hess Biscuit and Bread Co., Ogden, Utah. The words "Eet-a-soda Cracker" and a representation of a hand holding a cracker to a round human face, having a representation of the American continents forming the nose.

For grapes. Keystone Grape Co., North East, Pa. A representation of a keystone.

TEA OFFERINGS

TO WHOLESALE TRADE BY

S. H. ANGELL & CO.

Jobbers Coffees and Teas Only

129 Maiden Lane : New York City

FORMOSA OOLONGS

70 HALF CHESTS SWEET NEW CROP TEAS

14c. per lb.

YOU WILL MAKE NO MISTAKE LAYING IN SOME OF THESE



SELECTED WHITE RICE
POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

YOU can pay MORE for ANTEDILUVIAN brands, but you can't buy popping corn giving better yield and satisfaction to consumers than

"Brad's Tip Top" and "I-X-L"

PHILADELPHIA DISTRIBUTERS

Birdsong & Co., 36 N. Delaware Ave.

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. **FORBES INDEXED COUPON BOOKS**



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES

FORBES BUILDING

COSHOCKTON, OHIO

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

WANTED.—Second-hand National Cash Register that prints sales slips, and two butcher blocks. Must be A 1. State price and condition. Address Jacob T. Shils, Atlantic City, N. J. 25

FOR SALE.

FOR SALE.—Fat can, in use only short time. Will sell cheap. Hugh Murphy, 2330 Pine Street, Philadelphia, Pa. 25

FOR SALE.—The well-known Salfordville store premises in Upper Salford township, Montgomery Co., Pa. Very large brick store and dwelling, large warehouse, large barn and carriage house, with two acres garden and lawn. Yearly business, \$21,000. With a well patronized post office. This is a very rare chance. Owner died, hence for immediate sale. Price is only \$6,000. Milton W. Walters, Executor, Rudy, Pa. 24

FOR SALE.—Two Perfection rotary meat chippers in good order. \$4.50 each—cost \$14 each. Also six Enterprise chippers, \$1 each—good order. Counter platform scales, weigh 300 lbs., good order, \$4. Nearly new Howe scale, large brass scoop—scoop holds 15 lbs. sugar—cost \$12, will sell for \$5. Five automatic chewing gum machines, \$1 each. C. E. Allinson, Burlington, N. J. 26

FOR SALE.—Stimpson Peerless No. 5 Coffee Grinder. Perfect condition. In use six months. Ball bearing ratchet handle, invisible balance wheel. Occupies only 21 inches square floor space. Will grind two pounds of coffee per minute with one-half the exertion of old style mills. A \$75 mill for \$35. Napoleon Favreau, 54 56 Willow Street, Cohoes, N. Y. 26

FOR SALE.—Pure maple syrup, put up in one gallon tin cans. Price, 90 cents per gallon. Arthur L. Young, Attica, N. Y. 25

FOR SALE.—Grocery, meat and provision store, also manufacturer of provisions, in Chester County, about 25 miles from Philadelphia. Doing \$15,000 yearly—one-half cash and one-half credit business which is good. Stock of about \$1,000. Fixtures to be sold at an appraised value, about \$600. This store has netted the owner above all living and personal expenses \$1,000 a year for the last five years. Dwelling for sale, but will rent for \$40 per month. Ill health causes selling. Address, "M. P.," care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa. 24

FOR SALE.—Post cards—comics—no two alike. 50 for 25 cents; 100 for 40 cents. Address N. H. Breckenridge, Vermontville, New York. 24

FOR SALE.—Bowser self measuring oil tank. Perfect order. Used 14 months. Will take \$10.50. Verling Harris, 136-138 Northern Liberty Market, 5th and K Sts., Washington, D. C. 24

FOR SALE.—In Lancaster County, store property for \$3,000, which can be bought for half cash and balance on mortgage. This place is occupied at the present time by a first-class general store, and can be bought as an investment on which the rental will pay a big dividend. For further particulars address Robert S. McClure, Bart, Lancaster County, Pa. 25

FOR SALE.—One "Lancaster" Computing Scale. New. \$29 cash, F. O. B., Ashland, Pa. Marble platform style with brass scoops. H. F. Granzow, Ashland, Pa. 24

FOR SALE.—Coal and feed business. Two houses, two warehouses, stable, coal yard, etc., 27 miles from Philadelphia. Doing good business. Must be sold to close estate. Address H., care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa. 25

FOR SALE.—The large display printed posters that have made Philadelphia cut

price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 403.—In West Philadelphia. Groceries, meats and provisions. Size, 18 x 36 feet. Does \$400 weekly, two-thirds cash, balance weekly. Dwelling connected, if wanted. Stock about \$700. Uses one team. Nets clear 10 per cent. Owner needs a rest and his eyesight is failing. Will sell at inventory. Will take about \$1,000.

No. 404.—Near Tioga Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$900. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,400 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Established 14 years. Size, 18 x 25 feet. Does \$400 weekly, two-thirds cash. Stock about \$500. Uses one team. Good house and stable connected. Net profits 15 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Fixtures and team, \$300; stock inventory. Will take around \$800.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,500-\$2,000. Could be reduced to \$1,200. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$500. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$200, stock at inventory. Take about \$600. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock about \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present

owners are not acquainted with the business. Price, inventory. Very fullest investigation. No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

No. 436.—On Germantown Ave., Philadelphia. Grocery and provisions. Store 25 x 60 feet. Does \$10,000 yearly, half cash. Stock carried, \$10,000; but can be reduced one-half. Caters to fine, high class trade, used to paying high prices. Net profits, 20 per cent. Uses three horses and five wagons. Business solid, prosperous and very profitable, but owner wishes to retire. Real estate for sale or rent. Price, inventory.

No. 438.—In West Philadelphia. Groceries, meats and provisions. Size, 20 x 70 feet. Does \$250 per week, all cash. Stock \$1,000. No team. Business nets good profits, but owner going into lumber business. Good dwelling. Price, inventory; will take around \$2,000.

No. 439.—In West Philadelphia. Groceries, meats and provisions. Store 20 x 30 feet. Does \$550 to \$600 per week, three-quarters cash, balance weekly credit. Stock, \$400. Net profits, 10 per cent. Good dwelling connected. Owner has other business and will sell fixtures at \$1,200, including \$375 cash register and team. Stock at inventory.

No. 450.—North Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$600 to \$700 weekly, two-thirds cash. Stock \$700. Nets 12 per cent. and is in thoroughly prosperous condition. Owner retiring from grocery business and will sell at inventory. Take about \$1,500.

No. 451.—In West Philadelphia. Groceries, meats and provisions. Corner—three show windows. Size, 18 x 36 feet. Does \$250 weekly, three-quarters cash. Stock \$600. Net profits 15 per cent. Good dwelling. Fixed charges low. Owner compelled to sell on account of health. Price for fixtures, including team, \$400. Stock at inventory.

No. 452.—In West Philadelphia. Meats and provisions (have just added canned goods). Size, 16 x 26 feet. Does \$300 weekly, all cash. Stock \$400 to \$600. Clears \$40-\$50 weekly above all expenses. Good dwelling. Owner going in auto business and will sell at inventory. Take about \$1,500.

No. 453.—In Washington, D. C. Size, 20 x 80 feet. Does \$25,000-\$30,000 yearly, practically all cash. Stock about \$3,000. One team. Makes good profits and is one of the cleanest businesses in Washington. Owner has another store and will devote all his time to that. Price, inventory. Some of the largest fixtures belong to the building and go with the rent.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year,

every cent collected. Stock averages \$2,000 and makes net profit of \$5,000 to \$6,000 yearly. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for last ten years. This grocer is rated \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

421 WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous and profitable.

406 WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED.—January 1st, salesman to represent us in the State of Pennsylvania. Experienced extract man preferred. State salary expected, married or single, amount of sales. Must be a live one. T. C. F. Sauer Co., Richmond, Va.

WANTED.—Salesmen to sell our line of advertising fans and kitchen reminders. Large and exclusive line with good commissions. The Parisian Importing Co., Syracuse, N. Y.

WANTED.—Two high-class tea salesmen for Southern States. Address, Tea Department, American Coffee Co. of New Orleans Ltd., New Orleans, La.

FOR RENT.

FOR RENT.—A rare opportunity. The right man can rent a splendid store standing not encumbered with old and unsalable goods. It is now enjoying a large and profitable trade and has been doing a successful business for over seventy-five years. Located in the heart of the cement region. Address, "Opportunity," the "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

BOOM YOUR HOLIDAY TRADE.

We write ads. that will do it. Ten bright snappy ads. for \$2. For Groceries, Provisions, General Merchandise, or any line you wish. The trade is to be had if you want it. Write to day and let us help you get it. Let us get you up a special sale handbill or an attractive folder announcement, either one for \$1.00. W. J. Platt & Co., 1451 Ivanistan Ave., Bridgeport, Conn.

MR. MERCHANT, DO YOU WANT TO keep your window nice and clear from frost all winter? Send me one dollar and I will send you plan that will do it without any expense and very little trouble. Guaranteed. H. F. Granzow, Ashland, Pa.



MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtor settles direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere.

the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2. if satisfactory. May we send you full description? FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free.

PATENTS

obtained on inventions and designs. Trademark, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

808 G St., N. W., Washington, D. C.

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.	
Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
Java.....	.26
Java.....	.24
Java.....	.24
Java and Mocha Blend.....	.24
Java and Mocha Blend.....	.22
Mocha.....	.24
Mocha.....	.22
Mocha.....	.20
Guayra (Washed Caracas).....	.18
Maracaibo.....	.18
Maracaibo.....	.17
Santos.....	.16
Santos.....	.15
Santos.....	.14
Berry Santos.....	.14
Rio.....	.12
Rio.....	.11
Rio.....	.09
Special Mocha and Java, 1 lb. cans.....	.27
ton Perfection, 1 lb. cans.....	.20
attleship, 1 lb. packages, any quantity.....	.15
g Cabin, 1 lb. packages, 100 to case.....	.14
buckle's, 100 lbs. to case.....	15.00
ing Bee, 100 lbs. to case.....	per case
ven Day, 100 lbs. to case.....	per case
TEA.	
25 Gunpowder.....	.24
28 Gunpowder.....	.85
est Gunpowder.....	.45
25 English Breakfast.....	.20
28 English Breakfast.....	.88
est English Breakfast.....	.40
25 Moyune Gunpowder.....	.83
28 Moyune Gunpowder.....	.88
est Moyune Gunpowder.....	.50
25 Imperial.....	.33
28 Imperial.....	.85
est Imperial.....	.60
25 Oolong.....	.28
28 Oolong.....	.35
est Oolong.....	.45
oung Hyson.....	.35
pan.....	.35
eno ½ and ¼ lb. packages.....	.50
lver Moon.....	.27
lver Bell, 1 lb. packages.....	.25
lada (Ceylon and India Tea)— Green, Black and Mixed, ½ and ¼ lb. packages, 10 lb. to box.....	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box.....	.90
DRIED AND EVAPORATED FRUITS.	
Apples— Evaporated, 50 lb.....	.08
Evaporated, 1 lb. packages, 4 doz.....	.08½
Dried, 50 lbs.....	.05½
saches— Standard, 50 lbs.....	.06½
Choice, 50 lbs.....	.08
Extra Fancy, 25 lbs.....	.10
ricots—Evaporated Standard, 25 lbs.....	.09
Choice, 25 lbs.....	.11
rants— Package, 86.....	.07¾
Bulk, 25 lbs.....	.07¾
ew Figs— Box, 10 lbs.....	.10
Mats, 1 lb.....	per doz.
American Brand, 10 lb.....	.15
American Brand, 25 lb.....	ates—
Package, 80 1 lb.....	.06½
Stuffed, 1 lb.....	per doz.
aw Prunes— 80-40, 25 lbs.....	.09½
40-50, 25 lbs.....	.08½
50-60, 25 lbs.....	.07¾
60-70, 25 lbs.....	.07¾
70-80, 25 lbs.....	.06¾
80-90, 25 lbs.....	.06¾
90-100, 25 lbs.....	.05¾
100-120, 50 lbs.....	.04½
aisins— 3 Crown, 50 lbs.....	.06¾
2 Crown, 50 lbs.....	.05¾
London Layers, clusters, 20 lbs., per box	1.75
Seedless Sultana, 50 lbs.....	.07½
Seeded, 36 1 lb. packages.....	.07½
Sultana, 36 1 lb. packages.....	Thompsons Bleached Sultana, 50 lb. bxs.
Beans, PEAS, Etc. Per bush.	
New York Hand-picked, about 2½ bushel to bag.....	2.50
Imported Beans, about 200 lbs. to bag.....	2.35
Angoon Beans, about 200 lbs. to bag.....	2.25
reen Peas, dried, about 165 lbs. to sack.....	2.30
Sack-eyed Peas.....	2.25
California Lima Beans, about 80 lbs. to sack.....	.05½
Imported Lima Beans, about 90 lbs. to sack.....	7.45
lit Peas, 210 lbs.....	Less quantity.....
utils, about 100 lbs. to sack.....	.04
hte Marrowfat Peas.....	2.10
ve Beans.....	.04½
CANNED FISH.	
Salmon— Clover Leaf, 1 lb., flat, 4 doz.....	2.10
Clover Leaf, ¼ lb., flat, 4 doz.....	1.25
Sockeye, 1 lb., flat, 4 doz.....	2.10
Seward, 1 lb., tall, 4 doz.....	1.45
Jockey, 1 lb., tall, 4 doz.....	1.50
Buster Pink, 1 lb., tall, 4 doz.....	1.00
Arctic Belle, 1 lb., tall, 4 doz.....	.95
Argo, 1 lb., tall, 4 doz.....	1.50
Sockeye, ¼ lb., flat, 4 doz.....	1.45
Raindeer, 1 lb. tall, 4 doz.....	1.45
Hawkeye, ¼ lb., flat, 4 doz.....	1.00
Lobsters— Gold Label, picnic size, 4 doz.....	1.50
Beaver, 1 lb., flat, 4 doz.....	2.45
Star, ¼ lb., flat, 4 doz.....	1.50
Star, ¼ lb., flat, 4 doz.....	2.45
Gold Label, ¼ lb., flat, 8 doz.....	1.10
Beaver, ¼ lb., flat, 8 doz.....	1.50
Clams— Gold Label Brand, 1 lb., tall, 4 doz.....	1.10
Herring Roe— Old Virginia 2s, 2 doz.....	1.50
Mackerel— Mackerel in sauce, oval.....	Oysters— Standard, 5 oz., 2 doz.....
Sardines, in Oil— ½ oil, 100.....	per case.
Gold Label, ½ oil, 100 cans.....	6.50
Standard, ½ oil, 100.....	8.50
½ lb., oil, with key, 100.....	3.75
Epicurian, ½ oil, fancy cartons, 100 cans	4.50
Mustard Sardines— Gold Label, 100 cans.....	6.50
Standard, 100 cans.....	3.65
Leon D'or Brand, 100 cans.....	4.50
Mustard Sardines— Gold Label, 50 cans.....	4.50
Mustard, 50 cans.....	2.95
Harbor Brand, 48 cans.....	3.75
Imported Sardines— ½ Oil, Martell Brand, 100 cans.....	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans	9.75
Oil Imported— Martell, 100 cans.....	8.50
North Cape, Smoked, 100 cans.....	9.50
Grisetta, with key, 100 cans.....	King Oscar, 100 cans.....
CANNED VEGETABLES.	
Baked Beans— Pin Money, 3s, sauce, 2 doz.....	1.50
Pin Money, 2s, sauce, 2 doz.....	1.15
Pin Money, 1s, sauce, 4 doz.....	.85
Pin Money, 3s, plain, 2 doz.....	1.45
Wagner's, 1s, tall, 4 doz.....	.48
Wagner's, 3s, plain, 2 doz.....	1.03
Wagner's, 8s, sauce, 2 doz.....	1.08
Excursion, 3s, sauce, 2 doz.....	.85
Saratoga, 2s, 2 doz.....	.60
Corn— Pin Money, Shoepeg, 2s, 2 doz.....	.85
Standard Shoepeg, 2s, 2 doz.....	.80
Standard, 2s, 2 doz.....	.70
Belmont Cream, 2s, 2 doz.....	.90
Winorr Brand Kernelled Corn, 2 doz.....	Peas— Foote & Co., extra sifted, 2 doz.....
Belle Brand, 2 doz.....	.85
Little Fellow, 2	

NEW YORK PRICE-LIST

NOTE.—Prices are those prevailing on date of issue. Corrected Weekly. Invariably F. O. B., New York.

MOLASSES.

Porto Rico Molasses—		Per gal.
Fancy, bbls.....	.42	@ .45
Choice, bbls.....	.38	@ .40
Good, bbls.....	.26	@ .30
Fancy, qt. jars.....		per doz. 1.20
New Orleans Molasses—		
Fancy Open Kettle—New Crop.....	.42	@ .44
Fancy.....		.38
Choice.....		.36
Prime.....		.29
No. 10, ½ doz. in case, in tins.....	Per doz.	4.75
No. 5, 1 doz. in case, in tins.....	“	2.75
No. 3, 2 doz in case, in tins.....	“	1.50
No. 2, 3 doz. in case, in tins.....	“	1.00

PURE SYRUPS.

Gilt Edge Drips, in bbls.....		.33
Robin Hood, in bbls.....		.28
Various Grades, in bbls.....	.18 @	.19
Lyle's Golden Drips, 2-lb. tins, 2 doz. in case.....	Per case	1.00

SALT FISH.

Mackerel.

<i>Gross Weights</i>	350	160	77	20
Count (about) to bbl.	200lb.	100lb.	50lb.	8lb.
Bloater, Norway. None				
No. 1, Norway... None				
No. 2, " ... None				
No. 3, " ... 325-350	25.00	13.05	6.65	1.20
No. 4. " .. 400-450	22.00	11.55	5.90	1.08
Fancy Shore				
Bloaters..... 95-105	30.00	15.55	7.90	
No. 1, shores.....160-175	26.00	13.55	6.90	
No. 1, New Cape				
Shores 110-115	15.00	8.05	4.15	.80
No. 1, New Cape				
Shores .....160-170	16.00	8.55	4.40	.84
No. 1, NewH'fax.160-170	15.00	8.05	4.15	.80
No. 2, New Irish.325-350	17.00	9.05	4.65	.88
No. 2, New Irish.350-400	16.00	8.55	4.40	.84
No. 2, New Irish.400-450	15.50	8.30	4.28	.82

Boneless Codfish.

	In box.	Per lb.
White Seal, Middles, Finest Georges.....	40 lb.	.12 ¹ / ₂
Prize Strips, Middles, Finest Georges.....	40 lb.	.09 ³ / ₄
Prize Strips, Middles, Finest Georges.....	20 lb.	.10
Satin Middles, Fancy.....	40 lb.	.09 ¹ / ₂
Brilliant Strips	40 lb.	.08 ¹ / ₂
Brilliant Strips	2c lb.	.08 ³ / ₄

Herring.

New Medium, Scaled.....	Per box	.15½
Skinless and Boneless, 10-lb. boxes.....	Per lb.	.14
Star Boneless, large tins, 1 doz. in box..	Per doz.	1.50
Star Boneless, Dime tins, 2 doz. in box..	Per doz.	.90

TEAS.

Oolong (Formosa & Foochow)—	Per lb.
Fair to fancy.....	.18 @ .75
Japan—	
Fair to choicest.....	.20 @ .45
Basket Fired Japan—	
Fair to choicest .....	.22 @ .45
Japan Dust—	
Fair to good.....	.12 @ .15
Young Hyson—	
Fair to fine.....	.17 @ .50
Hyson—	
Fair to choicest.....	.16 @ .35
Gunpowder—	
Fair to choicest.....	.19 @ .60
Imperial—	
Fair to choicest.....	.32 @ .60
English Breakfast—	
Fair to choicest .....	.17 @ .55
Ceylon and India—	
Fair to fine.....	.20 @ .55

ROASTED COFFEES.

Sumatra—	Per lb.
Mandheling, fancy.....	.34
Old Government, best.....	.27
“ choice .....	.25
“ prime .....	.23
“ good.....	.23
Mocha—	
Genuine Arabian .....	.26
Windsor Blend.....	.23

—2—

Maracaibo—	
Cucuta, best.....	.17
“ choice.....	.16
“ prime.....	.15
“ good.....	.14
Laguayra—	
Caracas, finest.....	.18
“ choice.....	.16
Peaberry—	
Santos, fancy.....	.16
“ choice.....	.15
“ fine.....	.14
Rio, fancy.....	.15½
“ choice.....	.14½
“ fine.....	.13½
Santos—	
Best.....	.15
Choice.....	.14
Prime.....	.13½
Good.....	.12½
Fair.....	.11½
Rio—	
No 1, golden.....	.15
No. 2.....	.14
No. 3.....	.13
No. 4.....	.12½
No. 5.....	.12
No. 6.....	.11½
No. 7.....	.11

SPICES.

Whole, bags or bbls—	Per lb.
Allspice.....	.08
Cassia buds.....	.28
Cinnamon, select grade.....	.12
“ Batavia.....	.25
“ Saigon.....	.50
Cloves, Zanzibar.....	.14
“ Amboyna.....	.24
“ Penang.....	.30
Ginger, African.....	.10
“ Jamaica, bleached.....	.22
Nutmegs, 75@ 80s.....	.25
“ 110s.....	.20
Black Pepper, Singapore.....	.09
“ shot.....	.10
White Pepper, Singapore.....	.14
Red Peppers.....	.12

Pure Ground, Highest Grade—	Bbls. and ½-bbls. Per lb.	Boxes 6, 10, 15-lb. Per lb.	4-oz. tin cans, 2 & 4 doz. case Per doz.
Allspice .....	.10	.12	.71
Cinnamon .....	.16	.19	.92
Cinnamon, Saigon.....	.60	.62	2 42
Cloves.....	.18	.20	1.00
Ginger, Borneo.....	.14	.16	.82
Ginger, Jamaica.....	.24	.27	1.23
Mace .....	.62	.65	2.48
Mustard.....	.16	.19	.94
Nutmegs.....	.23	.25	1.15
Black Pepper.....	.10	.12	.70
White Pepper.....	.16	.19	.94
Cayenne, Red Pepper....	.18	.20	1.00
Paprika, Hungarian			
Red Pepper.....	.30	.34	1.44
Assorted Spices.....			.88

CANNED GOODS.

Vegetables.

Asparagus—			Per doz.
Mammoth, white, 2 1/2s,	California...		4.50
Medium, green, 2 1/2s,	California....		3.25
Tips, green, 1s.....			1.85
“ white, California, 1s.....			3.75
Beans, Baked—		Plain.	Sauce.
Sunbeam,	4 doz., No. 1.....	.70	.80
“	“ “ 2.....	1.10	1.15
“	“ “ 3.....	1.40	1.45
Van Camp,	4 “ “ 1.....		1.00
“	“ “ 2.....		1.50
“	“ “ 3.....	1.85	1.85
Snider's,	4 “ “ 1.....		.90
“	“ “ 2.....		1.40
“	2 “ “ 3.....		1.80
B. & M.,	4 “ “ 1.....	.65	.70
“	4 “ “ 3.....	1.50	1.70
Beans, Lima—			
Royal Scarlet, tiny, 2 doz., No. 1			1.10
Sunbeam, small, N. J., No. 2.....			1.50
Valley Field, medium, N. J., No. 2.....			1.00
Our Chef, medium, N. Y., No. 10.....			6.75
Beans, Stringless—			
Royal Scarlet, fancy, No. 2.....			2.10
Robin Hood Refugees, No. 2.....			1.35
Lehigh Valley, N. Y., No. 2.....			1.00
Sunbeam, fancy, No. 2.....			2.00
Acmes, small, Refugees, No. 2.....			1.25
Red Jacket, whole, No. 10.....			4.25
Boyers, string, No. 2.....			.70

-3-

Succotash—		
Extra fancy Maine, 2s.....		1.40
Fancy Maine, 2s	1.10	@1.25
Extra standard, 2s.....	.95	@1.00
Pumpkin—		
Fancy, 3s.....	1.10	@1.20
gals.....		2.40
Squash—		
Fancy, 3s.....		1.20
Tomatoes—		
5½ in. cans, fancy New Jersey.....		1.60
5½ in. cans, extra standard New Jersey		1.40
5-in. cans, standard New Jersey ...		1.15
Standard Maryland, No. 3 .....	.95	@1.00
2-lb. cans.....	.75	@.80
Standard New Jersey, gals.....		2.75
Extra standard Maryland, gals.....		2.50
Glass jars, qts.....		2.75
Beets—		
Fancy Strawberry, 3s.....	1.40	@1.60
Cut, 3s.....	1.10	@1.15
Sweet Potatoes, 3s.....		1.15
Sauer Kraut, 3s.....	.95	@1.10
Spinach—		
Standard Maryland, 3s.....	1.15	@1.40
Fancy New Jersey, 3s.....	1.40	@1.65
Gals.....	4.75	@5.00

FRUITS.
California.

Apricots—		Per doz.
Extra, 2½s.....		2.25
“ standard, 2½s.....		1.75
Standard, 2½s.....		
Gals.....	5 25	@6.25
Cherries—		
Extra, white, 2½s.....		2.75
“ standard, white, 2½s.....		2.40
Standard, white, 2½s.....		2.35
Extra standard, gals.....	7.50	@9.25
Bartlett Pears—		
Extra fancy, 2½s.....		3.25
“ 2½s.....		2.40
“ standard, 2½s.....		2.40
Standard, 2½s.....		2.00
Plums, Egg or Gage—		
Extra fancy.....		2.75
“ standard, 2½s.....		2.00
Standard, 2½s.....		1.75
Gals.....	5.50	@7.00
Peaches—		
L. C., extra fancy, 2½s.....		3.25
“ “ 2½s.....		2.75
Crawford, extra fancy, 2½s.....		2.75
“ “ standard, 2½s.....		1.85

Eastern.

Pears—		
Fancy New York, 2s.....		1.75
" " State, 2½s.....		2.90
Standard, 2s.....		1.50
Pineapples—		
Sliced or grated, 2s.....	2.25	@2.40
" " IS.....	1.10	@1.20
Pie, grated, gals.....		3.00
Singapore, 1½s.....	1.15	@1.25
Plums, egg, 3s.....		
" gage, 3s.....		
Apples—		
Gals.....		2.25
Strawberries—		
Fancy, 2s.....		3.00
Extra, 2s.....		1.85
Raspberries—		
Red, fancy, 2s.....		2.75
Standard, 2s.....		

FISH.

Lobster—		
Flat, rs.....		5.00
“ ½s.....	2.50	@2.75
Kipperd Herring—		
rs.....		1.50
Alaska Salmon—		
Pink, rs.....		1.10
Medium Red.....	1.25	@1.30
Choice Red, rs.....	1.40	@1.50
Columbia River Chinook Salmon—		
Flat, ½s.....	1.25	@1.30
Tall, rs.....		2.00
Flat, rs.....		2.20
Oval, rs, steaks.....		3.00
Sardines—		
Domestic, ¼s, oil, 100 tins.....	3.35	@6.00
“ ¾s, mustard, 50 tins.....	2.65	@4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs. ....	.14
Smyrna Sultana, choice, 4 crown, 30 lbs.	

—

Cleaned Sultanas—	
Smyrna, fancy, 1-lb. cartons.....	..
" choice, 1-lb. cartons .....	..
California, 1-lb. cartons .....	..
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	..
California, 4 crown, 50 lbs.....	..
" 3 crown, 50 lbs. ....	..
" 2 crown, 50 lbs. ....	..
Figs—	
Baskets, 1 and 2 lbs.....	15 @ ..
Layers, 2¾ in., 10 lbs.....	..
2½ in., 12 lbs.....	..
2¼ in., 12 lbs.....	..
2-in., 12 lbs.....	..
Currants—	
Fancy, 1-lb. cartons.....	..
Cleaned, choice, 1-lb. cartons.....	..
Bulk, choice, 50 lbs.....	..
Natural, choice.....	..
Citron—	
According to quality .....	.. 14½@ ..
Lemon Peel—	
According to quality .....	.. 11½@ ..
Orange Peel—	
According to quality .....	.. 11½@ ..
Fard Dates—	
60 lbs., bulk .....	..
1-lb. pkgs., 30-lb. case.....	..
Persian Dates—	
60 lbs.....	..
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30 .....	..
30@40, choice.....	..
40@50, " .....	..
50@60, " .....	..
60@70, " .....	..
70@80, " .....	..
Choice, 50-lb. box—	
60@70, 80@90 .....	..
70@80, 90@100 .....	..
Fancy, 25-lb. boxes—	
40@50.....	..
50@60.....	..
60@70.....	..
70@80.....	..
Oregon, 25-lb. boxes—	
30@40.....	..
40@50.....	..
Apples—	
Fancy, 50 lbs.....	..
" 1-lb. cartons .....	..
Prime, 50 lbs.....	..
Choice, 1-lb. cartons .....	..
Peaches—	
Fancy, peeled, 25 lbs.....	..
" unpeeled, 25 lbs.....	..
Extra choice, Muir .....	..
Apricots—	
Royal, extra fancy, 25 lbs.....	..
" fancy, 25 lbs.....	..
" choice, 25 lbs.....	..
Moorpark, fancy, 25 lbs.....	..

NUTS.

Almonds—		
Jordan, shelled, large, 28 lbs.....	.48	@.52
Valencia, 28 lbs.....		.33
Flot, shelled.....		
In shells—		
California, paper shell, 80 lbs.....		
French Princess.....		.17
Tarragona, 120 lbs.....		.15
Hard Shell, 100 lbs.....		
Brazils—		
New, large, 180 lbs.....		.10
Filberts—		
Turkish.....		
Sicily, 130 lbs.....		.10
Jumbo, Naples, 110 lbs.....		
Long, Naples, 110 lbs.....		.13
Pecans—		
Polished, 80 lbs.....	.11	@.14
Louisiana, paper shell.....		
Walnuts—		
Chili, 1907 crop.....		.12
Grenoble, 220 lbs.....		.15
Marbots, 110 lbs.....		
Cornes, 110 lbs.....		
Mixed Nuts—		
Strictly fancy, 25 lb. boxes.....		.16
Extra choice, 25-lb. boxes.....	.13	@.14
Choice, 125-lb. bags.....	.11	@.12

IMPORTED GROCERIES.

Imported Sardines, 100 in case—	Per case.
Reduced, $\frac{1}{4}$ s, boneless.....	
“ $\frac{1}{4}$ s, with bones.....	7.00@22.00
French, $\frac{1}{4}$ s, boneless.....	
“ $\frac{1}{4}$ s, with bones.....	17.00@22.00
High, $\frac{1}{4}$ s, boneless.....	24.50@27.00
$\frac{1}{2}$ s, boneless.....	15.00@40.00
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00@20.00
Mushrooms—	
$\frac{1}{4}$ s, according to quality.....	16.00@35.00
$\frac{1}{2}$ s, according to quality.....	15.00@20.00
String Beans—	
According to quality.....	12.00@17.00
Lima Beans—	
According to quality.....	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs.—lb.	.08@ .09

Grocery World and General Merchant Prices--Current.

CORRECTED WEEKLY.

any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY, Standard Weights per Bushel.	
	Column.		Column.		Column.		
Poultry.....	25	Lard.....	24	Fresh Fish, Oysters and Clams.....	20	Marrow Beans.....	60 lbs.
Eggs.....	25					Medium Beans.....	60 "
						Pea Beans.....	60 "
						Red Kidney Beans.....	58 "
						Hominy.....	56 "
						Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

COL.	COL.	COL.	COL.	COL.	COL.	COL.	COL.
Arm Cash Drawer.....18	Pie Fruit.....8	Drugs, Grocers'.....26	Ink.....20	Mustard.....30	Preserves.....25	Spices.....30	
Ammonia.....26	Sardines.....9	Eggs.....16	Insect Powder.....26	Prepared.....31	Provisions.....24	Whole.....31	
Amunition.....6	Meats.....9	Essence of Coffee.....5	Ironing Wax.....32	Marmalade.....26	Prunes.....20	Starch.....31	
Grease.....3	Soups.....10	Extracts.....27			Pudding.....18	Stove Polish.....31	
	Capers.....16				Putty.....26	Soap Powders.....30	
	Catsup.....11					Sugars.....1	
	Cereal Specialties.....17					Sulphur.....26	
	Cereal Coffee.....20					Sundries.....32	
	Cheese.....16					Syrups.....33	
	Chocolate and Cocoa.....11						
	Chewing Gum.....27						
	Cider.....27						
	Clothes Pins.....34						
	Cocoa Nut.....13						
	Codfish.....19						
	Coffee.....5						
	Essence.....5						
	Chicory.....5						
	Coffee Mills.....18						
	Cooking Herbs.....6						
	Condensed Milk.....12						
	Condensed Mince Meat.....21						
	Corn Meal.....17						
	Corn Starch.....31						
	Cottolene.....16						
	Crackers, Cakes, etc.....13						
	Crescent Mapleline.....33						
	Cutters, Tobacco.....18						
	Dates.....20						
	Delicatessen.....14						
	Dressed Meats.....24						

-1-		-2-		-3-		-4-	
SUGAR.		PACKAGE TEAS.		AMMONIA.		BLACKING--Shoe.	
Confectioners' Lozenge, XXXX.....	5.00	Lipton's Teas—	Per lb.	McCormick & Co., Banquet brand, Ceylon,	Per lb.	Rumford Baking Powder:—	
" Powdered.....	4.90	Ceylon and India, No. 1.....	.45	Blended, etc.—		5c. tins, 4 doz.....	.45
" Crown A.....	5.30	Ceylon and India, No. 2.....	.40	1-lb. canisters, 8-lb. boxes.....	.45	roc. can, 2 doz. in box.....	.90
" Crystal A.....	4.95	Ceylon and India, No. 3.....	.35	1/2-lb. " 12-lb. ".....	.45	1/2-lb. cans, 2 doz. in case.....	1.21
" Coarse Granulated.....	5.20	Black and Green, No. 1.....	.45	1/2-lb. " 10-lb. ".....	.45	1-lb. cans, 1 doz. in case.....	2.56
Tablet Tablets.....	6.25	Black and Green, No. 2.....	.40	1-lb. lithographed cans, 20-lb. boxes.....	.53	Royal, roc. size, 4 doz.....	.86
Crystal Dominoes.....	7.27 1/2	English Breakfast, No. 1.....	.45	1/2-lb. " 10-lb. ".....	.55	" 1/2 lb., 4 doz.....	1.37
ut Loaf.....	5.73 1/2	Formosa Oolong, No. 1.....	.45	1/2-lb. " 10 and 20-lb. bxs.....	.57	" 1/2 lb., 2 doz.....	2.47
atent Cubes.....	5.05	Formosa Oolong, No. 2.....	.40	Travellers pocket canister, 4 doz.....	.80	" 1 " 1 ".....	4.66
owdered.....	4.90	Counter box 30 ten cent tins, only packed					
extra Fine Granulated.....	4.80	in No. 1 quality, \$2.00					
oarse Granulated.....	4.80						
ranulated.....	4.80						
ne Granulated.....	4.80						
" in 50-lb. bags packed 2 in 100-lb. bag.....	4.85						
" in 25-lb. bags packed 4 in 100-lb. bag.....	4.85						
" in 10-lb. bags packed 10 in 100-lb. bag.....	4.95						
" in 5-lb. bags packed in bbls.....	5.00						
" in 5-lb. bags packed in 100-lb. bags.....	5.00						
" in 2-lb. bags packed in bbls.....	5.10						
" in 2-lb. bags packed in 100-lb. bags.....	5.10						
" in 2-lb. cartons in cases.....	5.00						
" in 2-lb. paper packages in cases.....	5.00						
Confectioners' A.....	4.65						
Keystone A.....	4.60						
American A.....	4.55						
Centennial A.....	4.50						
California A.....	4.45						
Franklin B.....	4.40						
Keystone B.....	4.35						
American B.....	4.30						
Centennial B.....	4.25						
California B.....	4.20						
Franklin Extra C.....	4.15						
Keystone Extra C.....	4.10						
American Extra C.....	4.05						
Centennial Extra C.....	4.00						
California Extra C.....							
Franklin C.....							
Keystone C.....							



Quick, Easy Inexpensive Delivery

Delivering by a **Lindsley Car** is like playing at delivering goods. It is so quick, so easy, so inexpensive. No heavy team eating its head off when not in use; no horse to sicken and die when most you need it.

The **Lindsley Car** is much less likely to get out of order than a horse, and costs less to fix when it does. Moreover, it eats less than a horse, and does more. Fifteen hundred pounds, 30 miles on a gallon of gasoline (15 cents)—does a team live that can do that?

J. V. Lindsley & Co. SUITE 1112 Monadnock Bldg. **Chicago.**

PURE CALIFORNIA FRUITS

We put up every season California fruits in the form of jams, marmalades and preserves. In these there is nothing but the fruit named on the label and pure granulated sugar. We have at this time the following varieties in one-pound glass jars, and in half-gallon stone crocks, at \$4.25 a case for 2 dozen glass jars, or \$4.40 a case for one half-dozen stone jars; ORANGE, GRAPEFRUIT, BLACKBERRY, PLUM, FIG, GRAPE (glass only), TOMATO (glass only), APRICOT (stone only), freight paid to you in 5 case lots. Try 5 cases and if it isn't all right, we'll pay your money back.

H. P. D. KINGSBURY, Redlands, California.

(Where the oranges come from.)



"Exton" Crackers Are Your Chance

to show customers that you know how to please even in the little things.

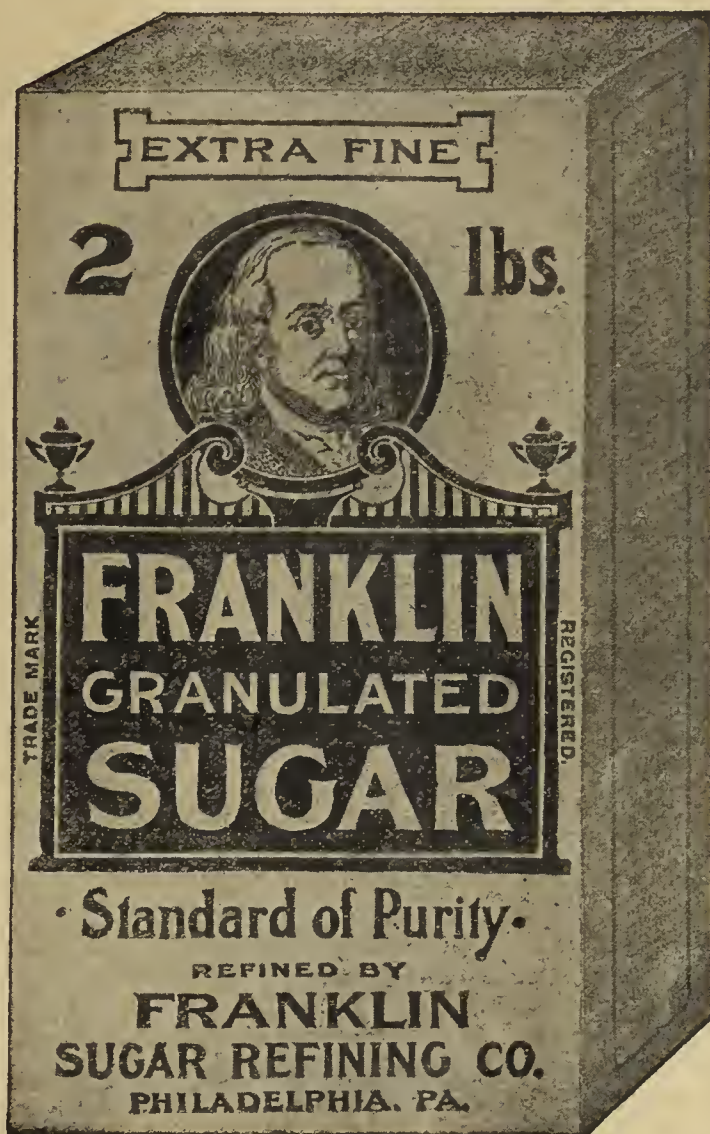
We decided 61 years ago that an Oyster Cracker was not too small to get the **best making**, and, by keeping up the highest standard of material, baking and handling, we got and kept the *biggest sale*.

A. EXTON & CO.
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.



YOUR STOCK 25 YEARS AGO

Look over your stock. How very many articles do you find in packages that twenty-five years ago were sold only in bulk.

Can you deny that the coming of the package has meant less work for you?

Or that the selling of **Franklin Carton Sugar** instead of sugar from barrels, would mean still less work for you? If it was only a question of labor **Franklin Carton Sugar** would have the best of it as against the barrels. But it has another and a mightier reason—it prevents that generous but expensive tendency on the grocer's part to give good measure. **There can be no overweight in the sale of Franklin Carton Sugar.**

Less work and more profit—that is the slogan of **Franklin Carton Sugar.**

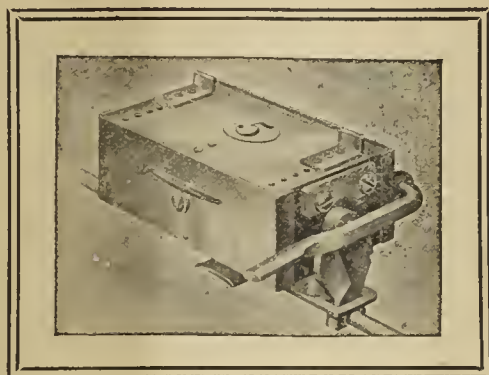
Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

Libby's, small family, 6 doz.....	2.70
Libby's, family, 4 doz.....	3.20
Peerless, hotel size, 2 doz.....	3.55
Peerless, family size, 4 doz.....	3.00
Peerless, 5 cent size, 4 doz.....	1.65
St. Charles, family size, 4 doz.....	3.75
St. Charles, hotel size, 2 doz.....	3.80
Silver Cow, 5-cent size.....	6 doz. 2.50
Pet, 10-cent size, 4 doz.....	per case 3.00
Pet, 5-cent size, 6 doz.....	per case 2.55
Van Camp's, 6 doz., small.....	2.65
Van Camp's, 4 doz., family.....	3.00
Van Camp's, 4 doz., large.....	3.70

LAMSON ELECTRIC CABLE CASH CARRIERS

GIVE PROTECTION, QUICK SERVICE AND ECONOMY



Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Bldg.

Boston Office
161 Devonshire Street

District Offices in all Principal Cities

A Chance for the Wise Dealer



Just now, when the whole country is aroused on the subject of food purity in general, we are spending big money in full-page magazine advertising to tell about the purity of

Towle's Log Cabin Cane and Maple Syrup

in particular. Take advantage of this and you will have a better maple syrup business than you ever had before. **Towle's Log Cabin Cane and Maple Syrup** is guaranteed to comply with all food laws. Its uniform quality and fine maple flavor make it sell better than any other brand. We know it will make good with you if you try it because it will make good with **all your customers**.

Trade supplied by

GITHENS, REXSAMER & CO.
PHILADELPHIA



Catch the Sharp Appetites

Your customers will come home from their vacations with freshly sharpened appetites—more than ever receptive to good food and drink.

Give them **Hotel Astor Coffee** now and it will meet with an instant response. **Hotel Astor** succeeds always, but more quickly than ever just now when appetites aren't jaded.

The finest blend of the finest Coffees, packed handsomely and backed with a record of perfect success in the most exclusive hotels of New York City.

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

-13-

HIRES CONDENSED MILK



Silver.....	4.15
Queen.....	4.00
Premium.....	3.85
Blue Ribbon..	3.85
Gold, tall.....	3.75
Gold, family...	3.15

COCOANUT.

Franklin Baker Co's—



Per case

Brazil, 70 5-cent packages.....	2.50
" 35 10-cent ".....	2.50
" 38 5-cent and 16 10-cent packages....	2.50
" 18 20 cent packages.....	2.50
" Shred, in pails, 20 lbs.....	.10
" " in boxes, 25 lbs.....	.09 3/4
" " in barrels, 135 lbs.....	.09
Table Talk, Thread, in pails, 20 lbs.....	.10
" " in boxes, 25 lbs.....	.09 3/4
" " in barrels, 135 lbs.....	.09
Premium, 60 1/2-lb. packages, 15 lbs. to case	.23
" 30 1/2-lb. " 15 " " "	.22
" 30 1/2-lb. and 15 1/2-lb. packages,	.22 1/2
15 lbs. to case.....	.22 1/2
Dunham's, 1/8s and 1/4s, 15 lbs.....	.27
" 1/8s and 1/4s ".....	.26 1/2
" 1/2-lb. packages, 5 and 15 lbs.....	.28
" 1/8s, 5-lb. cartons.....	.28

COCOANUTS.

Franklin Baker Co's—

Per bag

Porto Rico, Jumbo, 80s.....	4.00
San Blas, 100s.....	3.50

CRACKERS AND CAKES.

A. Exton & Co.—	Bbls.	Bxs.
Butter Crackers.....	.08	.08 1/2
Oyster ".....	.08	.08 1/2
Wine Scroll.....	.10	.10 1/2
Cracker Dust.....	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son—	Bbls.	Bxs.
Assorted Jumbles.....	.07 1/2	.08
Brown Edge Water.....	.10	.10
Butter Thin.....	.12	.12
Clover Mixed.....	.08	.08
Cocoa Nut Ripple.....	.10	.10
Cookie Mixed.....	.08 1/2	.09
Butter Toast.....	.08	.08
Flg Bars.....	.07 1/2	.08
Frosted Spiced Wafer.....	.09	.09
Fruit Cookies.....	.08 1/2	.09
Fruit Gem.....	.08	.08
Graham Wafer.....	.10	.10
Grandma Cookies.....	.08 1/2	.09
Honey Jumbles, XX.....	.09 1/2	.10
Iced Charter Oak.....	.08	.08
Iced Ginger Tablet.....	.08	.08
Iced Honey Jumbles.....	.09 1/2	.10
Iced Penn Treaty.....	.07	.07 1/2
Iced Vedette Wafer.....	.07 1/2	.08
Lemon Bar.....	.08 1/2	.09
Man-in-the-Moon.....	.08	.08
Milk Lunch.....	.07	.07 1/2
Orange Cookies.....	.07 1/2	.08
Quaker City Mixed.....	.07 1/2	.08
Salted Strips.....	.08 1/2	.09
Saltnes.....	.12	.12
Soda Biscuit XX.....	.06	.06 1/2
Soda Biscuit XXX.....	.06 1/2	.07
Spiced Wafers.....	.07 1/2	.08
Sunshine Cookies.....	.07 1/2	.08
Water Crackers Star.....	.06 1/2	.07
Package goods—		Per doz.
Animals.....		.50
Butter Thin.....		1.00
Gingerettes.....		1.00
Gold Medal Soda (small).....		.50
" (large).....		.90
Graham Wafers.....		1.00
Ivynettes.....		.50
Milk Lunch.....		1.00
Our Ginger Snaps.....		.50
Pink Tea.....		1.00
Sugar Snaps.....		.50
Saltona Biscuit.....		1.00
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

-14-

DELIKATESSEN.

Wein Senf, Prepared Mustard.

Stone Pots, small size, 2 doz in case, per doz.	1.15
" " with Horse radish, p.dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
" " with Horse-radish, p.dz.	1.75
Wein Senf, in bbls.....	per gal.
" 1 gallon stone jars.....	per jar .75
" 5 gallon kegs.....	per keg 2.50
Prepared Mustard, in bbls.....	per gal.
" " in 15 gallon kegs...	" "
" " in 10 " " " "	" "
" " in 5 " " " "	25-.40
" " in 2 gallon pails.....	per pail .75
" " in 1 " " " "	.40
Prepared Special, with spoon, 2 doz. in case,	per doz.....
" Sifting top, 2 doz. in case...	per doz. .95
" with Horse-radish, 2 doz. in case,	per doz. .46
" per doz.....	.95

Imported and American Fancy Cheese.

Emmenthaler Swiss Cheese, Selected tub.....	.25

Imported and American Meats and Sausages.

Westphalia Ham (marked weight).....	per lb. .45
Wiener Wurstel, 16 in tin.....	per doz. 4.75
" " " " " " " " " " " "	3.75
Carlsbad Speck (Imported Bacon).....	.32
Imported Cervelat Sausage (Rolf's).....	per lb. .45
Imported Frankfurters.....	per doz. 3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....	per doz. 3.00
American Holsteiner.....by bbl. 12; less, per lb.	.14
" Landjager, short.....	.24
" " long.....	" "
" Mortadella, Dry.....	.25
" Knackwurst, 25 in box, per box,	2.40
" 24.75.....	per doz. 2.40
" Cervelat (E), 50 and 100-lb. boxes,	.23
" 21 1/2; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-	.21
lb. boxes, .20; less.....	.21
" Cervelat, Crescent, 50 and 100-lb.	.18
boxes, .17; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb.	.16
boxes, 14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb.	.25
boxes, 23 1/2; less.....	.25
" Salami (E), 50 and 100-lb. boxes,	.22
" .20; less.....	.22
" Salami, Blue Ribbon, 50 and 100-lb.	.20
boxes, 18 1/2; less.....	.20
" Salami, G. A. P., 50 and 100-lb.	.18
boxes, 16 1/2; less.....	.18
" Tongue Sausage.....	per lb. .18
" Smoked Braunschweiger Liver Sau-	.15
sage.....	per lb. .28
" Lachs Ham.....	per doz. 1.00
" Petit Delicatess Frankfurters, plain,	per doz. 1.00
" " " " " " " " " " " "	1.00
" Petit Delicatess Frankfurters, with	per doz. 1.00
" Sauer Kraut.....	per lb. .15
" Lebanon Beef Bologna.....	per lb. .18
" Paprika Speck.....	.16
Mettwurst, half-round.....	per lb. .15
Liver Sausage (Special), truffle, goose, or sar-	per lb. .18
dellen.....	.18
Smoked Thuringer Blutwurst.....	.18
" Pfefferwurst.....	.18

-15-

Pickled Meats.

Lamb Tongues (Derby Brand), pint glass jars.	4.75
" " quart glass jars.	5.75
" " 10-oz. jars.....	2.50
Calves' Head, in round tins.....	per doz. 1.65
Pickled Meats, in glass.....	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	
Beef Salad, in glass.....	1.00
" " pints.....	" "
" " quarts.....	" "
Lamb Tongues, in glass.....	1.60

Holland and Scotland Herrings.

Holland—	Kegs or Pails.
Mixed, "Y. M.," 1/2 bbl.....	5.50 .60-.75
Milkers, "Y. M.," 1/2 bbl.....	6.50 .75-.85
Mixed, standard, bbl.....	5.50-6.50
Milkers, standard, bbl.....	5.50-6.50
Scotland—	
Mixed, large, fulls, bbl.....	8.00
" " 1/2 bbl.....	8.00
Milkers, " " 1/2 bbl.....	8.00
Marinerte Herring, imported, about 40 in pail.	1.25
Roll Herring, imported, about 25 in pail.....	1.00
Spiced Herring, imported, about 40 in pail.....	1.00
Norway Stockfish, dry.....	per lb. .15
Matjes Herring.....	per pail

Bismarck Herring.

Round tins, with key, pint.....	Per tin. .20
" " quart.....	.35
" " 2 quart.....	.55
" " 4 quart.....	1.10

Smoked Delicatessen Fish, in Season.

Roll Mops, 4 quart tin.....	1.10
" " 2 quart tin.....	.60
" " quart tin.....	.50
Brat-Haring, 4 quart tin.....	1.10
" " 2 quart tin.....	.60
" " quart tin.....	.40
English Sprats, 36 bunches.....	per box 2.50
Kruger's Roll- and Brat-Haring, oval tins,	per doz. 2.50

Russian Sardines.

Imported fish, Wallkoff brand.....	per keg .75
" 5-lb. pails.....	per pail .55
" 10-lb. pails.....	1.05
Cut Spiced Sardines, 10-lb. pail.....	.75
" 5-gal. keg.....	per keg 2.75
Russian Sardines, in glass jars.....	per doz. 2.25

Norway Anchovies.

Original package.....	per 1/2 bbl. 5.50
Repacked in 5-lb. pails.....	per pail .60
" 10-lb. pails.....	1.10
" 5-gal. kegs.....	per keg 2.75
" 1/2 lb. flat tins.....	per doz. .95
" 1/2-lb. tall tins.....	1.50
" 1-lb. tall tins.....	2.00
Fancy kegs, keg.....	.80
" 1/2 keg.....	.42
" 1/4 keg.....	.32
" 1/8 keg.....	.20

Salt Sardellen.

Original packages, 1902.....	per anker 16.00
Repacked, kegs, about 8 lbs.....	per keg 3.25
" " " " " " " " " " " "	per doz. 6.00
" " " " " " " " " " " "	2.25
" " " " " " " " " " " "	1.25

Russian Caviar.

1-lb. tins.....	Per doz. 19.50
1/2-lb. tins.....	10.50
1/4-lb. tins.....	5.50
1/8-lb. tins.....	2.75

German Dill Pickles—Regular Size.

60-gal. casks, about 2000.....	per cask 6.50
50-gal. bbls., about 1200.....	per bbl. 2.40
15-gal. keg, about 500.....	per keg 1.00
10-gal. keg, about 300.....	" "
5-gal. keg, about 150.....	" "
10-lb. pail, about 50.....	per pail 1.25

Domestic Sourkruit—Long Cut.

60-gal. casks.....	per cask 6.50
48-gal. bbls.....	per bbl. 2.40
10-gal. kegs.....	per keg 1.25
5-gal. kegs.....	" "
10-lb. pails.....	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....	per lb. .18
Spitzkugeln.....	.25

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.....	per bundle .30
Basler Lebkuchen, No. 1, 6 " " " "	.50
" No. 2, 6 " " " "	.75
" No. 3, 6 " " " "	1.00
Amandines, 9-lb. tins.....	per tin 5.25
" small tins.....	.55

-16-

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg.....	2.50
" " " " " " " " " " " "	10-gal. keg..... 4.50

Sundries.

German Egg Potatoes, original bags, 110 lbs.,	per bag 2.75
Green Kern.....	per lb. .10
Potato Flour.....	" "
German Dried Pears.....	" "
Dried Mushrooms.....	" 60-1.00
Juniper Berries.....	" "
St. John's Bread.....	" "
Bay Leaves.....	" .06-1.00

COTTOLENE.

30 2-lb. tins.....	per case 6.50
15 4 lb. tins.....	6.50
6 10-lb. tins.....	6.50
Freight prepaid on two-case lots.	

EGGS.

Nearby, candled and selected, 30-doz. crates..	per doz. .30
Western.....	30-1.30

CHEESE.

New York, full cream, new, fancy, 40-lb. bxs.	per case 1.10
" " " " " " " " " " " "	1st's, 40-lb. boxes 1.10
Picnic, full cream, new, fancy, 20-lb. boxes....	1.10

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans.....	per lb.	.20
Anchovies, in oil, 3/4 bottles.....		4.50
" " 1/2 bottles.....		3.25
Anchovy Paste, fancy.....	per doz.	4.75
" " plain.....	"	3.75
Bouillon, Burnham, pints, 2 doz.....		2.00
" 1/2 pints, 2 doz.....		2.00
Capers, Nonpareil, 1/2 gal. kegs.....		1.50
" " quart, glass.....	per doz.	8.25
" " bottled, 3/4 size.....	"	2.40
" " " 1/2 size.....	"	2.00
" " " 1/4 size.....	"	1.20
Canton Ginger, large pots, 6-jar cases.....	per case	4.60
" " medium, 12-jar cases.....	"	5.00
" " small, 24 jar cases.....	"	4.75
Cherries in Maraschino, glass, 1 doz. case.....		7.00
Clam Chowder, Burnham, 1 lb., 4 doz.....	doz.	.90
" " 3 lb., 2 doz.....		2.20
Currie Powder, pints.....	per doz.	3.50
" " 4 oz.....	"	2.20
" " 2 oz.....	"	1.50
French Peas, extra fins.....	per case	16.00
" " fins.....	"	14.00
" " Moyer's.....	"	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case.....		12.00
Huntley & Palmer's Petit Beurre Biscuit.....	lb.	.19
" " Dinner Biscuit.....	"	.31
" " Breakfast Biscuit.....	"	.34
" " Packed 7 lbs. and 5 lbs. in a can.		
Red Pepper, ring, pints.....	per doz.	1.25
" " 1/2 pints.....	"	.60
Salt, stone jars, 4 doz.....		1.75
Extract of Beef, Morris', 4 oz.....	per doz.	6.50
" " " " 2 oz.....	"	3.55
" " " " Anker's, 120 vials.....	"	4.00
" " " " 4 oz.....	per doz.	4.00
" " " " 8 oz.....	"	7.25
" " " " 16 oz.....	"	13.50
Theodore Marquet Mushrooms—		
First choice.....		26.00
Choice, 100 tins.....	per case	22.00
Extra, 100 tins.....		28.00
Hotel, 100 tins.....	"	19.00
Truffles, 100 tins.....	per tin	.30
" " 75 " " " " " " " " " "	"	.55
" " 50 " " " " " " " " " "	"	1.15
" " 25 " " " " " " " " " "	"	2.25
Shrimps, pickled, small size.....		1.15
" " Dunbar's, 2 doz.....	per doz.	2.85
Figs in Cordial, Dunbar's, 1 doz.....	"	5.00
" " Bishop's, 1 doz.....	"	6.50
Crystallized Ginger, 1-lb. tins.....	"	4.00
" " 1/2-lb. tins.....	"	2.85
Lime Juice, Rose's.....	"	3.60
Victor Rose Water.....	"	2.25
" " Peach Water.....	"	2.25
Pitted Olives.....	"	5.25
Armour's Solid Extract of Beef—	Per doz.	
Size 4 jars, 1 dozen in case.....		4.45
" " 4 " " " " " " " " " "		8.90
" " 8 " " " " " " " " " "		15.90
" " 16 " 1/2 " " " " " " " "		39.75
Armour's Fluid Beef Extract—		
Size 4 bottles, 1 dozen in case.....		4.45
" " 8 " " " " " " " " " "		8.20
" " 16 " 1/2 " " " " " " " "		16.00
Armour's Beef Extract and Vegetable Tablets—		
1 dozen small boxes, 12 tablets each.....		8.25
" " " medium " 36 " " " " " "		6.00
" " " large " 72 " " " " " "		10.00
Armour's French Bouillon—		
Size 4 bottles, 1 dozen in case.....		4.00
" " 16 " " " " " " " " " "		14.00
Armour's Asparox—		
Size 4 bottles, 1 dozen in case.....		2.50
" " 12 " " " " " " " " " "		7.50
" " 5 " " " " " " " " " "	per bottle	3.50
" " 2 fancy jugs.....	per jug	1.50
Armour Tomato Bouillon—		
Size 4 bottles, 1 dozen in case.....		2.50
" " 12 " " " " " " " " " "		7.50
" " 5 " " " " " " " " " "	per bottle	3.50
" " 2 fancy jugs.....	per jug	1.50

HERE IS YOUR QUESTION ANSWERED

Why put in Croft's Swiss Milk Cocoa when you are selling five brands now? Well, because it is different from the rest, for one reason. It is the only cocoa packed in glass. It stands alone, and you know how novelty helps a thing to sell. The grocer who infuses a little novelty into his business is the grocer who succeeds.

Another thing, Croft's Swiss Milk Cocoa is better than the rest. That isn't a bluff, honestly. We take out of our cocoa, in the making, a substance which other manufacturers allow in, greatly to the injury of the flavor of their goods.

Now do you know why you should sell it?

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes



CROFT & ALLEN CO. Philadelphia PENNSYLVANIA

WASHBURN-CROSBY CO'S

Gold Medal Flour



Now Sold by Philadelphia Jobbers

IN

FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

Positively
The Best
Wagon
Ever Built
For the
Grocery
Trade

Strong,
Easy-
Running,
Finest
Steel Tires,
Wheels
Second-
Growth
Hickory



This wagon is exceedingly handsome and almost everlasting. There are more "J. M." wagons in use in Philadelphia than all other makes combined. We have a number of them ready for your name and colors.

Tell us your ideas of a wagon, we will send you a catalogue in which you will find something very much like it. If it isn't there, we will build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PA.

We Are Not Satisfied

with being able to make the best Macaroni, Spaghetti, Noodles and Pastels, but we go one better and make the best proposition to the grocer.

Besides giving you goods that you can confidently recommend—

Besides giving you a good profit on them—

Every case brings you Universal Coupons which you can exchange for almost anything you would otherwise spend cash for.

The

Freihofer

Vienna Baking Company

Philadelphia, Penna.

-17-

FLOUR.

	Per bbl.
King Midas	6.80
Gold Medal	6.55
Millbourne	6.55
On Top	6.60
Ceresota	6.60
Pillsbury's Best	6.50
Taylor's Fancy	5.65
Semper Idem	5.00
Pride of the West	5.40
Sunbeam	5.25
Quaker City	6.00

Self-Raising Flour.

Franklin, 30 packages	3.75
Hecker's Superlative, 32 packages	5.12

Pancake Flour.

Aunt Jemima, 36 packages	2.85
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	2.85
Franklin Mills, 30 2s	3.55

Buckwheat Flour.

Hecker's, 64 packages	4.50
" 32 packages	4.50
Fancy, 100-lb. sacks	per 100 lbs. 3.20

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.15
Yellow, granulated, 100 lbs.	2.15
" table, 100 lbs.	2.10
Western, yellow, granulated, 100 lbs.	1.90
Quaker, Best, 1 and 3 doz.	
Farina—	
Hecker's, 24 1s.	per case 1.50
Schumacker's, 24 packages	" 1.15
Beans—	Per bushel.
California Lima, about 80 lbs.	per lb. .05 1/4
Marrows, fancy, N. Y. State, grain bags	2.50
Choice, grain bags	2.40
Medium, grain bags	2.37 1/2
Pea, fancy, grain bags	2.47 1/2
Red Kidneys	2.50

Peas—	
Green	2.15
Scotch	2.35
Split, yellow	2.10
" green	3.30
Lentils—	Per lb.
000000, 110-lb. bags	.03 1/2
Less quantity	.04 1/2
Shaker Corn—	
Fancy, barrels	.05 1/2
Less quantity	.05 3/4
Hominy—	
Lea's Breakfast, 10 packages	per case 1.60
" Pearl, 100 lbs.	per bag 2.35
Schumacher's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100-lb. bags	1.85
" Grits, 100-lb. bags	1.85

Barley—	
OO	4.50
No. 3, 100 lb. bags	2.40
Noodles—	Per case.
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c	1.55
" 10-c	1.55
Royal Crown, 4 doz. 5c.	1.40
Royal Crown, 2 doz. 10c.	1.10
Oatmeal—	
B, Victor, 200 lbs.	per bbl. 6.55
B, 100-lb. kegs	per keg 3.50
Oaten Goods—	Per case.
Avena, 18 packages	1.43
Banner Oats, 20 packages	4.30
Mother's, 18 packages	1.62 1/2
" 10 packages, large	1.10
Quaker, 18 small size	1.45
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	per bbl. 6.00
" 90 lbs.	per keg 3.15
Standard, 180 lb. bbls.	5.65
" 90-lb. bags, fresh	2.65

Sago—	
Fine, bags about 160 lbs.	.03 3/8
Less quantity	.04
Admiral, pearl, 24s.	.07 1/4
Tapioca—	
Instantaneous, 50 1s.	.07 3/8
Colburn's Hasty, 36 packages	.07 1/4
Minute, 1/4 gross	per box 2.75
Flake, about 125 lbs.	per lb. .04 1/2
" less quantity	.04 3/4
Pearl, 150 lbs.	.03 3/8
" less quantity	.03 3/4

CEREAL SPECIALTIES.

Ralston's Breakfast Food, 36 2s.	per case 4.10
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70
Mapl Flake, 36 packages	3.65
Post Toasties, 36 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Wheatlet, 30 packages	3.60
Wheatena, 36 packages	4.25
Grape Nuts, 24 packages	2.70
Pettijohn's Food, 18 packages	1.70
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.85
Triscuit, 30 packages	2.50
Vitos, 36 2-lb. packages	4.25
Kellogg's Toasted Corn Flakes 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.25
H-O Company—	Per case
Force, 20s	2.00
Korn-Kinks, 36s	1.45
Presto, small, 18s	1.60

-18-

Presto, large, 10s.	2.25
Flour, self-raising, small, 18s	1.60
Flour, self-raising, large, 12s	2.10
Buckwheat, small, 18s.	1.70
Buckwheat, large, 12s.	1.70
Pancake, 18s	1.60
H-O (steam co. ked oatmeal), 12s.	1.55
Pawnee Oats, regular size, 18s.	1.50
Pawnee Oats, family size, 10s, without chinaware	1.95
Pawnee Oats, family size, 10s, with bowls	2.25
Pawnee Oats, family size, 10s, with assorted chinaware	2.30
Hominy, 18 2s.	1.15
Hominy, 10 5s.	1.50
Cornmeal, 18 2s.	1.15
Cornmeal, 10 5s.	1.50
Cornstarch, 18 1s.	1.00
Tapioca, 18 1s.	1.40
Farina, 18 1s.	1.10

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox's Sparkling	1.12 1/2
" Acidulated	1.12 1/2
Cox's, large	1.57 1/2
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87 1/2
Jell-O, assorted flavors, 2 doz.	.97 1/2
Jell-O Ice Cream Powder, 2 doz.	.87 1/2
Jellycon, 1 doz.	.87 1/2
" assorted flavors, 3 1/2 doz.	.87 1/2
Chalmer's, shredded	.92 1/2
" granulated	.92 1/2
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Gelatine, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages,	per case 2.70
Pudding, assorted, 2 doz.	1.60
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 pkgs.	.05 3/4
" Elbows, square, 25 pkgs.	.05 3/4
" Macaroni, long, 25 pkgs.	.05 3/4
" Spaghettini, long, 25 pkgs.	.05 3/4
" Vermicelli, square, 25 pkgs.	.05 3/4
" Macaroni, bulk, 25 pkgs.	.05 1/4

FIXTURES.

H. F. Heacock—	
Scales, No. 1, Tin Scoop, 10.00	Brass 14.00
Scales, No. 2, Tin Scoop, 7.00	Brass 9.00
Scales, No. 3, Tin Scoop, 6.00	Brass 7.00
Scales, No. 4, Tin Scoop, 5.00	Brass 6.00
Less 30 per cent. discount.	
600-lb. Platform Scale	12.00
Tea Caddies, Red, No. 52	14.00
Tea Caddies, Red, No. 53	10.00
Tea Caddies, Red, No. 54	8.00
Tea Caddies, Red, No. 55	5.00
Scoops, Galvanized, Flour	.30
Scoops, Galvanized, Sugar	.25
Scoops, Galvanized, Starch	.15
Tobacco Cutters	1.25
Alarm Money Drawers	1.50
Bag and Twine Holders	.75
Barrel Covers, 21 in.	3.50
Barrel Covers, 19 in.	3.00
Cheese Cutters	15.00
Bung Bore, No. 2, 1 1/2 to 2 in.	1.50
Coffee Mills, No. 7	10.00
Coffee Mills, No. 9	16.00
Coffee Mills, No. 18	45.00
Less 25 per cent. discount.	

Counters.

No.	Length.	No. of Drawers	Each.
6 1/2	3 feet, 8 inches	9	15.00
8 1/2	4 feet, 10 inches	12	20.00
10 1/2	6 feet	15	25.00
12 1/2	7 feet, 3 inches	18	28.00
14 1/2	8 feet, 6 inches	21	31.00
16 1/2	9 feet, 8 inches	24	35.00
18 1/2	10 feet, 10 inches	27	40.00
20 1/2	12 feet	30	45.00
Capacity of Drawers, 40 to 60 lbs. each.			

Scoops.

No.	Length.	No. of Drawers	Each.
Indestructible, No. 4			per doz. 9.00
" No. 5			" 12.00
" No. 6			" 15.00
Ex. Galvanized Steel Blades, No. 3			per doz. 4.20
" " No. 4			" 5.40
" " No. 5			" 7.20
X Quality, No. 3			" 2.60
" No. 4			" 3.00
" No. 5			" 3.40

SMOKED FISH, CODFISH AND MACKEREL.

	Per doz.
Beardsley—	
Dime cartons, 2 doz. in case	p r doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

-19-

Thredded Fish.

Thistle, 24 packages	per doz. .65
Swansdown, 2 doz.	"
Osprey 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10 1/2
cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1...170-190	42.00	21.60	10.95	2.35	
Ex. Norway, No. 2...270-290					
Ex. Norway, No. 3...325-375	20.00	10.60	5.50	1.25	
Ex. Norway, No. 4...410-460	16.00	8.60	4.50	1.05	
Ex. Bloaters, XXX...90-95	40.00	20.60	10.45	2.25	
Ex. Bloaters, XX...100-110	38.00	19.60	10.00	2.15	
Ex. Shore, No. 1...130-150	35.00	18.10	9.25	2.00	
Shore, No. 1	30.00	15.60	8.00	1.75	
Large Shore...110-130					
Extra Irish, No. 2...350-380	15.50	8.35	4.50	1.03	
Medium Irish, No. 2...400-450	14.50	7.85	4.13	.97	
Small Irish, No. 2...475-525	14.00	7.60	3.90	.95	
New Medium Shore...160-180	13.50	7.35	3.77	.93	
New Large Shore...110-130					
Large, No. 2...210-220					
Cape Shore...160-180	16.00	8.60	4.50	1.05	

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1	8.00				
Lab. Split, Lg. No. 2					
Shore, Round, Large					
Shore, Round, Med	6.00				
Ocean Whitefish	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new	13.00	7.10	3.75	.88	.74
Shad, No. 2, Mess, new	11.00	6.10	3.25	.78	.68
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middies, 60 lbs.	.12
Swift & Co., Talisman brand Codfish—	Per lb.
12 3s, wood boxes	.15 1/2
12 2s	.15 1/2
24 1s	.16
10-lb. boxes	.15
5-lb.	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 " "	1.65
Strips, 40 size, boxes	.10
" 20	.10 1/4
Middles, 40 size, boxes	.12
" 20	.12 1/4

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08 1/2

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Small Tumblers, 2 doz. in case	.90
Large Jars, sealed, 2 doz. in case	1.50

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04 1/2
In original cases, 450 lbs., 1/4 c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	.27
Cromarty Bloaters, 50s.	per box 2.20
Swift & Co.—	Per case.
Talisman brand Boneless Herring, in glass,	
15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass,	
10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

FRESH FISH.

	Per lb.
Halibut	.15
Salmon	.15
Sheephead	.15
Red Snapper	.12
Codfish	.10
Large Hake	.09
Haddock	.09
Black Bass	.12
Sea Bass	.07
Butter Fish	.08
White Fish	.07
Cisco	.06
Blue Pike	.07
Flounder	.07
Nova Scotia Herring	.05
Smelts	.12
Perch	.15
Cat Fish	.12
Whittings	.04

-20-

OYSTERS.

Prime	per bbl. 5.00	- 6.00
Culls	" 3.50	- 4.50
Prime	per M. 8.50	- 10.00
Culls	" 4.00	- 5.00
Medium, selects, opened	per gal. 1.40	-
Extra, selects	" 1.80	- 2.00

CLAMS.

Clams	per M. 6.00	- 9.00
Necks	" 5.00	-

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—					
Extra choice, ring cut, 50 lbs.....				5 and 10-lb. lots.....	.06
Fancy N. Y. State, 25 lbs.....					.09
Fancy N. Y. State, 48 1-lb.....					.08
Choice N. Y. State, 50-lb. boxes.....					.07
Apricots—					
Extra Choice Royals, 25 lbs., new.....					.10
Choice Royals, 25 lbs., new.....					.09
Oak Brand, fancy.....					.12
Cherries—					
California, unpitted, 25 lbs.....					.11
Pennsylvania, pitted, red and black, 25 lbs..					.16
Currants—					
Gold Medal, recleaned, 36 1 s.....					.07
Gold Medal, loose, 25 lbs.....					.07
Private Growth, extra, cleaned, 36 lbs.....					.07

VALUE OF MAGAZINE Advertising



Magazine advertising makes people familiar with the name and quality of Swift's Premium Ham and persuades them to try it.

When they see a display, a show card or sign in your store the advertisement is recalled. The result is a sale.

Therefore it will pay you to display Swift's Premium Ham constantly. Keep a sign in plain sight all the time.

**"WE SELL
SWIFT'S PREMIUM HAMS"**

The increase in sales will be large and steady for Swift's Premium Ham holds trade by its uniform quality.

Swift & Company, U. S. A.

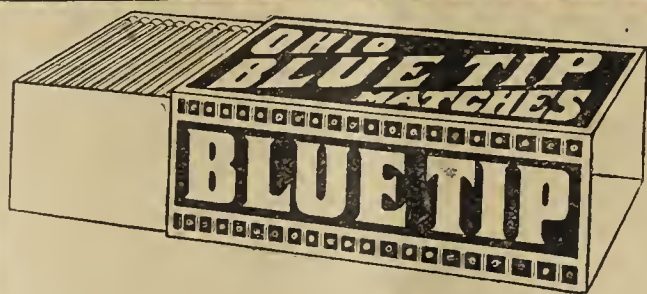
**\$3.00
FROM
\$1.50**

James T. Shinn's **Liquid Rennet** has been on the market so long that it seems hardly necessary to speak of its quality; most people know it as the finest, cleanest rennet made.

Not all grocers know that they can double their money on this specialty, however—an unusual chance with an article so high-grade.

Costs \$1.50 per dozen, brings back \$3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.



Try This
for
a Week

Has it ever occurred to you that you can make 81 per cent. on **OHIO BLUE TIP SAFETY MATCHES?**

Can you do that on any other match?

Just try for one week and see how many people you can sell these matches to. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street



"GET SOME"

**How
to Sell
More
Beans!**

VAN CAMP'S, of course

¶ If you sold a customer enough **Van Camp's Beans** for the rest of her life you **KNOW** she would always be satisfied. You **KNOW** **Van Camp's Beans**—so does *she*.

¶ There is *no more experiment* about them than there is about sugar or flour. Then why not offer a small discount on half-dozen and dozen lots and get her to *lay in a month's supply?*

¶ NOTE:—This plan is already proving a success.

The Van Camp Packing Co.
INDIANAPOLIS, INDIANA

Get People In Your Store

There is no surer way of doing it than to have a handsome display of the right kind of fruit.

You can make this end of your business more profitable than any other department if you get the right goods at the right prices, and you can do both at

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia



**Sell It
Under
Money
Back
Plan**

We who make **Nicelle Olive Oil** have such an abounding confidence in its magnificent quality that we will refund the money to any purchaser who doesn't find **Nicelle** superior to any brand they have ever used.

Can confidence go further?

Nicelle is the very perfection of olive oil. It is the highest producible type of edible oil.

NICELLE OLIVE OIL CO.
105-109 HUDSON ST., NEW YORK



**PURE
Georges Codfish**

¶ If you are seeking, as most grocers are, for bulk cod that you know is real and pure, take **Talisman Georges Codfish**.

¶ Heavy, thick, clean, salt-cured, white codfish—the best cod that swims.

¶ Usually packed in three-pound boxes, sometimes in two pounds, occasionally for special trade in ten pounds and very rarely in one pound. First neatly trimmed, square cut and handsomely faced up, then carefully wrapped in heavy waxed paper.

SWIFT & COMPANY

—21—

Choice, 300 size.....	3.50	
" 360 ".....	3.50	
Fancy Florida Oranges—	Per box	
Fancy Brights, 96 to box.....	2.25	
" 126 ".....	2.00	
" 150-176 to box.....	2.35	
" 200-216 ".....	2.35	
" 250-288 ".....	2.35	
Golden Russetts, 96 to box.....		
" 126 ".....	1.85	to 2.50
" 150-176 to box.....	2.15	to 2.25
" 200-216 ".....	2.15	to 2.25
" 250-288 ".....	2.25	to 2.30
Fancy Almeria Grapes—		
Extra Fancy, barrels, weight 65-66	5.50	to 6.00
" 1/2 barrels, weight 38		3.00
Fancy, barrels, weight 64-66.....	5.00	
Extra Choice, barrels, weight 63..	4.50	
Choice, barrels, weight 63.....	4.00	
Fancy Florida Grapefruit—	Per box	
Fancy Bright, 36 to box.....	3.00	
" 46 ".....	3.50	
" 54-64 to box.....	3.75	
" 80-96 ".....	3.50	
Golden Russetts, 36 to box.....	2.25	
" 46 ".....	2.75	
" 54-64 to box.....	3.00	
" 80-96 ".....	2.75	
New Jersey Sweet Potatoes—	Per barrel	
Fancy Primes.....	3.50	
Choice Primes.....	3.00	
Large Medium.....	2.50	to 2.75
Choice Medium.....	2.25	

CEREAL COFFEE.

Postum Cereal—	Per doz.	
15-cent size, 2 doz.....	1.35	
25- " 1 ".....	2.25	
15- and 25-cent size, assorted.....	2.50	
Ralston Health Cereal, 36 packages.....	3.50	

HORSE RADISH.

Tumblers, 10-c. size, 2 doz.....	per doz.	.70
Tumblers, 5-c. size, 2 doz.....	"	.45
Tumblers, 10-c., Lord's Prayer, 2 doz.	"	.80
Tumblers, imit. cut glass, 10-c., 2 doz.	"	.85

INK.

Arnold's, black, 32.....	per bottle	.48
Continental, red, 1 doz.....	"	.30
" black, 3 doz.....	"	.25
Royal, black, 3 doz.....	"	.25
Superior, black, 3 doz.....	"	.23
Stafford, Commercial, 32.....	per bottle	.58

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz.	
Macbeth Pearl Top.....	No. o. No. 1. No. 2.	
Acme, Victor Top.....	3.90 4.10 4.80	
Pure Flint, Lustre Top.....	3.60 4.20 4.80	
Crystal, Crimp Top.....	3.00 3.60 4.20	
No. o. Tubular Lantern Globes.....	2.10 2.70 3.30	
Cold Blast.....	5 doz. 3.25	
Jumbo Chimneys, plain.....	No. 1. No. 2.	
" dec., 107.....	.75 .85	
Banner Burners.....	No. o. No. 1. No. 2.	
" No charge for packages.....	.45 .55 .75	
Oil Cans—	Per doz.	
1-gal., glass.....	2.25	
1-gal., galvanized, Pearl.....	1.90	
5-gal., Lemnox, spout.....	6.00	
5-gal., " spigot.....	6.50	
5-gal., Columbia.....	7.00	
5 gal., Banner.....	8.00	
5-gal., Climax, pump.....	10.00	
5-gal., Home Rule, pump.....	12.00	
Lanterns—		
No. o. Standard.....	4.75	
No. o. Dash.....	7.80	
Cold Blast.....	8.00	

LIME.

Prepared, 2 doz. in case.....	per doz.	.52 1/2
Chloride, Acme, sifting, 25-lb. boxes, 1 lb.....	"	.05 1/2
" 25-lb. boxes, 1/2 lb.....	"	.06 1/2

LYE AND POTASH.

Banner, 4 doz.....	Per case.	3.15
Babbitt's Potash, 4 doz.....	"	3.25
Lewis.....	"	1.87 1/2
Red Seal, 2 doz.....	"	3.65
Popular, 4 doz.....	"	1.37 1/2

MATCHES.

Ohio Blue Tips—	Per case.	
1000, 1 gross.....	1.00	
2000, 1 gross.....	1.70	
5000, 100 packages.....	3.25	
5000, 1 gross.....	4.50	
Ohio Noiseless—		
5000, 1 gross.....	3.75	
Parlor, 5000, 1 gross.....	4.25	
Swift & Courtney's—		
2000, 1 gross.....	1.75-1.90	
4000, 1 gross.....	3.50-3.70	
5000, 1 gross.....	3.75-4.00	

—22—

Blue Hen—		
2000, 1 gross.....	1.50-1.60	
5000, 1 gross.....	4.00-4.25	
Vulcan Parlor—	Per gross.	
1000, 5 gross.....	.90	
5000.....	4.20	
Vulcan Safety—		
650, No. 2.....	.50	
Columbia Safety—		
No. 2, 5 gross.....	.55	
No. 37, 5 gross.....	.50	
1000, 5 gross.....	.90	
No. 15, 1 gross.....	1.20	
No. 32, 5 gross.....	.55	
Safety.....	.45	
Mazepa, parlors, 5000.....	3.50-3.75	
Searchlight, 5000.....	4.25-4.50	
Press, 2000.....	1.80-1.90	
" 5000.....	4.50-4.75	
America, 2000.....	1.30-1.35	
American Paraffine, 5000 extra quality.....	4.15	
Telegraph blue head, 5 gross.....	.60	
Our Darling, 1 gross, No. 3, 1,000.....	5.50	
" 1/2 gross, No. 4, 1,000.....	2.75	

MINCE MEAT.

Armour's, Home-made style, Wet—	Per lb.	
10-lb. kits.....	.09 1/2	
25- ".....	.09	
50- ".....	.08 3/4	
100-lb. bbls.....	.08 1/2	
150- ".....	.08 1/4	
250- ".....	.08	
450- ".....	.07 3/4	
John Bower & Co.—		
Superior, bbls. and 1/2 bbls.....	per lb. .10	
" 18, 37 and 68-lb. buckets.....	" .10 1/2	
" 6 10-lb. buckets.....	per crate 6.85	
" 6 5-lb. buckets.....	3.95	
" 6 5-lb. glass jars.....	per case 4.50	
" XXX, 18, 37 and 68-lb. buckets,	per lb. .14	
" 6 5-lb. glass jars, per case	5.10	
Atmore & Son—		
Extra Family, Seedless—	Per case.	
No. 5, 6 glass jars.....	4.40	
No. 3, 6 glass jars.....	3.10	
No. 18, 37 and 68, wooden pails.....	per lb. .13	
Barrels, halves, quarters and kits.....	" .12 3/4	
Family, Seedless—	Per box.	
No. 5, 6 wooden pails.....	3.65	
No. 10, 6 wooden pails.....	6.25	
Celebrated, Seedless—		
Bbls., 1/2s and 1/4s.....	per lb. .08 3/4	
Wooden pails, 18, 37 and 68 lbs.....	" .09	
Condensed, 3 doz. cartons in case.....	gross 11.00	
Condensed, 6 1/2 doz. in case.....	gross 11.00	
Keystone—	Per lb.	
Bbls., 1/2s and 1/4s.....	.07 3/4	
Wooden pails, 18, 37 and 68 lbs.....	.08	
Schimmel's—		
Bbls., 1/2 bbls. and 30 lb. kits.....	.08	
18 and 37 lb. kanakins.....	.08 1/2	
10-lb. kanakins, 6 to crate.....	per doz. 10.95	
5-lb. " 6 to crate.....	6.10	
5-lb. glass jars, 6 to crate.....	" 6.45	
Campbell's, 30-lb. pails.....	.08	
Mrs. Wells, bbls., 1/2 bbls. and 30-lb. kits.....	.06	
New Year, bbls., kegs and 30-lb. kits.....	.05	
Crescent, bbls., 1/2 bbls. and 30-lb. kits.....	.04 1/2	
National, bbls., 1/2 bbls. and 30-lb. kits.....	.07	
Southwark, bbls., 1/2 bbls. and 30-lb. pails.....	.05 3/4	

OILS.

Stove Gasoline.....	Per gal.	.15 1/2
Headlight, 150 test.....	"	.12 1/4

OLIVES.

H. Kellogg & Sons, Agents—	Per doz.	
Theodore Marquet, Mammoth, 64 oz.....	11.00	
" Extra, 64 oz.....	10.00	
" Mammoth, quarts.....	6.00	
" " 1/2 pints.....	2.20	
" Extra, quarts.....	5.40	
" " pints.....	4.00	
" " 1/2 pints.....	2.15	
Fourees, 19 oz., fluted bottle.....	4.00	
De Lucques, 10 oz.....	2.40	
Farcies.....	3.00	
Queen, 6 oz.....	1.30	
Pim Olas, 18 oz.....	6.00	
" 10 oz.....	3.50	
California, quart tins.....	3.50	
" pint tins.....	3.15	

Olive Oil—Imported.

Bertin & Perrier's—		
Extra fancy, quarts, 1 doz.....	4.90	
" pints, 2 doz.....	2.90	
" 1/2 pints, 2 doz.....	1.90	
Rae's—		
Lucca, litre bottles, 1 doz.....	11.50	
" 25-oz. bottles, 1 doz.....	9.00	
" Finest Sublime, quarts, 1 doz.....	6.50	
" " pints, 2 doz.....	7.50	
" " 1/2 pints, 2 doz.....	4.75	
" " 8-oz. flasks, 2 1/2 doz.....	7.50	
" " 12-oz. flasks, 2 1/2 doz.....	9.50	
" Sublime, 8-oz. flasks, 2 1/2 doz.....	7.00	
" " 12-oz. flasks, 2 1/2 doz.....	9.00	
Finest Sublime, 1 gal., 10 in case.....	per gal. 2.50	
" 5 gal., 1 or 2 in case.....	2.40	
" " quart, 40 to case.....	2.75	
Sublime, 1 quart tins, 40 to case.....	2.55	
" 1/2-gal. tins, 20 to case.....	2.40	
" 1-gal. tins, 10 to case.....	2.30	
" 5-gal. tins, 1 or 2 to case.....	2.20	
La Toscano, J. L. Neff & Co., Agents—	Per case.	
24 1/2-oz. bottles.....	4.75	
24 8-oz. bottles.....	7.50	
12 18-oz. bottles.....	6.75	

—23—

2 5-gal. cans.....	22.00
10 1-gal. cans.....	23.10
20 1/2-gal. cans.....	24.20
40 1/4-gal. cans.....	25.30
80 1/8-gal. cans.....	27.50
Bulk at \$20 for 10 gal.	

Nicelle—		
Large bottles, 1 doz.....	7.25	
Medium bottles, 2 doz.....	7.75	
Small bottles, 4 doz.....	8.50	
5-g 1. tins, 2 to case.....	26.50	
1-gal. tins, 4 to case.....	11.00	
1/2-gal. tins, 8 to case.....	12.00	
32-oz. tins, 25 to case.....	22.00	
Trade discounts on quantity.		

Jas. Hill & Sons Co.—		
California style, quarts, 1 doz.....	8.50	
" pints, 2 doz.....	9.00	
" 1/2 pints; 3 doz.....	4.75	

Oliver's—		
1 doz. large.....	6.00	
2 doz. medium.....	6.75	
2 doz. small.....	4.25	
6 1-gal. tins.....	per gal. 2.10	
10 1/2 gal. tins.....	" 2.20	
20 1/4-gal. tins.....	" 2.25	

American Oil.

Stohrer's, No. 8, 2 doz.....	Per doz.	.55
" No. 16, 2 doz.....	"	.90
" No. 32, 1 doz.....	"	1.85
Keystone, bottles, 2 doz.....	"	.90

PAPER.
Wrapping.

Manila—	Per ream.	
15 x 20, full, 10 lbs.....	.36	
24 x 36, full, 20 lbs.....	.80	
18 x 24, full, 10 lbs.....	.37 1/2	
Special, 15 x 20, 6 lbs.....	.21	
Bakers', 15 x 20, 10 reams in bundle.....	.12	
Roll, grocers', 9, 12, 15, 18, 20 or 24 inches		
wide.....	per lb. .03	
Roll—	Per lb.	
White, light weight, 12, 15, 18, 20 or 24		
inches wide.....	.03 3/4	
Glazed fibre, 12, 15, 18, 20 or 24 inches		
wide.....	.03 1/4	
Glazed silk parchment, 12, 15, 18, 20 or 24		
inches wide.....	.03 1/2	
White tea, 12 x 16, reg.....	per package .14	
Wax butter.....	.11	
Parchment butter, 9 x 12.....	" .40	

Tollot Paper.

100 5-cent rolls.....	Per case.	3.00
100 5-cent packs.....	"	3.00
100 10-cent rolls.....	"	6.50
100 10-cent packs.....	"	6.50

Paper Bags.

Price per 1,000 and not less than 1/2 M lots. In original shipping bales, 5 per cent. Special Discount.

Size of Bag.	Alligator Embossed Ex. Qual. Yellow Union, S. O. S.	Buffalo Yellow, Self-opening, Square.	Panther, Yellow Self-opening, ing Square.	Union Bear Auto- matic, Self-open- ing Square.	Wolf Automatic, Self-opening Square.	Record or Flyer, Square, or Peer- less Satchel Bot.
1/4.....	.43	.41	.35	.31	.29	.29
1/2.....	.53	.50	.43	.37	.33	.33
1.....	.78	.71	.67	.55	.49	.45
2.....	.88	.85	.71	.61	.53	.53
3.....	1.09	1.04	.89	.75	.65	.65
4.....	1.39	1.26	1.19	1.05	.87	.77
5.....	1.47	1.38	1.21	1.07	.91	.91
6.....	1.95	1.72	1.64	1.41	1.23	1.03
8.....	2.29	2.08	1.99	1.68	1.49	1.19
10.....	2.39	2.16	2.06	1.83	1.65	1.37
12.....	2.75	2.56	2.46	2.19	1.99	1.69
14.....	3.97	3.56	3.40	3.00	2.70	2.40
16.....	4.41	3.81	3.68	3.20	2.85	2.55
20.....	4.79	4.32	4.17	3.60	3.20	2.85
25.....	4.80	4.59	4.44	3.90	3.45	3.10
Price per 1,000 and not less than 500 lots.						
Plain flour sacks, 12 1/2-lb.....	per M.	4.00				
" 25-lb.....	"	5.75				
" 50-lb.....	"	11.25				

PICKLED MEATS AND FISH.

Lamb's Tongue, glass jars, pints.....	per doz.	4.75
" quarts.....	"	5.75
" 10-oz. jars.....	"	2.50
" 10-lb. pails.....	per pail	2.50
Tripe, 10-lb. pails.....	"	.90
5-gal. kegs.....	per keg	2.00
Pigs' Feet, 10-lb. pails.....	per pail	1.00
" 5-gal. kegs.....	per keg	2.25
Pickled Beef Salad, in glass.....	per doz.	1.10
" Tripe, in glass.....	"	1.10
" Ox Heart, in glass.....	"	1.10
" Pigs' Feet, in glass.....	"	1.10
Russian Sardines.....	per keg	.75
" 5-lb. pails.....	per pail	.50
" 10-lb. pails.....	"	1.00

POTATO CHIPS.

1-lb. packages, bbls., 25 lbs.....	.18 1/2
Loose, bbls., 30 lbs.....	.18

—24—

POPPING CORN.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
 ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
 FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND

Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
 Breakfast Bacon, etc. LARD a Specialty

BOILED HAMS AND BEEF TONGUES
 XXX AND SUPERIOR MINCE MEAT

U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

ZIP P'S Flavoring Extracts

Branded "U. S. P."

¶ Do you know what "U. S. P." means? It means that Zipp's Extracts are absolutely pure by the highest authority, the United States Pharmacopœia.

¶ That is a good reason why "U S-HOULD P-USH" them, because being pure they are SAFE TO HANDLE. They have SUPERIOR flavoring qualities and never fail to satisfy.

The Zipp Manufacturing Company

Established 1885

CLEVELAND

OHIO

IS HE
 LOOKING
 FOR YOU ?

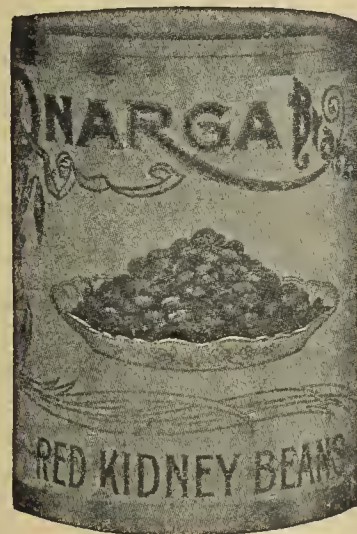
Health Officers Don't
 Worry the Dealer who Sells

**ATMORE'S
 Mince Meat**

"IT IS PURE"

GUARANTEED free
 from Adulterants
 and Preservatives

ATMORE & SON - Philadelphia



If You
 Want a
 Lively
 Seller

and, of course you do—then the quicker you get Onarga Automatic Processed Red Kidney Beans into your store the better.

¶ Our new automatic cooker brings out a flavor which kidney beans do not have when cooked any other way. It increases their digestibility and food value. It will pay you to make Onarga Red Kidney Beans a specialty. Order from your jobber, or

Iroquois Canning Company
 ONARGA, ILLINOIS

Oakdale Steam

Crisp Pretzels Salted

Genuine steam process.
Taste better and keep
longer than any other
kind. Acknowledged
"Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.

Oakdale Building, Philadelphia, Pa.

Every substitute you give your patrons
is a boomerang. Better give them the
original and genuine "Pearl Borax Soap"
and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and
fruit juices and granulated
sugar, and are guaranteed
under the Food and Drugs
Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

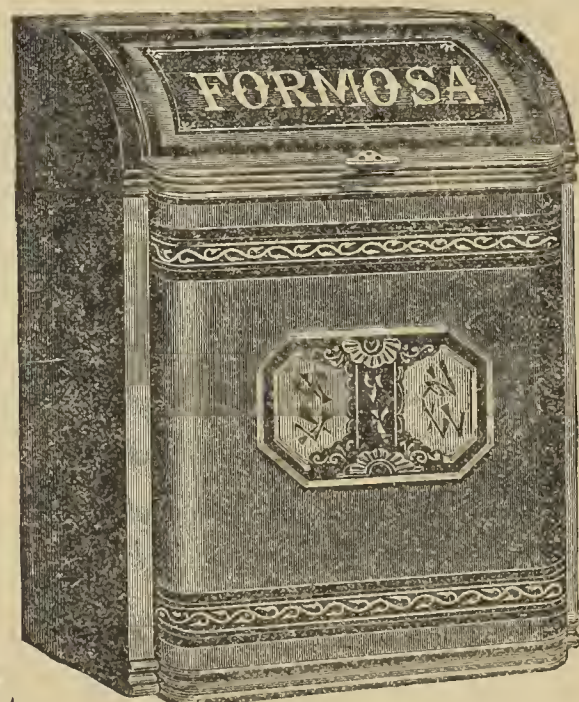
Quaker City Preserve Co.
Philadelphia, Pa.

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

TEA, COFFEE and SPICE CANISTERS, BINS and CABINETS

Made of the heaviest tin, tinned steel
and sheet iron. Elegant and dura-
ble. Tea and Coffee Bins a speci-
alty. Base Delivery Canisters
with revolving doors are the best.

We import Chinese
Scenery Paper for
Tea-store Decoration



**TROEMNER'S SCALES and the
"Star" Coffee Mills, Electric Coffee Mills**

WRITE FOR CATALOGUE

MORGAN & CORNELL

211 DUANE ST.
NEW YORK

—31—

D. S. F.—

Electric Paste, $\frac{1}{4}$ -gross boxes.....	4.20
Magic Paste, $\frac{1}{4}$ -gross boxes.....	4.75
Parlor Pride, large size.....per doz.	87 $\frac{1}{2}$
“ “ “ “.....per gross	10.25
“ “ small size.....per doz.	.70
Climax Enamel, $\frac{1}{4}$ -gross.....per gross	9.40
Black Jack, $\frac{1}{4}$ -gross.....“	7.00
Rising Sun.....“	5.75
Sun Paste, 5-cent size.....“	4.50
“ 10-cent size.....“	7.20
X-Ray Stove Polish—	
5-cent size, No. 5, per box of $\frac{1}{4}$ -gross.....	1.25
Per box of $\frac{1}{2}$ -gross.....	2.50
14 dozen to gross.....	5.00
10-cent size, No. 10, per box of $\frac{1}{4}$ -gross.....	2.25
Per box of $\frac{1}{2}$ -gross.....	4.50
Per gross.....	9.00
F. F. Dalley Co.—	
2-in-1, smaller size.....per doz.	.75
2-in-1, large size.....“	1.75

INDRIES

SUNDRIES.

Bird Food—		
Crystal, 40 packs, round.....	per pkge.	.04½
Excelsior, 24 packs.....	“	.05½
McAllister, 36 packs.....	“	.06
Gold Medal, 24 packs.....	“	.05¾
Bird Gravel—		
Red or White, small, pkgs.....	per doz.	.35
Red, large, 36 pkgs.....	“	.70
Silver, small, 36 pkgs.....	“	.35
“ large, 36 pkgs.....	“	.70
Bath Brick, 25 bricks.....	per box	.60
Toothpicks, Eureka, 100 boxes.....	case	1.85
“ Perfection, 2 doz.....	per doz.	.42½
Dental Glass		

Card—Prepared.

Royal Glue, 1 doz.....	..06
Paist's Glue, 1 doz.....	..40
Carpet Tacks, Wooden Keg, ½-gross case, assorted, 6, 8, 10s.....	per case ..90
Carpet Tacks, Silver Steel, 4-oz.....	per doz. ..06
6-OZ.....	..06½
8-OZ.....	..07½
10-OZ.....	..08½
12-OZ.....	..09½

OLE SPICES.

Matting Tacks—		
No. 10, steel.....	per doz.	.10
No. 11, ".....	"	.10½
No. 12, ".....	"	.13
G. B. Weiss & Son—		
Sole leather, No. 1.....		.25
" No. 2.....		.23
" No. 3.....		.21
Cut Sole Leather, cut into taps, 6 ins. high...		1.50
" " " 5½ " ...		1.48
" " " 5 " ...		1.42
" " " 4½ " ...		1.25
" " " 4 " ...		1.18
" " " 3½ " ...		1.05
" " " 3 " ...		.90
Fly-Stickon, Fly Ribbon.....	per gross	4.80
Ely Paper, Tanglefoot.....	per case	
" " Sticky, 10 cartons.....		2.20
Sticktite Fly Paper, 100.....	per case	3.00
" " " 10 cartons.....		2.35
Wax, White and Yellow.....	per lb.	.30

POTATO STARCH.

ROPE, TIE YARN, ETC.		
Emory Cotton Rope, 20 yds. to lb.....	per lb.	.08½
“ “ Clotheslines, 50-ft. hanks.....	doz.	.75
Cleveland, extra fine cotton twine.....	per lb.	.20
Orange Brand, fine cotton twine.....	“	.18
Texas Medium, cotton twine.....	“	.16
Cotton Candle Wick.....	“	.20
Colored Twine, 8 balls to box, 1b. to b.x.	“	.25
Fine Hemp Twine, 8 balls to lb. in 5-lb. bunches.....	“	.20
Coarse Hemp Twine, 8 balls to lb., in 5-lb. bunches.....	per lb.	.16
Best Jute Rope, 16 yds. to lb.....	“	.07

DRY STARCH.

SYRUP AND MOLASSES.
N. O. Molasses.
NEW CROP, 1908.

Spiced, extra fancy, No. 736.....	.42
Extra fancy, No. 735.....	.40

AVE POLISH

Fancy, No. 739.....	9
Choice, No. 725.....	32
Cane Juice.....	42
Black Strap.....	11
B. H. F., Horse Food Molasses.....	13½
CROP 1907.	
Extra fancy, No. 715.....	42
Choice, No. 664.....	32
Good, No. 690.....	19
Refined N. O. Compound.	
Gold Mine, refined, wth 1 doz. No. 3 screw-top cans, both freight paid.....	40
Gold Mine, in bbls.....	35
Fancy, No. 104.....	30
Fancy, No. 105.....	28
Prime, No. 102.....	26

We Can Save You Money



This ideal sanitary meat, grocery and provision store was fitted up by us for The James Bell Company, Roberts and Germantown Avenues, Philadelphia. You all know that the world-renowned **RIDGWAY REFRIGERATOR** contains all the latest improvements, and is noted for perfect circulation and A No. 1 insulation—the main features of a good refrigerator; add to this the best material and first-class workmanship and you have the reason why

WE CHALLENGE THE WORLD

Ridgway Refrigerator Company

E. B. ATKINS, Manager

Office and Salesrooms
615-17-19 N. Broad Street

Factory
3519 N. Lawrence Street
PHILADELPHIA

No Loss on Loose Goods



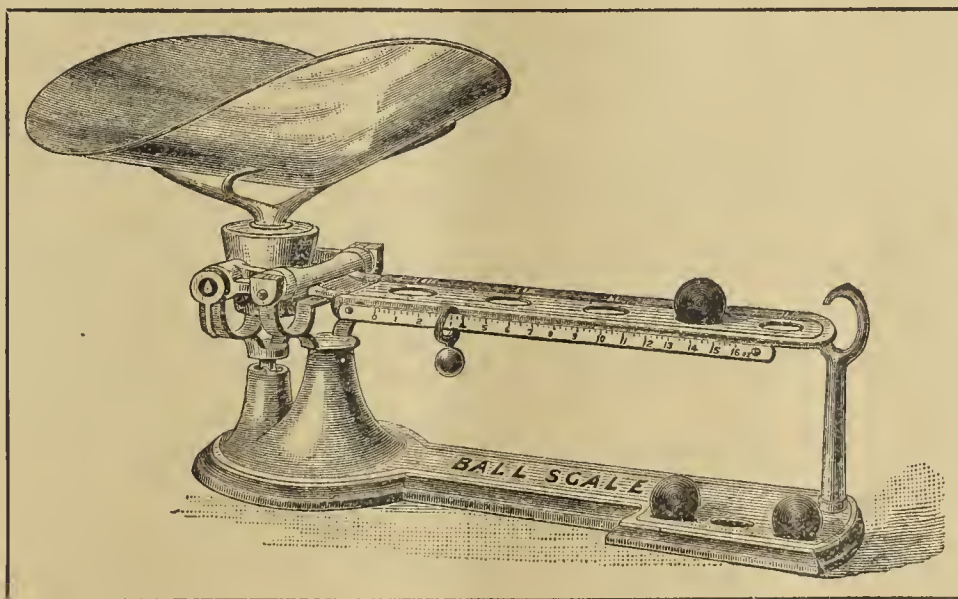
¶ Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

Losing Your Weights?

Get a
Troemner
No. 24
Ball Scale



Greatest
Improvement
in Rapid
Weighing

Does away with weights absolutely. The balls are placed in the holes, thus weighing from one to fifteen pounds, with the sixteen ounces in fractions on the side beam, giving a total weighing capacity of sixteen pounds.

HENRY TROEMNER, 911 Arch St., Philadelphia, Pa., U. S. A.

Published every
Monday.

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Circulates in every
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and Canada.

AND

General Merchant

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Contents.

	PAGE
Hard Fight Coming on Storing of Undressed Poultry.....	6
Olives Show Strong Advance in Six Months	6
Sample of Reasons Why Future Canned Goods Are Rejected When Market Declines.....	7
National Association Opposes Even Limited Parcels Post.....	8
Editorial.....	10
Fraud by Word of Mouth. Love Is Not All. Wish Father to the Thought. Curious Vagaries of the Mind. Hoodwinking.	
What Comes of Selling Potatoes by Measure	11
Old Yardstick's Tips.....	12
How I Found Selling Points.	
The New York Letter.....	13
Fewer Grocery Failures in November, 1908.....	13
Did President Kramer Mean that the Grocer Should Make Only Three Per Cent. Net?.....	15
Legal Department.....	16
Association News.....	17
Go Foreign Colored Vegetables After January 1st, 1909.....	17
Selling Talks With Grocery Clerks.....	18
Among the Trade.....	18
The Science of Advertising.....	19
Go Future for Uncoated Rice.....	19
Federal Food Authorities Want Statement of Guarantee Changed.....	20
The Stroller's Column (Contributed).....	21
Christmas Again.	
California Olive Interests' Modest Request	21
Window Dressing for Grocers.....	27
Year Represents Hungry Grocer Hunting for Profit.....	27
Two-Minute Sermons for the Retail Grocer	27
Window Dressing Articles Wanted.....	28
The Grocery Markets.....	28
Individual Market Reports.....	29
Market Notes.....	30
New Code of Ethics for Northwest Merchants	30
Correspondence.....	31
National Association Again Warns Against Mercantile Tax Repeal Scheme.....	31
Want Department.....	32
Baltimore Prices-Current.....	33
New York Price-List.....	34
Grocery World " Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	15
Angeli & Co., S. H.....	9
Anker's Bouillon Capsules.....	47
American Can Co.....	17
Armour & Co.....	11
Atmore & Son.....	45
Barber & Perkins	8
Bell & Sons, Samuel.....	41
Bishop, R. W.	22
Borden Condensed Milk Co.....	15
Bower & Co., John.....	45
Brown & Co., P. F.....	22
Buckley, Elton J.....	6
Cauchols & Co., F. A.....	4
Ceylon Tea.....	7
Comly, Flanigen & Co.....	4
Corn Products Mfg. Co.....	Cover 2
Croft & Allen Co.....	41
Daetwyler & Co. R.....	31
Eby Co., The Frank C.....	50
Electro-Silicon Co., The.....	Cover 2
Enterprise Mfg. Co. of Pa., The....	Cover 4
Esterbrook Steel Pen Co., The.....	Cover 4
Exton & Co., A.....	29
Farwell & Rhines.....	22
Fels & Co.....	15
Fisher, Bruce & Co.....	4
Fischer & Co., B.	39
Fleischmann's Yeast.....	12
Flesch & Son, J. A.....	39
Fly Ribbon Mfg. Co., The.....	32

	PAGE
Forbes, J. P.	22
Franklin Sugar Refining Co.....	47
Frelhofer Vienna Baking Company.....	41
Fulton & Walker Co.....	41
Githens, Rexasmer & Co.....	43
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The	17
H-O Company, The.....	29
Halpen, Green & Co.....	4
Heinz Company, H. J	21
Hetfield Extract and Mfg. Co.....	Cover 2
Hires Condensed Milk Co.....	Cover 3
Huebner, James J.....	12
Huff Paper Co.....	4
Indexed Coupon Books.....	22
Iroquois Canning Co.....	45
Jamison, John.....	4
Janney & Co., B. S., Jr.....	4
Lamson Consolidated Store Service Co.,	39
Lautz Bros. & Co.	43
Lindsley J. V., & Company.....	Cover 2
Lititz Bretzel Co.....	12
Lowney Co., The Walter M.....	50
Manufacturers' Trade-Mark Association.	37
McCahan Sugar Refining Co., The W. J.,	Cover 3
McCormick & Co.....	Cover 4
McMenamin & Co.....	4 and 20
Merrell-Haviland Oyster Co.....	22
Millbourne Mills.....	12
Miller & England.....	43
Moland's Sons, Wm.....	4
Moneyweight Scale Co., The.....	37

	PAGE
Moore & Co., E. B.....	Cover 3
National Cash Register Co.....	3
Nicelle Olive Oil Co.....	Cover 2
Oakdale Baking Co.....	Cover 2
Ohio Match Sales Company.....	9
Pennsylvania Pure Food Exposition Co.	18
Philadelphia Electric Co., The.....	12
Phillips, F. H. & Co.....	30
Quaker City Preserve Co.....	47
Ridgway Refrigerator Co.....	49
Rife, Henry J.....	4
Ritter Conserve Co., Philip J.....	16
Roberts Co., Thomas.....	4
Royal Specialty Co.....	47
Safety Valve Fruit Jar Co.....	14
Sauer Co., C. F.....	13
Scott & Co., Inc., John.....	Cover 1
Swift & Co.	12
Swift & Co., Gloucester, Mass.....	31
Toledo Computing Scale Co.....	Cover 1
Troemner, Henry.....	49
Van Camp Packing Co.....	21
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Weber & Loesch.....	4
Wheatena Company, The.....	31
Wilde's Sons Co., Samuel.....	43
Wilkinson's Sons, C.....	4
Williams Bros. Co., The	47
Woodcock Macaroni Co.	16
Young & Co., Chas. W.....	47
Zipp Manufacturing Co.....	45

Hard Fight Coming on Storing of Undressed Poultry

Trade Will Fight Pennsylvania Food Department's Efforts to Get Law Forbidding It, on the Ground that Undressed Poultry is More Healthful When Stored than Dressed. All Interests Willing to Label Storage Goods, but Not After Only Ten Days.

The announcement in the last issue that Dairy and Food Commissioner Foust would ask the next Pennsylvania Legislature for a law requiring the labeling of products in storage more than ten days, and forbidding the storage of undressed poultry, has aroused much interest among the interests involved. As a matter of fact, such a law would affect the entire trade, receiver, jobber, retailer and warehouseman, since at certain seasons of the year the market is supplied by storage products in a very large degree. The consensus of opinion is that there will be no special opposition to the labeling of storage products, though there will be to the ten-day rule. There will also be extremely bitter opposition to the requirement that all poultry placed in storage must first be dressed.

The latter end of the fight has had a counterpart in various other States of the Union, notably New York, in all of which the opposition has won. The leader in the fight has been the National Poultry Union, which takes the position that there is no need to clean and dress poultry before storing it, because it is literally more healthful stored with the entrails in. Under the direction of the association a large number of tests and experiments have been made which are claimed to have conclusively proven this to be the fact. As similar bills have come up before various State Legislatures, this evidence has been presented, with the invariable result of preventing passage. The fight will be waged along the same line before the Pennsylvania Legislature.

The storage poultry men answer the claim that poultry with the entrails in sometimes remains in storage for two years, by the statement that practically never is this the case, for the reason, if no other, that the storage cost, insurance and interest,

would long before that eat up most if not all the value of the goods.

As to the labeling of cold storage products so that they cannot be sold as fresh, the trade seem to be thoroughly agreed. They assert that if there is any sale of storage products for fresh it is done mostly by the retailer, for all other factors of the trade know storage goods from fresh almost always. First by the difference in price, second by certain marks on every package that has been in storage.

The trade deny the fairness, however, of placing a discriminating mark on goods that have been in storage only ten days. They declare that this would be a gross discrimination against a very large percentage of goods that go into temporary storage for two or three weeks and which are never considered storage goods at all. Such a ruling, they assert, would class eggs only two weeks in storage with eggs six months in storage, which would be absurd.

The contention of the trade in a nutshell is that no goods should be labeled storage unless they had been in storage long enough to acquire the characteristics of storage goods. This would seem to be an eminently fair contention.

As bearing upon the proposition to label storage products after only ten days an admission contained in a new Government pamphlet is directly apropos. This is Bulletin No. 115, Bureau of Chemistry, "A Preliminary Study of the Effects of Cold Storage on Eggs, Quail and Chickens." The author is Dr. H. W. Wiley, in collaboration with several department chemists. As to the effect of cold storage on fowls, the report speaks thus:—

It may be said that for a short time, possibly six weeks or even longer, there is no perceptible change produced in a chicken by having it frozen. There certainly does not

seem to be any evidence that it is better, and there is no convincing evidence that it is any worse. After three months, however, the fresh chicken is easily distinguished by its properties, as a rule, from the cold storage chicken, even after cooking, and to an absolute certainty before cooking. This distinction between the fresh and the stored bird becomes more and more marked as the time of storage is increased. In so far as the drawn and undrawn chickens are concerned, there is much less certainty of being able to distinguish between them. However, 70 per cent. of the jurors were able to pick out the undrawn bird by its stronger odor and taste after a storage period of from six to fifteen months, but at the test representing 18.5 month's storage the two birds were about equally dry and tasteless.

The general conclusion is, therefore, that in the case of frozen birds there is no indication of any improvement in quality, that is, in taste, odor or flavor, during cold storage. There is a deterioration which is noticeable, even at the end of three months, and becomes more marked as the time of storage grows longer. Hence, without any reference whatever to the question of wholesomeness, cold storage prolonged for six months or more appears to be distinctly detrimental as far as taste, flavor and palatability are concerned.

The same report thus points out a danger that would attend any regulation that only drawn poultry could be stored:—

Among other considerations the proper removal of the viscera from the cavity of the drawn fowls is a matter of great consequence in case they are to be kept in this condition. In point of fact, however, a very small percentage of the fowls which are placed in cold storage are drawn, so that the precautions for the removal of the intestines without danger of infection are of no very great consequence. In drawn fowls, however, such as were half of those stored for the Washington experiments, the utmost care was exercised to prevent infection from the intestinal contents during drawing. This is a danger which the advocates of drawing fowls have, as a rule, overlooked. It is evident that without proper precaution very grave danger of intestinal infection may attend the drawing of fowls.

Well-Known Chicago Concerns Prosecuted Under Federal Food Law.

A campaign for the enforcement of the Federal pure food law was started during the week by District Attorney Sims by instituting criminal suits against five Chicago firms for seven alleged violations of the statute in misbranding certain products shipped for sale. The prosecutions begun are the first which have been brought in Chicago under this law, but, according to the district attorney, are only the beginning of a number of cases yet to be brought. The firms charged with violations are: Reid, Murdoch & Co., two cases; The Eyelin Co., one case; John A. Tolman & Co., one case; The Gowan Medicine

Co., one case; Thompson & Taylor Spice Co., two cases. The charge against Reid, Murdoch & Co. is that two shipments of March Extra Cream Olive Oil were made, the goods being misbranded and not of the quality or purity represented. The Thompson & Taylor Co. is charged with making shipments of lemon flavoring extract which contained no lemon juice as represented by the label. Cane and maple syrup which fell short of the quality represented on the labels of the packages are alleged to have been shipped by the Tolman Co. to a firm in Argonia, Iowa. The other two cases charge the use of labels on drugs which make claims not sustained by the contents.

Olives Show Sharp Advance in Six Months.

Total Failure of Current Crop Forces Values of Seventy-five Per Cent. or Less Compared With Last Spring's Low Point.

The olive situation, which for several seasons has met a continuous series of ups and downs, and which a few months ago declined to an almost unprecedentedly low point, has now advanced again and bids fair to go even higher.

The cause is the fact that the current crop was literally a failure, not a single puncheon being produced. The decline early in the year was due to the fact that last year's crop was 15,000 puncheons, the largest production in the history of the business. Now that this must serve for two years, however, it does not seem so large; in fact it will not quite equal the consumption for two years.

The present olive market is about 75 per cent. higher than six months ago. A grade of fruit that last spring could be bought for 60 cents a gallon is now quoted at \$1.10.

Prophecies are for even higher prices.

ELTON J. BUCKLEY

Editor "Grocery World and General Merchant"

Attorney and Counselor at Law

730-731 Drexel Building, Philadelphia, Pa.

Telephones { Bell, Lombard 1727
Keystone, Race 746

CORPORATION PRACTICE, CASES UNDER FOOD LAW

TRADEMARK REGISTRATION
GENERAL PRACTICE

Sample of Reasons Why Future Canned Goods Are Rejected When Market Declines

Well-known Maryland Packer and Commission Merchant, Discussing Need of Remedy Against Fraudulent Rejections, Tells of Buyer Who Rejected Because He Got Standards, But Not "Full" Standards.

One of the best-known canned goods packers in Maryland, Messrs. W. E. Robinson & Co., of Belair, Md., have issued a statement to the trade, in which they discuss the need of some remedy for the present illegitimately large percentage of rejection of futures in seasons where the market has declined before delivery. The text of the letter is as follows:—

Belair, Md., Nov. 24, 1908.

The Trade:—Several able articles have been written recently on the subject of illegitimate rejections. We know that these rejections, in some instances, have been due to a declining market and lack of high integrity on the part of the buyers. In some instances they are due to the carelessness and indifference as to the quality delivered, on account of the packer. These discrepancies will never be obliterated until all men become scrupulously honest from principle.

Two or three of the large wholesale grocers have said to the writer that the letters which have been written, reflecting upon the New York wholesale grocers relative to rejections, are unjust; that those who reject are of a different class from the large wholesale grocers, and that the larger houses should not have to bear the odium of some unscrupulous buyers, who have no rule in business except to get money, honestly if they can, if not, to get it any way they can, so they get it.

The Arbitration Committee, which has been recently appointed by the New York Wholesale Grocers' Association, we are looking to with a great deal of confidence. The high integrity of these gentlemen will warrant their establishing some well-defined rules governing the canned goods business, which would be helpful to all, and we would suggest that one of the first things these gentlemen take up is the grading of canned goods. For example, we would like very much for them to, as promptly as possible, put themselves on record as to the actual definition of the words, "Full standard tomatoes." The writer only yesterday had a rejection of 1,200 cases No. 3 tomatoes. The buyer, who is a very large one, claimed that the delivery was a good delivery of standard tomatoes; he admitted that there was no question whatever about the goods being of standard quality, but made the point that he bought "full standards," and the contract was so written. Therefore, he claimed to be entitled to tomatoes superior to standards, and used a number of adjectives in the description of this superb quality, which he claimed to be a full standard, viz., they must be red ripe, free from all green, cans packed with solid meat and containing the

smallest amount of juice that is possible to have in a solid packed can.

The writer has been packing tomatoes for twenty-six years, has been handling them as a commission merchant for ten years, and we always termed this grade of tomatoes as "extra standards" or "fancy packed goods."

We will say in behalf of this buyer that no doubt he is sincere in his opinion as to what constitutes a "full standard," but we find a number of learned gentlemen of long experience in the canned goods business in New York who do not agree with him.

If the Arbitration Committee will define the words "full standard" and also state what relation that expression has with the words "extra standard" or "fancy packed," whether they are merely synonymous terms, or whether they each represent a different grade of goods, they will have performed a great service to the trade generally. Let us have uniformity.

We would also like to have an opinion as to whether or not the packer has a right to make a second tender, in case of his first tender not being satisfactory to the buyer, and is rejected. We find that buyers upon this subject differ; some think that when they reject they have no right to demand a second tender; others think they have a right, and do hold the inferior goods shipped until the packer can make a delivery according to his contract, which we think is just and equitable, but which should be applicable on a declining market, as well as on an advancing market. In other words, each party should live up to his contract and should not be enabled to profit by a rejection on a fluctuating market. When this temptation is removed from packers and buyers, three-fourths of our rejections will disappear, and we will not have a tendency to a broken canned goods market every year, just about the time the heavy deliveries are coming in on future contracts.

W. E. ROBINSON & Co.

John B. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

To the Trade:

Have You Seen the Latest and Most Striking Evidence of the

Increasing

American

Demand

For

CEYLON TEA

READ THIS:

Exported to America

Jan. 1 to Oct. 31, 1907:

Black, 7,053,900 lbs.

Green, 1,918,600 lbs.

Jan. 1 to Oct. 31, 1908:

Black, 8,296,500 lbs.

Green, 2,912,100 lbs.

An Increase in Direct Shipments of 24.92% ;

And in a Year of Trade Depression, Too!

National Association Opposes Even Limited Parcels Post

Secretary Green, of the National Retail Grocers' Association, Wants Congressmen Asked Not to Support President's Measure. The Mansfield (Ohio) Co-operative Delivery Plan. Director Padberg Don't Think Jobbers Give Retailers Square Deal.

Special Correspondence of "Grocery World and General Merchant."

Cleveland, Ohio,

December 17, 1908.

Now that the President of the United States has given his message to Congress, it might be well to review his recommendation in regard to parcels post. The following is the language used:—

The establishment of a local parcel post on rural routes would be to the mutual benefit of the farmer and the country storekeeper, and it is desirable that the routes, serving more than 15,000,000 people, should be utilized to the fullest practicable extent.

There is nothing very radical about this recommendation, in fact it is as little as he could have said and touch on the subject at all.

However, our only help will come from our own eternal vigilance.

It is with some concern that we note the position of Assistant Postmaster-General McGraw, and no less concern the position of Postmaster-General Meyer, in his recommendation for the privilege of experimenting in three or four rural free delivery routes a parcels post system. It would be a very easy matter to select some three or four routes that might for the time being pay its own expense or even do better.

Why the business interests of the country are to be kept in a state of anxiety in order to promote such theories, or a system to benefit one class of citizens at the

expense of another, is a question that we are not able at the present time to answer.

Every mercantile interest in the country, including the merchants who they say will be benefited by the system, have entered a protest against having carried into effect the service which Postmaster-General Meyer seems to be determined to force upon the public at large. There should be no hesitancy or neglect in every association getting into touch with their Congressman and informing him as to their desire at the earliest possible moment. They are the men who have the votes, and they are the men who will say whether this proposition shall go into effect or not, and the sooner the better. Every one interested in this matter should make his Congressman know his position in regard to it.

At last week's convention of the Ohio Retail Grocers' Association, at Mansfield, one session was taken up in explaining the co-operative delivery system. The Mansfield grocers have a delivery system which sends out three de-

liveries in the morning, namely at 7.45, 9 and 10.45 o'clock, in the afternoon 2 and 4.30 o'clock. A superintendent is in charge of the delivery station, who hires all men and manages the business in every way. Each merchant buys a book that contains one hundred stamps, and pays therefor \$5. In every delivery he sticks on the basket one 5-cent stamp, whether it be a spool of thread or a bushel of potatoes. Every delivery to each person must have one of those stamps, and one of the grocers said at the convention that his saving by the co-operative delivery was at least \$600 per year. When the driver calls for the order he is not allowed to wait one moment after putting into the wagon the orders already prepared. His instructions were to load up and leave the store, and not under any consideration to wait until an order was put up. The co-operative delivery system is used to a very great extent in the small towns of Ohio, and those who are using this system are enthusiastic about it and will be very willing to answer questions that may be asked of them.

The House that Jack Built

Our business with the retail grocers hinges on **PRICE** of goods; price hinges on **QUALITY**; quality hinges on **EFFICIENT SERVICE**; efficient service hinges on **FAIR AND SQUARE DEALINGS**. Something like the House that Jack built.

If you have time to bother with some **EXTRAORDINARY BARGAINS** in Groceries, then you can select them from the following offerings this week:

Peerless Brand Extra Fancy New California Prunes,			
30-40s, 25-lb. boxes	per lb.,	\$.08½	
40-50s, 25-lb. boxes	per lb.,	.07½	
50-60s, 25-lb. boxes	per lb.,	.06½	
60-70s, 25-lb. boxes	per lb.,	.06½	
5 or 10-box lots, either size or assorted at ½c.	per pound less.		
Continental Brand Large Lump Laundry Starch,			
50-lb. boxes	per lb.,	.03½	
5 or 10-box lots	per lb.,	.03	
Mapl-Flakes, 36 packs	per case,	3.55	
Quaker Wheatberries, 36 packs	per case,	1.85	
These prices for the retail trade only, and only in limited quantities.			
Merchants' Choice Brand Fancy Red Alaska Salmon, No. 1, tall cans, 4 dozen			
	per doz.,	1.30	
The best Salmon bargain in the country to-day, quality being particularly fine.			
Globe Brand Table Syrup, No. 2 can, 2 dozen			
	per doz.,	.80	
No. 2½ cans, 2 dozen	per doz.,	1.00	
No. 3 Cans, 2 dozen	per doz.,	1.15	
Giant Brand Fancy Large, very bright Muir			
Peaches, 50-lb. boxes	per lb.,	.08½	
5 or 10-box lots	per lb.,	.08½	
Please remember that these are straight Muir Peaches, beauties, bright and large, and an elegant bargain for any of our trade who may be in the market for a fine Muir Peach.			
Fancy New New York State Pea Beans, grain bags,			
about 2½ bushel	per bu.,	2.37½	
5 or 10-bag lots	per bu.,	2.35	

Extra Choice New New York State Marrow Beans,			
grain bags, about 2½ bushel	per bu.,	2.35	
Fancy New Scotch Peas, grain bags, about 2½ bu.		per bu.,	2.30
Fancy New Green Peas, grain bags, about 2½ bu.		per bu.,	2.12½
Sterling Brand Fancy New York State Pumpkin,			
No. 3 cans, 2 dozen	per doz.,	.75	
5 or 10-case lots	per doz.,	.72½	
There is no better pumpkin packed that we know of. This is a special bargain.			
Golden Cube Brand Imported Pineapple, No. 1½			
flat cans, 4 dozen, single cases	per doz.,	.82½	
5 or 10-case lots	per doz.,	.80	
New French Walnuts (Fancy Cornes), bright and excellent crackers, bags about 110 pounds			
	per lb.,	.09½	
5 or 10-bag lots	per lb.,	.09½	
50-lb. lots	per lb.,	.09½	
Fancy New Citron, all whole pieces, 10-lb boxes		per lb.,	.12½
25-lb. boxes	per lb.,	.12½	
Fancy New Orange Peel, 10-lb. boxes		per lb.,	.09½
Fancy New Lemon Peel, 10-lb. boxes		per lb.,	.09½
Snow Drop New California Seeded Raisins, 36-ls,			
single boxes	per lb.,	.06½	
5 or 10-box lots	per lb.,	.06½	
New Stemmed and Cleaned California Seedless			
Muscatel Raisins, 50-lb. boxes	per lb.,	.04½	
California 3 Crown London Layer Raisins, 20-lb.			
boxes	per box,	1.60	
2 Crown, 20-lb. boxes	per box,	1.50	

These Prices for This Week Only—December 21st to December 26th, inclusive.

WRITE FOR "THE CASH GROCER," CONTAINING OUR QUOTATIONS ON A FULL LINE OF GROCERIES

BARBER & PERKINS, Wholesale Cash Grocers 29, 31, 33 N. Water Street Phila., Pa.
28 N. Delaware Avenue

Mr. L. F. Padberg, one of the directors of the National Retail Grocers' Association, sends the following letter on some important phases of the retail grocer's present position:—

I see the wholesalers, that is, the jobbers, are endeavoring to bring about a conference between themselves and the retailers, by asking the secretary of the National Association of Retail Grocers to come to New York for a conference. Can this be possible? Is the jobber honest in his intentions, or is it a scheme to justify their position in the eyes of the retailer? Are they willing to concede that a wholesaler should confine himself to the retail trade and the retailer to the consuming trade, or do they intend to tell the retailer that the large consumers, such as hotels, restaurants, charitable and public institutions should be classed as dealers, because they purchase in original packages, or large quantities, often exceeding the purchases of a retail grocer? Therefore in his, the jobber's kindness, does he desire to relieve the retailer of the burden of handling this trade, or is he "honestly" willing to surrender this kind of trade to the retailer? If the former is the idea, the meeting will be a farce and loss of time, but if the latter proposition is part of the programme, then we, the retailers, can at least hope for betterment in the grocery trade.

If present conditions continue the time is not far distant when a straight grocery store will be a thing of the past. Already we find the most prosperous grocers are those who conduct a grocery department as a side line, with meat department, liquor department, etc., the grocery end merely being used as an advertising medium, "selling at cost" to attract customers to the more profitable lines, which is never groceries. Unless a man, calling himself a grocer, introduces all the imaginable features such as poultry, fresh meat, vegetables, liquors, etc., he has a hard time making both ends meet.

It is very commendable when a beginner has the assistance of his wife, daughter or son to give him a start in life, to see a woman deny herself pleasures, etc., in helping her husband to get a foothold in the commercial world, but when the condition of a business is such that her labors are not paid for, or in other words, if a business requires the labor of two and can only pay the salary of one, the business certainly is in a bad shape. But such is a fact. How many, many cases are to be found where both are always busy, struggling for a mere existence? The worst of all is that this kind of grocery stores are rapidly increasing, while conditions are growing worse. Why should this be so, and what is the cause? One of the reasons why it is so is the unfair competition of the jobber, and another, because that some retailers buy at jobbers' prices, consequently can and do sell cheaper. In order to hold our trade we are compelled to meet competition and sell at a smaller margin than we should.

I say "the unfair competition of the jobber." How many (or better, how few) hotels, restaurants, charitable and public institutions buy their supplies from a retail grocer? Is it because they can't? No. They buy from the jobber because some retailer who had this trade is not a customer of a certain jobber. He sends a salesman after the restaurant keeper and quotes him quantity prices. This practice has grown to such an extent that to-day the retail grocer is confined to the trade the jobber cannot

handle profitably. He even feels justified in doing so. He defends his position with the argument that this particular party buys in larger quantities than the average retailer. In the same breath, however, he denounces Mr. Manufacturer for selling direct to the retailer, who perhaps buys in as large quantities as he does. He is the very man who condemns buying exchanges as an evil (of course against himself). In certain cities the jobbers have organized for the purpose of preventing these institutions from buying certain manufacturers' products and have succeeded in Philadelphia to such an extent that in view of supporting their buying exchange the retail grocers contemplate organizing a wholesale grocery company. Who is to blame?

At the wholesale grocers' convention at Chicago I looked upon the faces of jobbers who voted "yes" on a resolution that goods should be sold from manufacturer to jobber, from jobber to retailer, from retailer to consumer. Although this was over a year ago, they are still supplying hotels, restaurants, etc. The question: "Where will these places get their supplies, as they consume goods that very few retailers handle? We are very thankful for the consideration, but, Mr. Wholesaler, let that be the least of your trouble. Keep your hands off. We, the retailers, will attend to this. The grocer is certainly in favor of buying from the jobber, and we concede that quantity should regulate prices to the retailer; but you, Mr. Jobber, must keep your hands off the consumer. And we, the retailers, don't want you to tell us who, or what, shall constitute a consumer.

If the two branches of the grocery business (the wholesale and retail) will work along these lines we are with you. If you refuse, give us buying exchanges, co-operative wholesale houses, anything to place us on the same footing with you and we will show you who will get the business. This is what has started buying exchanges and co-operative wholesale groceries in this country.

JOHN A. GREEN,
National Secretary.

Almeria grapes are active, this being their season, and the price ranges from \$4 to \$8 per cask.

Protection Under the Food Laws.

With the advent of the various State and national pure food laws there has come about a quickening of the public intelligence regarding the kind and quality of products which they use, and while discriminating housekeepers have always demanded a first-class article, this quality was hard to get, and even some of the so-called best goods failed to measure up to the demands of the refined taste of those who wanted something beyond simple pure goods.

Now this army of people who demand the best is rapidly increasing, and the day of shoddy goods is past. The manufacturer who realizes the trend of the times has fortune within his grasp, while those who do not will soon join the "has been" class.

That up-to-date concern, McCormick & Co., of Baltimore, whose advertisement appears upon the back of this journal, are in the van, not only as to purity, but as to quality of their products.

They were the leaders in high grade extracts, spices, drugs and teas before the pure food laws were enacted. They required no legislation to have them put up goods whose qualities appealed to the daintiest and most refined taste, and the success they have attained is the best evidence of the superiority of their products.

Coffee By-Products

Attention, Buyers!

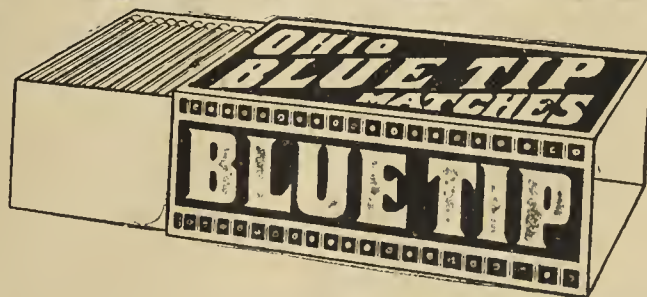
WHEN you are in the market for low-grade goods write us. Our specialty is the BY-PRODUCTS of the Coffee game, such as Small Separations, Water-damaged Coffees, Broken Separations, Screenings, Off Coffees, etc., both in roasted and green. All Coffee buyers have occasion, at times, to purchase these lines, and then is the time to write us, for we probably have what you want at the right price.

These Coffees are often good drinkers if not good lookers, or vice-versa, and can be used profitably in blends or for special purposes where standard goods would cost too much.

Screenings cost less than chicory and are pure Coffee.

We have a small lot of low-grade Maracaibo which we offer at 7½ cents green or 9½ cents roasted.

S. H. ANGELL & CO.,
129 MAIDEN LANE,
NEW YORK CITY



Here's
Your
Gain

What do you lose by handling the **Ohio Blue Tip Safety Matches**? Not only do you lose nothing, but you gain the increased satisfaction of your patrons and 81 per cent. profit for yourself.

This match is surer, safer and more reliable than any other double tip match made. No consumer once acquainted with it ever willingly takes another. All jobbers.

OHIO MATCH SALES CO., NEW YORK, N. Y.
Philadelphia Office and Warehouse, 411 Marshall Street

Grocery World AND General Merchant

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Monday, December 21, 1908.

A forthcoming feature of the
enforcement of the food law in
Pennsylvania, as well as of its en-
forcement else-
where, was light-
ly touched on in the last issue—
the determination to punish *verbal*
misrepresentations of the quality
of goods. In another column ap-
pears the brief report of a num-
ber of Federal cases brought in
Chicago along the same line.

With misrepresentations by
word of mouth now under the
ban, there is scarcely any fraud
which can be committed in the
sale of food which is not now or
soon will be a misdemeanor. No
honest informed person will con-
tend that this latest development
was unnecessary. While the law
has made most food *labels* honest,
there is still gross carelessness
and recklessness in the verbal use
of terms like "fancy," "choice,"
"best made," "finest" and so on.
Can it be doubted that the verbal
sale of choice or fair goods as
"extra fancy" is less reprehensible
than such a sale where the lie is
told by a printed label?

There is no doubt that verbal
offenses against the food law will
be hard to punish, chiefly because
they will be hard to prove. But
that they should be penalized and

punished—when they can be—no-
body can deny.

Vice-President Henry Heins, of
the Brooklyn (N. Y.) Retail
Grocers' Associ-
ation, said this in
a course of a
recent address:—
Love Is Not All.

Our friend Fred. Mason, a man
who has made the retail grocery
business a study and knows what he
is talking about, says: "To be a good
grocer a man must love his busi-
ness." And I will add: "If he loves
his business he will look after the
details of it."

In the "Grocery World and
General Merchant's" judgment
this does not necessarily follow.
Love cannot create ability. It
does inspire care, but not always
even that. The writer has
known merchants who pottered
and fussed about their business
all day long, caring for it and its
details to the very best of their
ability, but they never rose above
mediocrity. Thousands of men
really love their wives, but care
for them only very indifferently.

The ability to succeed in a
given business is always aided by,
but is never dependent upon, love
for it. Some of the most con-
spicuous successes the writer
knows of were made by men who
had no special love for their busi-
ness; in some cases by men who
positively detested it.

The respectable if somewhat
imaginative "Grocers' Criterion,"
of Chicago, pub-
lished an unin-
tentional false-
hood in its last
issue regarding the latest buying
move of the Philadelphia Retail
Grocers' Association. It may just
be possible that the fact that the
"Grocers' Criterion" is the house
organ of W. M. Hoyt & Co.,
wholesale grocers, to whom, as
with other jobbers, all co-oper-
ative buying is anathema, may
have been the inspiration of the
following:—

CO-OPERATIVE BUYING FAILS.

We have always held that co-
operative enterprises in this country
are almost always foredoomed to
failure. There is something in the
character and make-up of the
American people, or maybe it is
something in the conditions which
are peculiar to business as conducted
in the United States, which makes
it vastly more difficult to carry on a
co-operative enterprise successfully
in this country than in any of the
countries of, for instance, Europe.

The record of co-operation in the
United States has been a story of
failure, no matter for what reason,
but failure nevertheless. Co-opera-

THE HOME SUPPLY CO.

(INCORPORATED)
TEAS, COFFEES, SPICES
EXTRACTS, BAKING POWDER, SOAPS, ETC.
WATERTOWN AND CARTHAGE

Carthage, N. Y., Dec. 14, 08.

Grocery World & Gen. Merchant,
927 Arch Street,
Philadelphia, Pa.

Gentlemen:—

It does us good to read the way you go after "Old Mapes".

Let your good work go on. The retailer should co-operate with
you and fight the Cream of Wheat Co. to the last ditch.

We for one have sold the last package of Cream of Wheat from
our shelves, never to be replaced except by Pillsbury's which we
will sell hereafter.

Very truly yours,

THE HOME SUPPLY CO.

Per *J. E. Downey*
Pres.

tive buying schemes have been
launched time after time, some of
them to flourish for a while; then
something went wrong and the thing
came to an end. The latest failure,
which we may mention incidentally,
was for quite a long time one of the
most conspicuous successes, was the
Philadelphia retail grocers' co-oper-
ative buying pool. Announcement is
made that it has been discontinued
as a co-operative buying proposition
and will be carried on in future sim-
ply as a wholesale grocery business
selling to the general retail trade.

We are not informed as to the
reasons for the discontinuance of
the Philadelphia buying exchange.
We do not know the story connected
with its change of policy or charac-
ter. All we know is that it has
dropped co-operative buying, and we
are reminded by the fact that we
have long been of the opinion that co-
operative enterprises find extremely
hard sledding in this country.

There is scarcely one word of
truth in the above. Co-operative
buying in Philadelphia has not
failed; absolutely the contrary, for
in no year of its history has it
succeeded as largely as this year.
Neither has it failed, when done
by retailers, anywhere else that
the writer knows of. Probably
twenty buying organizations scat-
tered through Pennsylvania alone
prove this statement true.

It will take much more than the
hopefully eager statement of job-
bers' house organs to make co-
operative buying fail in Philadel-
phia.

The strangest thing in the
world is the curious twists and
turns which the
mind of an other-
wise alert busi-
ness man can

Curious Vagaries
of the Mind.

take on some subjects. An adver-
tisement lying before the writer
is a good illustration. It is an ad-
vertisement of coffee and the Val-
ley City Coffee and Spice Co., a
Western concern, is responsible

for it. It exploits a brand of
coffee called "Moka." A fac-
simile of the package appears in
the advertisement, and since no
claim is made upon it or in the ad-
vertisement that the coffee is
Mocha, it can probably be as-
sumed as a fact that it is not.
Nevertheless, this Western con-
cern appears to sincerely believe
that it can sell coffee not Mocha
under a name suggesting only
Mocha and with the exact pro-
nunciation of Mocha simply by
changing the spelling of the
name!

To be able to convince one's
self that in such a case as this the
food law is not violated simply
because the bogus Mocha is
spelled "Moka" is to reveal a
curiously credulous mental con-
dition.

The writer once heard a hard-
pressed attorney, defending an
undoubtedly
guilty client
Hoodwinking. against a charge of
murder, argue for

acquittal because the person who
had exposed the crime was the de-
fendant's enemy and therefore
had an impure motive!

The Judge ruled in the only
way possible—that the question
was not motives, but whether
murder had been committed. If
that was proven the jury must
convict, no matter how black was
the ruling motive.

This incident came to mind
upon reading in the "Merchants'
Index" the report of the last meet-
ing of the Denver (Col.) Retail
Grocers' Association. It concerns
the Cream of Wheat controversy
and is as follows:—

Meeting called to order by our president, who stated that the evening would be devoted to the work of our food and industrial exposition.

The secretary stated that an old friend of our association was present and wished to make a few remarks before we proceeded with the regular programme for the evening. Mr. W. W. Aldridge, Western representative of the Cream of Wheat Co., came forward and said, among other things, that he was very grateful for the courtesy and consideration shown him, and would not take the liberty to say what he wished to say were it not that he felt an injustice had been done the company he represented by and through some of the trade papers of the country in publishing an alleged statement of the secretary of his company and commenting thereon unfavorably, without first investigating the truth of the matter. Mr. Aldridge read a letter from Mr. Mapes stating that the alleged interview with him by Mr. Wessels was a base fabrication, intended to boycott or blackmail his company. Mr. Aldridge went into the subject at some length, endeavoring to explain and to show reasons why Mr. Mapes would not or did not make the statement attributed to him.

If the retail grocers of Denver are foolish enough to be hoodwinked by a "defense" like this, they are less keen-witted than the merchants of the West are popularly supposed to be.

Let us assume for the argument's sake that Mr. Wessels had the blackest motive in what he

said and what he swore to; that he intended blackmail pure and simple, and that every word of his report of the Mapes conversation was as false as Hades. Is that the main point, and has the Cream of Wheat Co., when it alleged these things, answered everything there is to answer in this case?

In the "Grocery World and General Merchant's" view, all the above is totally beside the question. The Cream of Wheat Co. in spending so much time on it is deliberately begging the issue. The question before the trade is not any question of motives, but this: Has the retail grocer any reason to complain of Cream of Wheat? Is it a profitable article? Is it true, *whether Mr. Mapes said so or not*, that the Cream of Wheat Co. keeps the grocer poor by giving him little or no profit? This is the question which the Cream of Wheat Co. should send representatives to retail grocers' associations to discuss. The point is, has murder been done?

The "Grocery World and General Merchant" is loath to believe

that these enterprising grocers of Denver could sit by and hear Mr. Mapes' representative twiddle his subterfuges without once bringing him to the real point.

What Comes of Selling Potatoes by Measure.

Of Fourteen Pecks of Potatoes, Bought from Fourteen Grocers, No Two Weigh Alike. Range from Eleven Pounds Plus to Fourteen Pounds Plus. Illuminating Data Showing Looseness of Selling Vegetables by Measure Instead of Weight.

In a recent issue "The Stroller" discussed the extremely loose fashion in which fruits and vegetables are now sold by measure—bought by the bushel, which means a definite number of pounds, and resold by the retailer in half or quarter pecks two of which never weigh alike.

As an illustration comes the report of a campaign now on in Kansas, where the authorities are accusing a large part of the retail trade of selling short weight vegetables. In the course of the investigation the State officials went to Lawrence, Kan., and

bought a "peck" of potatoes from each of fourteen retail grocers. The weights are presented below, not as bearing in any way on the short weight question, but simply to show how the same measure of the same product can vary in different stores. The weights and the dealers from whom they were purchased are as follows:—

Star Grocery Co.—Weight of potatoes, 12 lbs., 15½ oz.

Leader Mercantile Co.—Weight of potatoes, 13 lbs., 1½ oz.

M. F. Nicholson—Weight of potatoes, 11 lbs., 8 oz.

W. A. Dunmire—Weight of potatoes, 13 lbs., 1 oz.

S. H. McCurdy—Weight of potatoes, 14 lbs., 2½ oz.

W. Mesherheimer—Weight of potatoes, 12 lbs., 5½ oz.

Frank Meierhoffer—Weight of potatoes, 12 lbs., 2½ oz.

W. A. Guenther—Weight of potatoes, 14 lbs., 4¼ oz.

Woodward & Burr—Weight of potatoes, 12 lbs., 10¾ oz.

R. B. Wagstaff—Weight of potatoes, 13 lbs., 8¼ oz.

West End Grocery, E. A. Kasc—Weight of potatoes, 12 lbs., 12 oz.

J. A. Spaulding—Weight of potatoes, 12 lbs., 9½ oz.

Hunzicker & Wahrenbrock—Weight of potatoes, 13 lbs., 1½ oz.

John Hunzicker—Weight of potatoes, 13 lbs., 11½ oz.

If you can't please customers with a little thing like an oyster cracker, what will they think? Better sell Exton Oyster Crackers.

What the Name *Armour* Means

The name "Armour"—on "Star" Hams or on anything else—means that the article is above the common. Have you ever thought of this? Back of every Armour product is a world-wide business that depends for success on quality.

People will eventually get what they like best. There is no doubt of that. We can't hold your trade unless we deserve it. And we must deserve it better than others, because of our larger production. We must control an enormous trade to dispose of it.

No skill is too costly, no care too extreme, if it improves our products even a trifle. For we can't sell the most of an article if anyone makes a better. That goes without saying. We cannot long be leaders unless we lead in quality.

Our products are clean and healthful, and correctly branded. The laws insure that. We have a small army of Government inspectors around us. From the animal to the consumer, every process is watched by them. We could not put out anything deceptive, un-

clean or unhealthful, even if so inclined.

But the name "Armour" means more.

It means that the highest skill that we know has been employed in the making. It means that years of experience has served to perfect it. It means that our vast reputation, and all that depends on it, is deliberately placed at stake on it. We are not so unwise to seek your trade in this expensive way, without knowing that our products will keep it.



The Attractive Grocery Store

It is just as important for a Grocery Store to present a bright and attractive appearance, to be clean and well kept and well lighted, as it is for a store in some other line of trade. Other things being equal, the Grocery Store which is brilliantly lighted—electrically—which uses electrical conveniences that have been invented and manufactured particularly for the grocery trade—will obtain the lion's share of the business.

Why not start using Electricity with the new year?

The Philadelphia Electric Co.
10th and Chestnut Streets



How to be Sure of Good Ham

Just see that it is **SWIFT'S PREMIUM HAM**. That is all you need to watch. We guarantee every ham that bears **SWIFT'S PREMIUM** brand.

That is mighty important to you, **BECAUSE** if a woman gets a good ham from you one time, and a poor one next time, she thinks you don't know your business, or you don't care whether you please her or not.

We get good hogs, selecting them carefully, cure our hams, so as to make them uniformly satisfactory, and then advertise them to make people's mouths water for them. You can be sure a **PREMIUM HAM** is tender, delicious and appetizing.

Swift & Company, U. S. A.

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

38% PROFIT



Huebener's Lititz Bretzels

will make this for you, and you'll sell more of them.

IT'S their quality and good-to-eat-ness that makes you like them. Ask for sample carton.

Lititz Bretzel Co., Lititz, Pa.

James J. Huebener, Prop.



GOFF'S COUGH SYRUP

John King, head clerk Hallister's Big Store, Avoca, Pa., said, "Sold 12 doz. on guarantee, only one bottle came back—she was a crank."

Write for Goff's Special ½ gross deal.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

FLEISCHMANN'S COMPRESSED YEAST HAS NO EQUAL



OLD YARDSTICK'S TIPS

How I Found Selling Points

Did you ever notice the difference between a salesman and a clerk that isn't one? I found out when I was still very young that there was something more than mere luck in making sales. I worked for a man who had a general store and some original ideas. He was sized up as a crank by lots of people who did not understand him, but even they admitted he was successful.

After I had been around the store about a week he called me to him one morning and told me something like this:—

"I've been watching you and I am glad to see you are not too smart. I don't like boys that are too smart. Now, if you will listen to what I tell you I will make a good salesman out of you. I am going to watch you closely and when I see you do anything the wrong way I will tell you. I won't be cross and don't want you to feel that I am finding fault. If you will work for me that way I will treat you right and pay you as good wages as you can earn. But I want you to remember that you've got to learn if you want to earn."

He made these statements in a kindly way, which helped me to know that his corrections of my mistakes were to be for my own good. I was willing to have him lick me into shape with such an understanding. One of the first points he impressed on me was that every article had a selling point and the thing was to find that out, because if I knew it properly I could make a sale. That meant learn the goods thoroughly. I started in. You would laugh at some of the things I selected as selling points, but the fact remains that I often did sell something simply by knowing one little fact about it, not always an important fact.

I soon got to studying goods and investigating the claims of the manufacturers to see what

points of superiority they claimed. I got so that I knew something more than the bare price about hundreds of articles in our stock.

Customers came to know this and turned to me to ask about goods—was this or that article the better? This meant that I could sell them almost everything. They trusted my judgment and I tried to tell them the truth about everything because I was pleased at their confidence.

The same knowledge made me a careful buyer, because I knew something about the customer's viewpoint and when buying goods with their wishes in mind I was sure to choose goods that met those wishes.

So one of the secrets of successful buying is knowing the goods—just as selling depends on the same knowledge—and goods bought that way are sold before you get them into your store.

I've made my story pretty short so you could see quickly the steps from point to point, but I was not permitted to buy right at the start. I had to grow up to it. However, the boss had kept his promise to push me along and I made rapid progress. I agreed with him that I was helped by not being too smart to buck down to work and learn things. That's the only way to learn anything, anyhow—get right down to brass tacks.

Now, the storekeeper of to-day is getting to a point where competition compels him to be a better salesman than he was yesterday. He has to be about as good as he would have needed to be twenty-five or thirty years ago. There has been a period of years between then and now, during which it was easier to sell goods. I won't say anything about the reason for these changes; it's just the facts that concern you and me now.

So if you have clerks who lack two articles before a customer

and don't know any more about them than the difference in their prices you had better make them earn that's all!

OLD YARD STICK.

Fewer Grocery Failures in November, 1908.

Substantial Improvement as Compared With One Year Ago. General Store Disasters About Same.

The official report of failures in grocery and general store lines for November, 1908, shows a continued improvement as compared with one year ago. The figures show a decided falling off in grocery failures, but about the same in the general store line, though in the latter line this November's liabilities are much greater.

The figures are as follows:—
General Stores—During November, 1908, 144; liabilities, \$1,244,807; during November, 1907, 143; liabilities, \$745,568.
Grocery—During November, 1908, 173; liabilities, \$651,207; during November, 1907, 248; liabilities, \$651,207.

The New York Letter

Trade Partly Disorganized Again by Teamsters' Strike. Want Pending Weight and Measure Law to Force Sale of Vegetables by Weight. Model Food Law Criticised. General Items of Trade News.

Special Correspondence of "Grocery World and General Merchant."

New York, December 18, 1908.

A strike of teamsters employed by grocery jobbers and others in the West Side district was declared in the first part of the week, but the men remained out only one day. Some apprehensions are expressed that the trouble will recur about January 1st, but in the meantime trucking operations are not to be interrupted, so that the retail grocer need not worry as to his holiday orders being filled with the usual promptness.

The teamsters who struck belong to the United Teamsters of America, but are about to join the International Brotherhood of Teamsters. The jobbers are generally protected against a strike on the part of the members of the

latter association through an arbitration agreement made by the union with the Merchants' Protective Association. But this agreement expires January 1st, and if there is any further difficulty it will be on the question of renewing it. Some of the men in the union are inclined to present at that time the demand for shorter hours and more pay, which was the basis of this week's little strike.

Neither of the unions indorsed the one-day strike, while the jobbers had the support of the protective association. So the teamsters saw the wisdom of going back to work.

In one respect the proposed new State law regulating weights and measures does not go far enough, in the opinion of some

grocers. The bill, as prepared under the direction of F. Reichmann, the State Superintendent of Weights and Measures, provides that certain kinds of food, such as fruit and farm produce, may be sold either by weight or by standard measure.

"In all lines practicable," says L. J. Callanan, the chairman of the Legislative Committee of the New York Retail Grocers' Union, "the sale of food should be by weight for the protection both of the grocer and of the consumer. Take the young clerk who is waiting on customers, and in many cases, when selling by measure, he will give too much to those he likes and too little to others. I know it is done, for I often did it myself when I was a lad," and the veteran grocer smiled at the recollection. "The clerk can hardly help liking some customers more than others, and it affects him in selling by measure. Almost unconsciously he favors his friends. But selling by weight takes away the temptation to discriminate among customers in this way.

"Selling by weight in all lines



SAUER'S
PURE
FLAVORING
EXTRACTS
"BEST BY EVERY TEST"
10 AND 25 CENT BOTTLES.



We're Not So Foolish

It would be foolish for us to claim the only good flavoring extract, but we do claim to have by far the best flavoring extract proposition in existence.

Best, first, because the price is moderate—not exorbitant.

Best, second, because the purity is guaranteed against every food law on the books while many brands carry no guarantee at all, or only a very vague one.

Best, third, because our many medals and awards of honor—more than are held by any other concern—guarantee the quality of **Sauer's Extracts** to be first.

You can be sure of every drop of **Sauer's Extracts** in every way sureness lies.

SOLD BY LEADING JOBBERS

The C. F. SAUER COMPANY
RICHMOND, VIRGINIA

50% Profit

can be made by selling
Safety Valve Fruit Jars



A Few Reasons Why:—

- We sell to the RETAILER only
- We give HIM the jobber's profit
- We pay the freight
- We pack them so they will not break
- We protect the retailer against high price on Mason's jars.
- We protect the retailer in his profits
- We help you sell Safety Valve Jars

The best packers in the country have been using Safety Valve Jars for years.

Don't place your orders for fruit jars until you have our proposition—you will regret it if you do.

*[If an article doesn't pay you a profit
you can't afford to handle it]*

Safety Valve Fruit Jar Co.

Salem, New Jersey

in which it is appropriate is the honest way and does away with various kinds of deception. The bill may well be made stronger in this respect."

Criticism is heard of the new law proposed for the several States as the result, it is said, of the conference of Food Commissioners and others held in the West several weeks ago. The objection is that it does not include a guarantee clause similar to that in the Federal law, and so the jobber and retailer, it is argued, would be obliged under such an act to take the responsibility that should be placed on the manufacturer. The proposed bill, in the form in which it is to be introduced at Albany, makes it a misdemeanor for a dealer to have in his possession, for sale, or to sell articles that are adulterated, misbranded or improperly labeled. An equal responsibility is thus put upon the dealer as upon the manufacturer who makes or packs the product.

Letters have been received by the local associations of retail grocers from the Richardson & Robbins Co. stating that orders of a chain grocer were refused because he would not give a definite guarantee not to cut the prices below the minimum. President Henry Lohmann, of the United Retail Grocers' Association of Brooklyn, at its last meeting, spoke of the action of the company and urged members to show appreciation of the course of packers who protect their product from price-cutting that otherwise would take away the retailer's profit. In other years this company's products had been cut below the margins of profits for retailers, he said, but this year it has taken measures to prevent anything of this kind being done.

The association sent a letter of appreciation to the company.

The International Shoe Polish Co. has asked permission to give demonstrations at meetings of the retailers' associations. Some of the members believe that it would be good policy to encourage manufacturers when they have anything new to show it at the meetings. In the Brooklyn association the idea has been discussed and may lead to some definite action.

E. T. Bedford, the president of the Corn Products Refining Co., says that the charges on which the Government is about to sue the company emanate from trade unions and socialistic sources. He says that after he heard of the charges of peonage, last week, he made a trip to the new works being constructed near Summit, Ill., and found that the men have the best of food and treatment, even reading and billiard rooms, shower baths and other improvements.

The idea that the company was keeping the men in a condition of slavery probably originated when somebody saw that a fence had been built around the works. Mr. Bedford said that 1,500 men have been employed there, but the number is being reduced to 500 for the winter. He said that the company spent \$50,000 for housing the men and has nothing more to do with them, as the work of constructing the plant is being carried on under a contract by the Lake Construction Co. He said that the commissariat department provides plenty of excellent food and he can testify to the quality, having taken a meal with the men. The construction company employs non-union labor and this has led to the trouble with the unions.

In some sources it is suggested that the prosecution of the company may be inspired in part by the fact of its Standard Oil affiliations, thus indicating that President Roosevelt is determined to carry on the warfare against the Rockefeller interests.

The New York Retail Grocers Union will instal officers Monday evening, January 4th, in Vienna Hall, and will at the same time have a smoker and a stag entertainment, for which the Arrangement Committee promises a variety of entertainment.

Importers are worried because Attorney-General Bonaparte decided against the plan of having food imports released after samples are taken and before analyses are made. The Treasury Department was willing to follow this plan, but the Attorney-General said that it would not be consistent with the intention of the law.

Authority is too much divided among importers are saying, and as a re-

sult, they complain, their imports are held up for long periods of time. They had hoped that the plan of releasing the imports, after the taking of samples, would eliminate much of the delay in getting their shipments, but as this plan has fallen through they will try to have some other arrangement made. One of the suggestions is that instead of having officials of two or three departments pass upon imports that the authority be centralized.

Salvatore Manzella, who dealt in Italian food at 196 Elizabeth St., and also had a liquor and wine business, has been named in bankruptcy proceedings begun by several creditors.

FRED. A. MCGILL.

"Wholesale Grocers' Directory."

"The Official Wholesale Grocers' Directory of the United States" for 1909 is just out (being the fifteenth year of publication). A copy before us shows 2,571 names, all of which are exclusive jobbers. There have been a great number of changes within the last twelve months. It is complete and absolutely correct to date.

Those who desire a mailing list or a guide for traveling salesmen will find it by addressing Orrin Thacker, Columbus, Ohio. Price \$1 per copy.

Written for the "Grocery World and General Merchant."

Did President Kramer Mean that the Grocer Should Make Only Three Per Cent. Net?

Chicago Manufacturer Says Recent Reference of National President Was Obscure. Did He Mean Retailer Should Make Twenty Per Cent. Gross or Twenty Per Cent. Net?

We note that President Kramer, of the National Retail Grocers' Association, has at last come to life with something to say on this most important matter of the retailer's profit. We have reference to the last issue of the "Grocery World and General Merchant." In the article in question he states that 20 per cent. at least should be shown the retail grocer if he would have a "living profit." It is our understanding that he means 20 per cent. net, because in your publication and every other retail organ of the country it has been stated that the average cost to conduct a grocery business is about 17 per cent.

According to the interpretation that can be put, and undoubtedly will be put, on Mr. Kramer's statement by many manufacturers, this will leave only 3 per cent. profit to the grocer, unless the public generally and those manufacturers whose ends are best served by such a policy will point to Mr. Kramer's statement and insist that 20 per cent. gross is what he intended.

As this matter is getting down to such a rock bottom basis, it is suggested that it might be well for Mr. Kramer to issue another article, being more explicit on this point, as it is really the one about which the entire controversy revolves.

No such opportunity has ever existed to wage a campaign against profitless brands of all commodities than just at present. Conditions are just right, and if the retail grocers of the country can by such a campaign of publicity be moved to take the proper action there will not be a manufacturer in the United States large enough to resist immediately putting his brands on the proper basis nor will there be a manufacturer so small but what he will be made acquainted with the situation and will take steps to put his business as small as it may be, on the proper basis.

N. H.

Chicago, Ill., Dec. 17, 1908.

Tell your boys to be on the alert for Ralston Health Food orders this season. This company's goods are easy to sell because of the way they are advertised in the magazines.

MANY GROCERS

Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

QUALITY!

If your reputation is valuable, you can't afford to take chances on Quality.

BORDEN'S PEERLESS BRAND EVAPORATED MILK



(Unsweetened)

BORDEN'S GUARANTEE
IS SOMETHING YOU CAN RELY UPON.

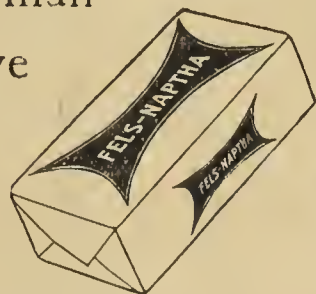
Fills every milk or cream requirement
and pleases the consumer.

BORDEN'S CONDENSED MILK CO.
Est. 1857 "Leaders of Quality"

The Premium Scheme

and Fels-Naptha soap never kept company. We gave the woman just merit and quality, instead. She understood, and gave **Fels-Naptha** her unlimited support.

Hint enough for the progressive dealer what soap to keep well stocked!



Christmas Presents of CUT GLASS

If you contemplate buying any Cut Glass for Christmas Presents we can offer you a fine assortment of shapes and cuts

AT WHOLESALE PRICES

COME IN OR SEND YOUR WIFE



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia



**Quality
That
Counts**

It will surprise customers who never knew **Macaroni** could be so good to find the flavor and quality of **Woodcock Macaroni** so much above the ordinary.

You want the kind that surprises people *that way*.

WOODCOCK MACARONI COMPANY
ROCHESTER, NEW YORK

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: Ninth avenue, New York.—On January 1, 1908, I had a second mortgage on a house I own fall due. Property is worth \$42,000; first mortgage is \$15,000, second was then \$9,750. About December 5th, or twenty-five days before it came due, I asked the holder of same if he would be willing to renew it. I was then paying 5 per cent. About December 15th following along came his agent and told me that Mr. Engel would renew mortgage for five years at 6 per cent., but wanted a bonus of 10 per cent, or \$975, or else he wanted his money. Now, last year about this time money was very scarce. I tried to get it several places but failed, so to make the best of it I paid him the bonus of \$975. Now, I would like to know if this bonus is legal or if this is not usury and could be recovered?

Answer.—The courts of all States are against contracts which provide for the payment of usurious interest, either directly or indirectly, and they are quick to see when a contract calls "bonus" what is really illegal interest. All sort of loan concerns who depend on excessive interest have sought to disguise the fact that the extra payments were really interest, by calling them "fees," or "expenses," or "cost of preparing papers," or a number of other things. Nevertheless these contracts have always been set aside when questioned.

In my judgment there is a fair chance of recovering this money on the ground that the contract was a thinly disguised contract to extort usury. Action must be brought, however, within one year.

Question: W. L. V., Wilkes-Barre, Pa.—Some time ago I placed an order with a salesman of Price & Lucas Cider and Vinegar Co., of Allegheny, Pa., for five barrels of pure cider vinegar at 18 cents per gallon, with one barrel free, guarantee of purity to accompany vinegar. The vinegar

was received in due time, and in voice for same reads "5 barrel cider vinegar" and is stamped across the face "Goods guaranteed to comply with State and National pure food laws" and printed signature "Price & Lucas."

About the time I was ready to place it on sale I heard from some other grocers that a merchant in Sunbury, Pa., had been arrested and heavily fined for selling Price & Lucas vinegar, for which he held a guarantee of purity. I have not put the vinegar on sale and am afraid to do so. I wrote to Pure Food Commissioner Foust asking him to analyze a sample of it for me, explaining to him why I wanted it. He replied that they would not make any analyses except of samples taken in the regular way by their inspectors.

If I should have an analysis made and find that it is impure would I have ground for action against them and could they be made to refund the money?

Answer.—The only thing for you to do is to go ahead and sell this vinegar. The Price people have complied absolutely with their contract, so far as any evidence you have is concerned. They have sold you vinegar marked "Cider Vinegar," in conformity with the law, and they have given you a guarantee of purity. The only evidence you have that they have not honestly complied with the contract is the fact that some Sunbury merchant has been fined for selling Price & Lucas vinegar. This rumor may not be true; even if it is true there is no evidence that it was the same grade of vinegar.

It would do you very little good to have your vinegar analyzed. Suppose your chemist reported that it was unquestionably adulterated; there would be nothing official about it—it would be simply the chemist's opinion. Such an opinion would not be sufficient to warrant you in rescinding the contract. A product is not adulterated until the courts say so.

My advice to this correspondent is to go ahead and sell the vinegar as pure cider vinegar. Even if it is not what it purports to be your guarantee from the manufacturer protects you, and if any action should be brought it would be against the manufacturer and not against you.

Florida tangerines are selling well at \$3 to \$4 per box.

No Foreign Colored Vegetables After January 1st, 1909

Federal Department of Agriculture Issues Positive Ruling that No Copper Colored Vegetables Will be Allowed to Enter After First Day of Coming Year.

Unless the matter is tested, a decision issued by the United States Department of Agriculture this week sounds the knell of the sale of artificially colored French vegetables in this country and all others imported. The decision absolutely forbids the entry of these foods into the United States after January 1st next. The text is as follows:—

FOOD INSPECTION DECISION 92.
THE USE OF COPPER SALTS IN THE GREENING OF FOODS.

As provided in Food Inspection Decision 76, the Secretary of Agriculture has considered the question of foods greened with copper salts. It has been decided that foods so treated are not entitled to entry into the United States under the provisions of Section 11 of the Food and Drugs Act. Inasmuch as contracts have already been made for the present year's pack, until January 1, 1909, all vegetables greened with copper salts, but which do not contain an excessive amount of copper and which are otherwise suitable for food, will be allowed entry into the United States if the label bears the statement that sulphate of copper or other copper salts have been used to color the vegetables. On and after January 1, 1909, no foods greened with copper salts will be allowed entry into the United States.

That the department is now in earnest is shown from the following letter of instruction, which has been sent to all of the Government's chemical laboratories throughout the country:—

FOOD AND DRUG INSPECTION LABORATORIES.

Attention is called to Food Inspection Decision 92, approved by the three Secretaries on May 1, 1908, forbidding the importation of food products to which copper salts have been added after January 1, 1909. You will hold yourselves in readiness to examine and refuse admission in the usual way to all goods containing added copper salts after that date, which refers to the date of arrival and not to the date of consultation. These bodies containing added copper salts are held to be adulterated, and the fact that the label bears a legend showing that copper is present is not regarded as a sufficient excuse for their entry.

You will call attention of importers to this rule and the fact that it will be enforced from and after the first of January, 1909.

Respectfully,

H. W. WILEY,
Chief.

With the above also comes a communication to this journal requesting that prominent publicity be given to the decision.

but action on it was deferred until a reply could be received from you. We regret the position you have taken in this matter and should like to know why you have placed yourself in so antagonistic a position with relation to the retailer. We feel that you have not taken this decided stand without due consideration, and, before taking any definite action with regard to it, we should like to hear from you directly upon the subject. An early reply will be appreciated.

Yours truly,

ROCHESTER RETAIL GROCERS' ASSOCIATION.

By G. Friesner, Secretary.

San Francisco, Cal.

The wholesale grocers of San Francisco, Cal., who distribute goods to that section of California north of the Tehachapi to the Oregon State line have at last decided to do away with the cartage charge on January 1st.

The California retailers claim that the wholesale grocers of San Francisco were the only jobbers in the United States who charged the retailer cartage to deliver their orders to him. In New York City the retail grocers of the Bronx borough as far as 198th

35% Profit and More For Every Grocer in Mother's Oats

Be Your Own Master!

You can make **Mother's Oats** yield you 35 to 40% profit because we **do not** advertise the retail price **on the package or anywhere else**. You sell at your own prices—any profit you choose to ask.

The manufacturer that **forces** you to sell at the **advertised price** of 10c. regardless of **your** profit uses you as a **convenience**. Don't let anybody dictate a profitless selling price. **Be your own master.**

At 10c. your **gross** profit is only 20%. It costs you 17% to do business. You have only 3% left. Is that enough to **live** on?

Pay no attention to the frantic talk about "advertising that moves the goods." It's **quality** that brings repeat orders.

You are a friend and neighbor of your customers. They **believe** in you. They will accept your **word** as to quality and flavor quicker than they will believe the **cold claims** in advertisements.

Mother's Oats has not been cheapened in quality because of a high oats market. It is still the **best oatmeal** and the best food value in the world.

The National Retail Grocers' Association and all the State and local associations heartily approve our **square deal policy** because it means sincere co-operation and a living profit for every grocer.

Push Mother's Oats

Order through your jobber

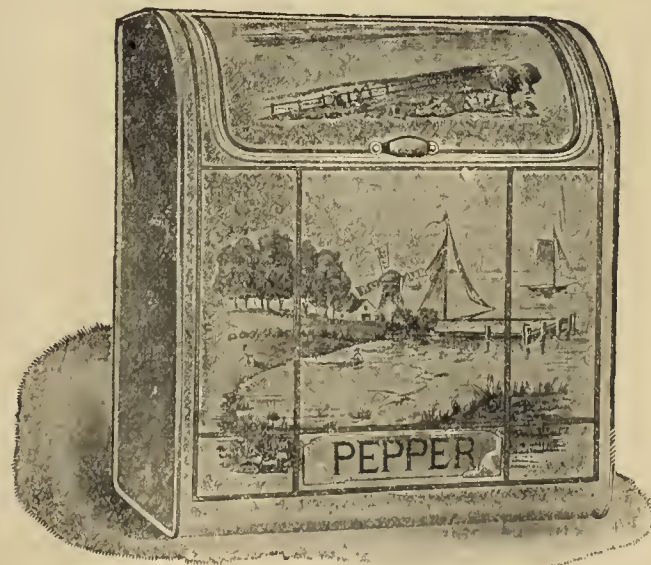
The Great Western Cereal Company

CHICAGO

Read Special Circular packed in every case. It means **STILL MORE PROFIT** for you.



"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

street had their goods delivered to them free of cartage by the New York jobbers, most of whom were situated at the lower end of New York City.

Binghamton, N. Y.

At a meeting of the Binghamton (N. Y.) Retail Grocers' Association last week it was unanimously decided not to sell any more "Cream of Wheat" until the manufacturers will admit that the retail grocers of the country are entitled to "a living profit and to some consideration." No formal resolution was drawn, but the effects of the decision are expected to become evident in a few days.

AMONG THE TRADE.

Watson M. Null, Charles Carey and E. F. Scattergood, all well known in the local fruit trade, will form a partnership on January 1st. They have taken the offices at 123 S. Front street.

Long Island cauliflower rules at a rather high price—\$5 to \$6 per barrel. The supply is low and the demand excellent.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—ED.]

BEANS BY THE POUND.

Commencing Monday morning, all beans and peas will be sold by the pound. New price cards will be ready and a new newspaper announcement made. In our opinion, the dry measure has got to go. It's remarkable how long the old method sticks.

VEGETABLES BY THE POUND.

Spinach, potatoes, carrots, turnips are to be sent out by the pound from Monday morning. With your typewritten lists there will be no confusion. For the present we must write these things, "peck," "bushel" and "half bushel" and "half peck," but a peck of spinach will be 4¼

pounds; a bushel Irish potatoes, 60 pounds; a bushel of sweet potatoes, 50 pounds, and so on. It's simply a matter of putting the "square deal" into business practice.

SELL THE BEST GOODS

when you're taking the Christmas order. Remember that. You saw the sample barrel of turkeys that came last week. That will be our kind. Handsomer birds we never handled—even at Christmas time.

OUR BUSIEST WEEK

of all the year is here. It ought to be, and we think will be, the best week we ever had. Everything is in our favor. But the most favorable thing of all is that people like

this store. Not because it's a bargain store; not because every whim of every woman is catered to, but because this store and the public have the greatest confidence in each other.

THAT FIVE-POUND BOX OF TEA at \$2 will sell. Mixed, Oolong or English Breakfast. "What a splendid thing to give away," you can say. Many of our customers will be glad to know of this truly great tea bargain.

SALE OF GRAPEFRUIT.

Fifty boxes Florida Russett grapefruit, 12-cent size at 7 cents on sale Tuesday morning. You needn't be afraid to sell this fruit to anybody. In fact, you ought to have three or four of them cut on display, as well as a demonstration of how they should be prepared for the table.

The thought of coarseness and dryness will occur to many. Show the samples.

Brad's Popcorn.

Brad says: "You can pay more for antediluvian brands, but you can't buy popping corn giving better yield and satisfaction to consumers than 'Brad's Tip-Top' and 'I-X-L' brands. Some grocers will give customers their money's worth—20 ounces for 10 cents."

BE SURE TO ATTEND THE

Philadelphia Pure Food Show

AND

Exhibits of Household Requisites

At Second Regiment Armory, Broad Street and Susquehanna Avenue
PHILADELPHIA, PA.

MARCH 1 TO 6, 1909

This will be the biggest and most interesting exhibition of the kind ever held. There will be daily demonstrations of all kinds of cooking by cooks of all kinds, from the Eskimo to the French Chef. Many important new ideas will be shown, and

NO GROCER CAN AFFORD TO MISS IT

The manufacturers are doing this, Mr. Grocer, to create a demand for the products on your shelves—spending thousands of dollars to **help you**.

PENNSYLVANIA PURE FOOD EXPOSITION COMPANY

COL. J. W. RITCHIE, Manager

Executive Offices, 214 and 215 Ledger Building, Philadelphia, Pa.

Daily Band Concerts and Vocal Renditions by the Best Talent.

THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

Johnstown, N. Y., Dec. 3, 1908.

Editor "Science of Advertising."

Dear Sir:—Inclosed find an advertisement which was in one of our local papers. Would appreciate to hear your criticism on same.

Yours truly,

JOHN SPONNOBLE, JR.

This advertisement was apparently used last summer some time, and measured 10 inches across three columns. It is very badly displayed. Below is the reduced fac-simile.

This is a pretty weak design. The text is set in much too small type, and so are the headlines. The advertisement looks like a conglomeration of small and insignificant type. Part of it is crowded, while part of the space, meaning particularly that beside the "Tomatoes" panel, is wasted. This whole advertisement should be reconstructed. I should have let the head and a brief introduction go clear across the page, and then divided the balance of the

space into panels. Nothing elaborate; something like this:—

primer, which is the size type in which these words are printed.

Fourth of July Eating

TOMATOES

Name and Address

In an advertisement this size the sub-headlines, that is the headings of the small paragraphs, should be set in type at least pica in size. That means about twice as large as the type used. Neither should the type in which the text appears be smaller than long

This advertisement as arranged now is extremely uninviting and tiresome to read. The philosophy of this is that the eye has to dig out the reading matter, which really ought to lie right on the surface.

The above has all referred to the typographical arrangement. The reading matter of this advertisement is good and had it been properly displayed would have made a very good piece of advertising.

My file is getting low—please send more material.

No Future for Uncoated Rice.

Millers Cannot be Interested in It Because the Demand is All the Other Way. Some Say It is Not Merchantable on Account of Danger from Weevils.

The exploitation by Gimbel Brothers, of Philadelphia, of uncoated and unpolished rice, for the first time in years, has inspired some of the best known wholesale rice men in the business to obtain samples of the natural product. Some of these have been received in Philadelphia dur-

ing the past week and have been shown to the writer.

In one case the sample shown was of Louisiana rice absolutely unpolished and uncoated. A fair jobbing value was $4\frac{3}{4}$ to 5 cents per pound. Another sample was a Texas rice, worth $6\frac{1}{4}$ cents in a jobbing way. In both cases the same rice if coated would have cost $\frac{1}{8}$ to $\frac{1}{4}$ cent more.

An effort has also been made by certain rice men to interest various milling concerns in the matter of unpolished rice, but with no result. The mills all reply that the demand is for the coated rice, and any effort to produce it uncoated meant an interruption of the business. Some took the position that uncoated rice was not a merchantable product, especially in summer time, as the coating on ordinary rice was not palatable to weevils, who therefore let it alone. Uncoated rice would deteriorate much more rapidly than coated, they contend.

We Are Proud of These People.

Fixture manufacturers all over bid for the equipment of John A. Renshaw & Co.'s big store at Pittsburg, but our Miller & England won out.

To give you some idea of the importance of this job the writer is going to briefly describe it.

The store is at the corner of 9th street and Liberty avenue. It occupies a lot about 75 feet long by 39 feet wide. Big show windows run across the Liberty avenue front and another large bulk window ornaments the 9th street corner. All along the 9th street side on the interior of the store run cases with sliding glass doors, intersected every 18 feet by handsome plate mirrors. In front of these cases is a double row of tilting bins, and right in the centre of the 9th street side is a big leather couch. In the rear of the 9th street side is open shelving, fronted by closets with sliding doors, back of which is the 9th street entrance. About three feet from the counters on the 9th street side display tables and show cases run the full length of the store. The other side is fitted with open shelving, intersected with mirrors. In the front of the store on this side is a confectioners' department, backed by large mirrors, the cases containing glass shelves, closed with glass sliding doors. In front of the shelving are the canisters, made by Henry Troemner, which constitutes the tea, coffee and spice department. Three feet in front of this department a series of show cases and counters 12 feet long and 3 feet wide run the full length of the store. Right through the centre of the store is a space of 16 feet. This is topped by a mezzanine floor. The woodwork is all fumed oak and the arrangement and finish of the fixtures make it not only one of the handsomest grocery stores in the country, but it is astonishing that so much working room is possible with such pretentious equipments.

Miller & England have done themselves proud. It is a certainty that this store proves them capable of undertaking the most important work of this character in the country. There are only a few establishments which could have handled it. When you want a real store get in touch with Miller & England.

SUMMER EATABLES IN BROAD VARIETY AND EQUAL TO EVERY DEMAND

ICED FINGERS.

These are the shape of a lady finger and are a light, delicious sponge cake and covered with a nice frosting. Special 2 lbs., 25c.

PINEAPPLES.

Fancy Havana, 4 for 25c.

COFFEE.

A good one, 2 lbs., 25c.

TEA OUST.

A bargain, 2 lbs., 25c.

BOSTON BAKED BEANS.

Special, 2 cans, 25c.

It matters not what your plans are for the

Glorious Fourth of July

whether you are going camping or have decided to "stay at home," this store will help you take all the possible enjoyment of the day. Here you can find every good thing to eat and the merchandise represents the greatest value that money will buy.

SWEET POTATOES.

NEW CABBAGE

GREEN ONIONS

RAISHES

PEAS

LEMONS

BERRIES

FREE ROOT BEER

FRIDAY AND SATURDAY.

ORANGES.

BANANAS

MUSKMELONS

WATERMELONS

Large, ripe fruit. Cutting

very sweet. 45c each.

5 O'CLOCK TEAS.

These are a fresh baked, light cookie. The flavors are vanilla and chocolate. They are just the thing for luncheon. Special, 2 lbs., 25c.

GINGER SNAPS.

Fresh baked, nice goods.

4 lbs., 25c.

Store open Friday evening, closed Saturday at noon. Come early and avoid the rush.

FAT SALT PORK.

Our own make, 5 lbs., 60c.

TOMATOES.

The best and fanciest tomatoes are usually packed in large sized cans, weighing about 3 lbs. For a special we have an extra choice quality of goods put up in a two pound can. The tomatoes were picked from the vines when red ripe and their flavor is delicious. Just the right size for a small family. Regular price is 10c can. Special for Friday and Saturday, 4 cans, 25c.

FRESH SIDE PORK.

Nicely streaked with fat and lean. 5 lbs., 55c.

MEAT DEPARTMENT.

SMOKED HAM.

Small, weighing from 10 to 14 pounds each, cut from country pig pork, cured and smoked in our own plant, are mild, sweet and tender. Their flavor can not be any better, they have a rich color. Per pound, 14c.

BACON.

Our bacon is never too salty and never tough. Lean, small strips of country pig pork is used, then it is sugar cured. It will fry crisp, delicious. Strips weigh from 3 to 6 lbs each. By the strip, per lb., 12c.

FRESH SHOULDER.

Small, tender pig pork shoulders. The cheapest good meat one can buy. The meat is tender, juicy and fresh. Per lb., 8c.

SAUSAGE AND HAMBURG STEAK.

Fresh made every day from good fresh meat and pure spices. Special for Friday and Saturday, 3 lbs., 25c.

FOWLS.

Tender, plump, fresh dressed stock. Weighing 4 to 6 lbs. each. 20c lb.

NATIVE STEAKS.

NATIVE ROASTS.

NATIVE STEWS.

At present our native beef is very good. The flavor is fine.

SIRLOIN AND PORTERHOUSE STEAK 14c lb.

ROUND STEAK 12c lb.

Here is something particularly fine.

LEG OF SPRING LAMB, 25c lb.

FOR YOUR SUNDAY DINNER.

SPRING LAMB CHOPS, 25c lb.

WESTERN RIB ROASTS, 18c lb.

JOHN SPONNOBLE, JR.,

Tel. 115--337

Brooklyn Market

Johnstown, N. Y.

Federal Food Authorities Want Statement of Guarantee Changed

Issue Ruling Inferentially Forbidding Use of "Guaranteed Under Food and Drugs Act of June 30, 1906," After January 1st Next. An Opinion that the Ruling is Without Force.

The Federal Food and Drug Board has issued another decision during the week—Food Inspection Decision No. 99. It provides that the statement of guarantee on all packages coming under the Federal law, which now, as a rule, reads "Guaranteed Under Food and Drugs Act of June 30, 1906," shall be changed to read "Guaranteed by _____, Under the Food and Drug Act of June 30, 1906." The full text of the decision is as follows:—

FOOD INSPECTION DECISION 99.

CHANGE IN FORM OF GUARANTEE LEGEND.

(Amending Section b of Regulation 9.)

Section 9 of the Food and Drugs Act, June 30, 1906, provides that no dealer shall be prosecuted under the provisions of the act when he can establish a guaranty signed by

the wholesaler, jobber, manufacturer, or other party residing in the United States, from whom he purchases such articles, to the effect that the same are not adulterated or misbranded within the meaning of the act. There is a further provision that the guarantor shall, if the goods be adulterated or misbranded within the meaning of the act, be amenable to the prosecutions, fines and other penalties which would attach in due course to the dealer.

Section b of Regulation 9 provides that a general guaranty may be filed with the Secretary of Agriculture by the manufacturer or dealer and be given a serial number, which number should appear on each and every package of goods sold under such guaranty, with the words "Guaranteed under the food and drugs act, June 30, 1906."

It is obvious from a reading of Section 9 of the act that the guaranty is in no sense a guaranty by the Government, and that it is merely an assumption of responsibility for the character or labeling of the goods by the manufacturer, jobber or packer. Yet, notwithstanding this plain fact, attempts have been made by some unscrupulous persons to

cause the public to interpret the phrase "Guaranteed under the food and drugs act, June 30, 1906," as a guaranty by the Government that the goods upon which the phrase appears are pure and conform, in all respects, with the provisions of the act. This misrepresentation has been scattered broadcast in prominent advertisements in the press, and by means of circulars and billboard posters. Even in the absence of such misrepresentation there can be no doubt that the phrase, unfortunately, is misleading, and is therefore prohibited by the law and should be changed. The Commissioner of Patents has refused to register trade-marks of which the phrase formed a part, on the ground that it is misleading and under the law cannot be registered. The Board of Food and Drug Inspection for some time has realized that the wording of the guaranty legend should be changed, but it has also been mindful of the fact that the manufacturers and jobbers of the United States have, in the aggregate, large sums of money invested in labels and plates, upon which appears the legend in its present form, a form indorsed by the regulations and copied therefrom in good faith by the owners of these labels and plates. Entirely apart from the expense and loss of property, it is a fact that a change in the form of the legend, without due notice, would seriously embarrass business interests, because the printing and lithographing of new labels will require considerable time.

As a solution of the question, the Board recommends that the guaranty legend be changed so as to show plainly that the guaranty is that of the manufacturer and not of the Government, that the old form of labels now in use representing guar-

anties already filed with the Department of Agriculture shall be recognized for a term of two years, and that for all guaranties filed with the Department of Agriculture on and after January 1, 1909, the guaranty legend shall read "Guaranteed by [insert name of guarantor] under the food and drugs act, June 30, 1906."

Accordingly the following amendment is proposed to Regulation 9 of the Rules and Regulations for the Enforcement of the Food and Drugs Act:—

Section b of Regulation 9 is hereby amended to read as follows:—

(b) A general guaranty may be filed with the Secretary of Agriculture by the manufacturer or dealer and be given a serial number, which number shall appear on each and every package of goods sold under such guaranty with the words "Guaranteed by [insert name of guarantor] under the food and drugs act, June 30, 1906."

This amendment shall become and be effective on and after January 1, 1909. Labels bearing the form of guaranty legend provided in the original regulations and representing guaranties now on file with the Department of Agriculture may be used for a period of two years, but it is suggested that, as new labels are prepared, the change in the form of guaranty legend should be made.

A careful reading of the above justifies the opinion that the Federal authorities are wholly without authority to make the above change obligatory, or to bring an action of any character



You Get Profit When Customers Get Hungry.

McMENAMIN'S DEVILED CRABS



will put a razor edge on the dulllest appetite and are always a welcome suggestion to perplexed women who do not know "what to get for the next meal." They are used for luncheons, parties, and whenever a tasty, nutritious meal is wanted in a hurry. You could get your customers to use them at least once a week. Do you know what real deviled crabs are? We make ours from the sweet, white meat of selected crabs,

Cooked, picked and canned the day they are caught—

deliciously seasoned. Packed in hermetically sealed cans; guaranteed to keep sweet in all climates, but contain no preservatives.

It will pay you to push **McMenamin's Deviled Crabs**. Write to-day for sample can and booklet showing ways your customers can use them. Shells with every case.

PENNSYLVANIA TRADE supplied by jobbers in Philadelphia, Altoona, East Liberty, Butler, Easton, Hanover, Hazleton, Lewistown, Kane, Johnstown, Lock Haven, Masontown, Pittsburg, Wilkes Barre, Reading, Phillipsburg, Washington, Allentown, Sunbury, Lancaster, Mt. Carmel, Uniontown and Greensburg. Trade supplied by jobbers everywhere.

Hampton

McMENAMIN & COMPANY

Virginia

against the person who neglects to make it. There is nothing deceptive or misleading about "Guaranteed Under the Food and Drugs Act of June 30, 1906"; it is the simple truth, and the Department of Agriculture must have thought so or it would not have prescribed that language in the beginning.

It can be said in the most positive way that no action can lie for continuing the use of the present phraseology.

California Olive Interests' Modest Request.

Ask Ways and Means Committee to Put Tariff on Imported Olives and Olive Oil so High that California Products Will Have Monopoly.

The importers of foreign olive oils are considerably exercised over the attempt of the California

olive interests to have the duty on foreign olives and olive oils increased. The hearing at which this matter came up was reported in a recent issue of the "Grocery World and General Merchant's" Washington correspondence.

The California interests want the duty placed so high that imported oils could not compete at all, which would obviously mean giving California brands a complete monopoly of the entire United States. It is regarded as quite unlikely that any such course will be adopted, nevertheless there is a chance of it.

The California interests are also asking for an increase of 10 cents a gallon on olives, which would tend in the same direction, in spite of the fact that imported olives do not compete with the ripe California product at all.



Christmas Again.

I saw a cartoon in some paper the other day about Christmas that hit my feelings exactly.

A business man was working at a desk, when old Santa Claus touched him on the shoulder and pointed to the calendar.

"What—you here again!" is what the man at the desk was supposed to be saying as he looked up, and it's exactly what I'm a-saying, too.

Why, I'll soon be old at this rate.

Gee whiz, it seems as if I just get through accepting handsome presents one year when they come at me again.

I don't want any of you fellows to send me presents. I think it's fearful vulgar to accept presents from gents. But if you do send any don't send 'em to the "Grocery World and General Merchant" office—I'd never get 'em—here all jealous of me shape down here and spit their spite out on me every way they can.

Send 'em to the Almshouse. If ain't there on Christmas I will be the day after.

I always chuckle a good bit over the mix-up the grocer gets into

around Christmas time. That is, some grocers.

The other day my wife was talking with one of my kids over the approaching doings.

"I wonder what Mr. Jones will show up with this year," said the kid.

Mr. Jones is our popular grocer. Last year he gave me, or my family, a calendar with the holidays ticked off in red. April Fool's Day was among the red ones—I'd never seen it done before. My wife said—*after* she had gotten her Christmas present from me—that Mr. Jones felt sure April 1st must be my birthday.

Wasn't that cunnin'?

"There's no reason Mr. Jones should give you any presents at all," I said sternly to the kid. "Why should he give you anything—do you give to him?"

"It's the custom," put in my wife, with that mild, pleasant manner which always gets around about December 1st, "and then we give him all our trade, don't we?"

"There comes that fool idea again," I said, "that because you buy goods of a man he owes you something! Why do you buy goods of him? As a favor? Sure not—it's because you think you're doing better for yourself, ain't it?"

"Oh, I don't know," said my wife, "there are other stores I could buy of just as well."

"Why don't you do it then?" I demanded.



"GET SOME"

What Pays Your Rent?

The goods that

are best quality in their line;
have constant heavy advertising;
always please customers;
pay you good profits.

You get all these in Van Camp's Pork and Beans with Tomato Sauce.

Van Camp's Beans

The Van Camp Packing Co.

Indianapolis, Indiana

Pure Foods are the Only Safe Kind

since the Government has shown that preservatives are detrimental to health. If you have any chemically preserved foods in stock get rid of them before they are confiscated or you may suffer loss.

There are no preservatives in

HEINZ

57 VARIETIES

PURE FOOD PRODUCTS

and you run no risk in handling them. They are absolutely pure and the guarantee on the label protects you against all food laws.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY

PITTSBURG NEW YORK CHICAGO LONDON

"I'm not sure the rest would trust us," she said sweetly, an impertinent remark which had nothing to do with the case. I ignored it.

"It's just as much a favor to you that he should have a store convenient to the house," I said. "Has it ever occurred to you what you and the other females around here would do if all the grocers should pull up and leave?"

"Yes," she said, "I'd buy at wholesale."

"Whoop!" I said, "you'd make a great wholesale buyer, you would! Your idea of buying at wholesale is to buy a dozen eggs all at once."

My wife sometimes is a pretty stingy buyer. She's one of those calculating females that will buy one egg a day for six days instead of half a dozen at once, so's the weekly bill won't run up so.

"If you had no place where you could buy your one or two eggs at a time," I went on, "you'd be up against it good and proper. Buying eggs at wholesale! It would be easier for you to learn to lay 'em."

These women never look on the

grocery store as a public convenience. Not a bit of it! If they give a grocer their trade it's out of gracious kindness!

I'll bet the women who have lately moved to a certain new Philadelphia suburb see the convenience, though—maybe for the first time in their lives.

One of the big city builders has just promoted a high-grade place out a little way on the Reading road. Has a name and a railroad station. All fine houses—\$8,000 up.

Not a durned grocery in the place! Every woman there's got to go into town to buy stuff, or walk about two miles! Wouldn't that stew you? Never thought of it, I'll bet, till they'd bought their high-priced houses and moved out there.

Take it from me, those women would be so glad to see a grocery store they'd kiss the grocer. They wouldn't have their hands out for Christmas presents or anything else.

But to come back to the conversation with my wife.

"I'll bet my hat," I said to her, "you'd feel sore if poor Jones

didn't come up with some footy little thing that you don't care two pins about, but that cost him all told a lot of money. 'Fess up now, wouldn't you?"

"Not at all," she said with dignity, "I shouldn't feel sore in the least. I might feel as if he had not been as generous as some merchants."

But that wouldn't be a sore feeling—oh, my, no!

"I'd feel sore all right," said my frank and enterprising kid, "and I'd never go there again when I could go som'ers else, neither."

Wasn't that cute? I have a bright family, fellows. Why, that boy who just spoke, when he was two years old, he said—

Who hollered "get the hook" then?

All right, if you don't want to hear the most interesting stuff you ever heard in your life, it's your loss, not mine.

"Suppose business has been so bad the whole year that Jones hasn't made a cent," I went on. "Wouldn't it be rubbing it in to expect him to give Christmas presents and go still further in the hole?"

"That couldn't be," she answered with asperity, "with the prices he charges. He ought to give some of it back in Christmas presents."

Say, there's a bright thought, fellows. An easy way to give Christmas gifts to your customers and not feel it—soak 'em hard during the year and give 'em a rebate on December 25th.

If there is any gentleman among you who thinks this idea is worth money, he may address a check to me, care of my club—the Henpeckers.

Well, I hope you fellows all have a good Christmas. Here's looking at you and happy days.

THE STROLLER.

These trade-mark crisscross lines on every package

Cresco Grits and Barley Crystals BREAKFAST AND DESSERT CEREAL FOODS

FOR CASES OF STOMACH, INTESTINAL, KIDNEY AND LIVER TROUBLES

Delicious foods for sick or well.

Unlike other goods. Ask Doctors. For book or sample, write

FARWELL & RHINES, WATERTOWN, N. Y., U. S. A.

PATENTS

obtained on inventions and designs. Trade-marks, prints and labels registered.

R. W. BISHOP

ATTORNEY AT LAW

908 G St., N. W., Washington, D. C.

Here's a Treat for You and Your Trade

Oysters—in cans—with all the true flavor and natural taste of fresh oysters retained. These oysters are selected for their size and quality; are guaranteed to be pure and free from all contamination and are taken from selected stock, grown on our own beds and put up by the most sanitary methods known and under our personal supervision.

We use our monogram to designate these oysters and call them our

MONOGRAM BRAND

They are put up in quart cans and are shipped two, three or four dozens to the case. We should like to quote you prices on these, and also on New York Counts and Culls, opened or in shell.

We operate under permit from the Board of Health of New York City.

Merrell-Haviland Oyster Company

Boat 2, Foot of Bloomfield Street, New York City

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. FORBES

INDEXED COUPON BOOKS



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES

FORBES BUILDING

COSHOCOTON, OHIO



WHAT ABOUT YOUR WINTER BUTTER?

In summer time it's a good deal easier to get good butter, though even then it's not easy to get successive shipments to run regularly.

In winter butter often runs neither good nor regularly. Isn't it a fact that no matter how careful you are you will get complaints from customers?

Our **Gurnse** Butter is perfect in all seasons, and it keeps so. It involves tremendous trouble and care to keep it regular, because the tendency of butter is to vary. Nevertheless we do it, and to that fact, as much as to **Gurnse's** superfine goodness, we credit the brand's remarkable success.

You'll never regret the day you made **Gurnse** your leader.

Packed in 20, 30 and 50-pound boxes—pounds and half-pounds—37 cents. Prices subject to market changes.

P. F. BROWN & CO., 39 S. FRONT ST., PHILADELPHIA

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

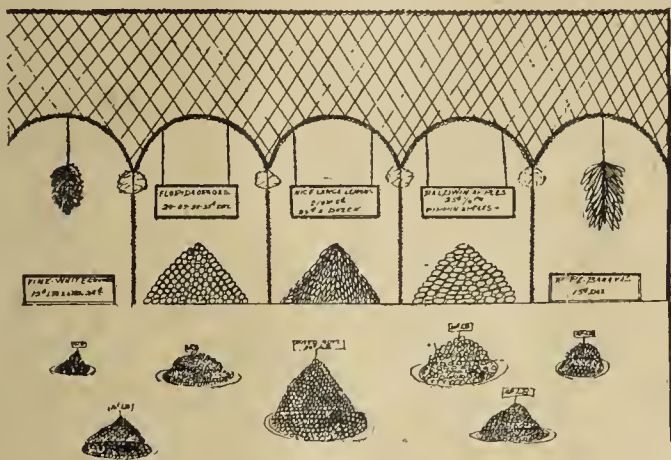
A Nut Window.

Here is a drawing of a house which by experience makes a very attractive decoration for a window.

First, I made the house of a store box and covered the roof entirely with almonds fastened with glue. The sides and front

inches wide, 28 inches long and 24 inches high.

Would appreciate it very much if you put it in your next issue of the Window Dressing Department. Am a clerk for Robert A. Enders. Been in his employ for more than seven years. Same time he being a subscriber to the



of the house I took the half shells of English walnuts and the vacant place between hazel nuts. The window frames are also covered with almonds. For the chimney I used pecans, which represent a stone chimney and Santa on the roof, which is a great drawing card. The background, as you see, is lattice work, with grapevines and fastening Malaga grapes to the vines, using seedless and seeded raisins. Same time, the packages being effective makes a very appropriate window for Christmas or New Year. At night I light the house with a red and green light. Electric is the best. The size of house is 20

"Grocery World and General Merchant," he would appreciate it also.

IRVIN E. DEPPEN.

Harrisburg, Pa.

A Window of Some Christmas Goods.

I am sending you a sketch of a window I put in this week.

I laid red and white paper on the floor, took sticks and barrel hoops to make the arches. I then took and nailed a strip of wood about three feet above the arches the length of the window. I took red and green crepe paper and covered the arches; took red and green crepe paper, cut in 1½ inches wide, nailed them on the

top stick slanting to the arches, one color one way and one the other. Where the arches met I made puffs out of crepe paper. The first arch has a bunch of bananas and the last a large bunch of white grapes with a sign under it, the second a mound of apples, the third lemons, the fourth oranges. The second, third and fourth all have signs above hanging on cords. The rest of the window is full of plates of nuts of all kinds and candies. The floor is strewn with nuts, candies and small cakes.

C. F. MILLER.

257 W. Walnut street,

Lancaster, Pa.

Written for the "Grocery World and General Merchant."

Bear Represents Hungry Grocer Hunting for Profit.

Waggish Contributor Makes Pithy Comment on Cream of Wheat Co.'s Current Magazine Advertisement. No Doubt that the Grocer Can Cut the Goods Out.

I propose for the Cream of Wheat controversy the latest illustration of the Cream of Wheat people, viz., the advertisement in the "Delineator" for January showing a hungry bear devouring Cream of Wheat. This suggests the inquiry—does the bear represent the hungry grocer hunting in the case of Cream of

Wheat for a profit? The manager of the Cream of Wheat Co. is only an example of what uncurbed corporations and trusts will do. They show with others that except for their benefit nothing will be considered that does not promise extra profit to themselves.

I have been able in the past to cut out Cream of Wheat and believe I can do so again. Suppose the retail dealers try to get along without it for a few months.

Congratulating the retail grocers of Pennsylvania that they



have a good champion of their rights in the "Grocery World and General Merchant," and with the compliments of the season, I remain,

J.

Cresco, Pa., Dec. 15, 1908.

Two-Minute Sermons for the Retail Grocer

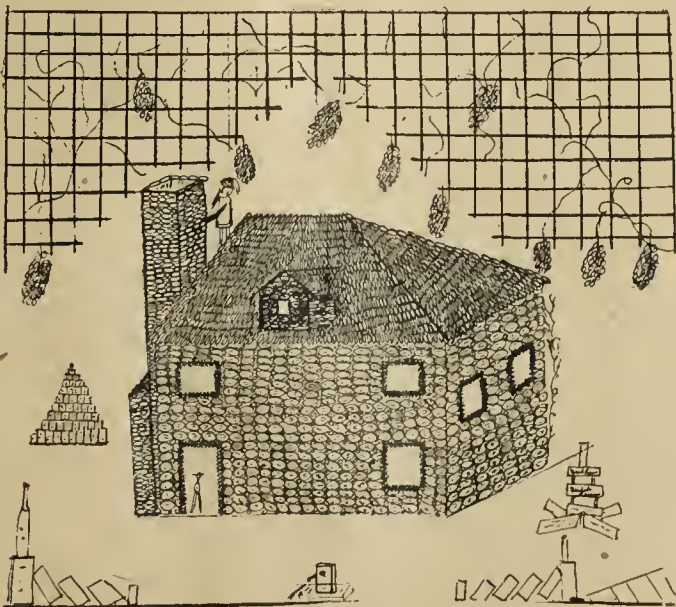
LXIII.—Health as a Business Asset.

The man who would be a thorough success in business should take the best of care of his health. He should remember, at all times, that no matter how much of a success he makes if he loses his health he loses the possibility of enjoying the fruits of his labor, and he should also remember that the loss of his health at any stage of his business career will mean a corresponding decrease in the proportion of success he will attain.

To the young man who must depend absolutely upon his own exertions for his success in life it sometimes seems almost impossible to reserve enough hours from business to take the proper care of the health, but it is gen-

erally a matter of selection. If some indoor enjoyment can be set aside, and the time devoted to healthy exercise such as a long walk in the country, where the deep breathing of pure air can be enjoyed to the full, or even long rides in the country, it will go far towards retaining the health which would otherwise be lost, but by all odds the walks are the best, and they can be taken while going to work in the morning if no other time can be found. The walk will soon become enjoyable, and a habit of that kind contracted in early life will be a safeguard against the business breakdown in later years. The brain cannot do its best work unless it has the assistance of a healthy body.

F. A. P.



THE GROCERY MARKETS

Tea.

The tea market shows a fair and steady demand. Buyers are taking goods for actual wants only, and their wants at this season are not large. Prices show no change and there seems to be no condition which can cause a change. The total production of tea this year is not much if any in excess of the demand, speaking particularly of the desirable grades, and the market therefore is likely to remain about steady.

Coffee.

The market for Rio and Santos coffee has been stupid, dull and weak during the week, though it closed somewhat more steady than it ruled early in the week. The market has been more or less heavy, though conditions may be improved somewhat by the fact that the new syndicate loan provides that no syndicate coffee shall be sold for one year. Mild coffees are steady and in fair demand. Java and Mocha unchanged and in moderate demand.

Sugar.

Sugar still continues to be demoralized. Raw sugar shows no special change for the week, but the outlook is unsettled and uncertain. Refined sugar is unchanged on the last basis, but the refiners are still at odds, and to cure the present unsatisfactory situation a radical change in selling methods will be made about the first of the year. The demand for refined sugar is moderate.

Syrup and Molasses.

Glucose declined 20 points further during the week, making a drop of nearly half a cent from the top. Compound syrup also dropped 2½ cents per gallon in sympathy, making the total decline there 4½ cents. This reduces syrup to a comparatively low level. The demand is fair. Sugar syrup is unchanged and in fair demand. Molasses is steady to firm and shows no change in prices for the week.

Fish.

The fish market is dull and will remain so for the balance of the season. Norway mackerel, however, is firmly held. Irish mackerel are not quite so firm and probably some concessions could be obtained in them. The demand for mackerel is light. Cod, hake

and haddock are unchanged and dull. Salmon is selling in a small way at prices that show no change. Sardines of all grades are steady to firm and in light demand.

Canned Goods.

The tomato market is weak on about last week's basis—67½ cents for Maryland 3s, with 65 cents bid and likely soon to be accepted. The tomato outlook is not strong, though it is reasonably sure that with any active demand prices would advance. Corn is in fair demand at prices that are nominally unchanged. Some New York packers, for example, are willing to shade in order to move goods quickly. Low grade peas are in fair demand, the entire list of prices being unchanged. Peaches are unsettled as to price and very light as to demand. Apples range from \$2.40 to \$2.50 for New York State gallons. The quality of this year's pack of apples seems to be unusually poor, some of the brands sold at even \$2.50 leaving much to be desired. California canned goods are weak and unsettled, the market not being in a satisfactory condition for large holders of stock. Small Baltimore canned goods are unchanged and dull.

Dried Fruits.

Prunes are still weak. Outside stock can be bought for 27/8 to 3-cent basis, and Santa Claras at 3¼ at the outside. The demand is light. Peaches are selling fairly well at unchanged prices. Apricots are scarce and high and in fair demand. Currants are in excellent demand at unchanged prices. Raisins are very weak and in very unsatisfactory demand. Offers of fancy seeded have been made during the week at 5½ cents coast. Citron, dates and figs are active at ruling prices.

Butter.

The butter market has been very firm and active during the past week. There has been an increased demand for everything in the butter line, and the make is short, as is usual for the season. The percentage of high grade butter is very light and all grades meet with ready sale at top quotations. There will likely be a falling off in the wholesale demand on account of the prevailing holiday, and for this rea-

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

son, in spite of the strength of the market, there may be no further advance at the present time. The market is very healthy and will likely remain unchanged until after January 1st.

Eggs.

The egg market is barely steady at a decline of 2 cents per dozen. There has been some increase in the production of fresh eggs and the demand has been only moderate owing to the extreme high prices. The future will depend upon the production of fresh eggs, which is in turn dependent on the weather. The market at present is in quite an unsettled condition.

Cheese.

The cheese market is firm and unchanged. There is a very light consumptive demand, as is usual for the season. The trade look for continued dull trading until after the first of the year, after which there is always a better consumption, usually accompanied by slightly higher prices as carrying charges increase. The stocks of cheese in storage are lighter than for some years, and the market is in a very healthy condition.

Produce.

Potatoes, York State, 85 to 90 cents per bushel, demand good; Scotch, \$2.50 per sack, demand fair; sweets, prime, 50 to 60 cents per basket; culls, 30 to 35 cents per basket, demand good; carrots, 30 to 35 cents per basket, demand fair; Jersey cabbage, 25 cents per basket, demand fair; York State (Danish), \$33 to \$35 per ton, demand fair; white turnips, 12½ to 15 cents per basket, demand fair; beets, choice, \$1.75

per barrel, \$3 to \$3.50 per hundred bunches, demand fair; yellow onions, 40 cents per basket, demand good; white pickling, 70 to 75 cents per basket, demand fair; York State salad, \$1.50 to \$1.75 per barrel; Florida, \$1.50 to \$2 per barrel, demand fair; horse radish, \$3 to \$3.50 per barrel, demand fair; watercress, \$1 to \$1.50 per barrel, demand good; Pennsylvania celery, 6 to 10 cents per bunch; Western and Kalama-zoo, 65 to 75 cents per bunch, demand good; parsnips, \$1 to \$1.25 per barrel, demand fair; pumpkins (Boston squash), 90 cents to \$1 per barrel, demand fair; spinach, Pennsylvania, \$1.25 to \$1.50 per barrel; Southern, 75 cents to \$1 per barrel, demand fair; oyster plants, \$2.50 to \$3 per hundred bunches, demand fair; hothouse radishes, \$3 to \$3.50 per hundred, demand fair.

Beans and Peas.

Pea beans have developed some weakness. Domestic pea beans are nominally quoted at \$2.30, but some holders are shading below that. Imported pea beans average \$2.10. Domestic marrows average \$2.40, and imported \$2.30. The demand for beans is light. California limas show no change and light demand. Split and dried peas are firm and unchanged, with the exception of yellow splits, some sales of which have been made a shade off.

Provisions.

The provision market, as usual, is very dull. There is only a limited demand and prices are unchanged and only steady. Smoked hams are practically at a standstill. Both pure and com-

pound lard are steady at unchanged prices, and the consumptive demand absorbs all arrivals. Barrel pork, dried beef and canned meats are unchanged and very dull.

Poultry.

The outlook is for a normal supply of everything in this line. The turkeys getting in are showing better quality than the Thanksgiving receipts, and the outlook is for an ample supply at about present prices—20 to 22 cents per pound. Chickens, ducks and geese are in ample supply. The average market for roasting chickens is about 17 cents; fowls, 14½ cents, ducks, 15 and geese 15. The demand is lively.

Green Fruit.

Apples, per barrel, Kings, \$4 to \$4.25; Baldwins, \$3.75 to \$4; Hulbertsons, \$3.50 to \$3.75; Greenings, \$3.50 to \$3.75; Northern Spy, \$4 to \$4.25; Bellflower, \$1.40 per box; Ben. Davis, \$2 per box; Jonathan, \$2.25 per box, demand fair; bananas, large, \$1.25 to \$1.75 per bunch; 8-hands, 90 cents to \$1.25 per bunch; 7-hands, 65 to 75 cents per bunch; 6-hands, 50 to 60 cents per bunch, demand good; red bananas, \$2.50 to \$3.50 per bunch, demand good; Florida oranges, \$1.90 to \$2.25 per box; India River, \$3.50 to \$4 per box, demand good; tangerines, \$3.25 to \$3.50 per box, demand good; California lemons, \$2.25 to \$3 per box; Messina, \$2.25 to \$2.50 per box, demand good; pineapples, \$1.75 to \$2 per crate, demand fair; limes, 80 cents per hundred, demand fair; Florida grapefruit, \$2.50 to \$3.50 per crate, demand good.

Nuts.

Peanuts, green, choice, 3½ cents per pound; fancy, 4¾ cents per pound; jumbo, 5¾ cents per pound; roasted, choice, 85 cents per bushel; fancy, \$1.20 per bushel; jumbo, \$1.45 per bushel, demand fair; almonds, paper shell, 14 cents per pound; soft shell, 13 cents per pound; Brazils, 8¼ cents per pound; filberts, 9¾ cents per pound; pecans, 11½ cents per pound; walnuts, 11½ cents per pound; mixed nuts, 10 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Imported Fish Products.

The fish trade has naturally been neglected during the holiday season. Nevertheless, prices

for Holland herring have kept up pretty well, owing to firm market reports from Holland.

Scotch herring continue in good demand and prices are very firm owing to short supplies. There are quite a few West Coast herring in the market now, taking the place of regular East Coast herring, on account of their scarcity.

Mackerel trade has been really better than expected, and Norway mackerel especially have been selling rather better than in a hand-to-mouth way and are held very firmly, and prices are tending higher. Norwegian shippers and importers here have all lost a lot of money on Norway mackerel this season, owing to the very serious decline since the opening prices were made, and holders are not inclined to part with their mackerel now unless they get a little better prices, and the opinion generally prevails that better prices will be realized after the turn of the year.

Trade in imported oil sardines has been rather dull. French are in very scant supply and Portuguese are rather scarce, as fishing which should by this time be in full swing has practically not started yet in Portugal.

Norwegian sardines continue to sell very nicely. The Norwegian packers have agreed not to pack any sardines during the three winter months, and it is only natural that in consequence supplies will be much shorter than in past seasons. Furthermore, those Norwegian smoked sardines packed in pure olive oil are gaining in favor daily, and the sale and consumption of the same is increasing steadily.

STROHMEYER & ARPE Co.
New York, N. Y.

Baltimore Canned Goods.

The general estimate of the total pack of tomatoes, corn and peas in the United States in the canning season of 1908 has been already more than discounted by the course of the market as to the prices of each of those articles, so that the official publication of the figures will have no influence upon the trade. The whole year, all the way through, has been full of contradictions and peculiar features, of hopes and disappointments, and the ringing out of the old and ringing in of the new year will be celebrated with less regret on the one hand, and greater enthusiasm on the other hand, than was ever perhaps before experienced in canned goods circles, especially by the canners of tomatoes. The events of the year are too fresh in the memory of those interested in the business to require recapitulation. The future is what we must deal with, putting pessimism behind us, and looking forward to the possibilities of the



H-O

Comes to you with a big sale. If we offered you a new article and guaranteed three out of ten of your customers would buy it regularly you would think such a seller worth pushing. That's the way with **Hornby's Oats**—all but the pushing. The sale is there, it's established.

THE H-O COMPANY

BUFFALO, N. Y.



Be Judged by "Exton" Oyster Crackers

People size up your store by the brands of goods they have known for years. "Exton" Oyster Crackers have been "The Best Known and Known as the Best" for sixty-one years. The grocer who sells them gets credit for handling *Best Quality in All Lines*.

A. Exton & Company

TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.

new year, each one doing his part, however humble, to make his fellow forget the trials and tribulations of the year now drawing to a close.

Reviewing the market in this section the past week there is little to be said about it. December is, as a rule, the dulllest month of the year in Baltimore, and the record will not be altered in that respect this time. Some sales of tomatoes for deferred shipment are being made at the going prices, the goods to be invoiced after January 1st, and many believe that the turn in the road toward a general improvement in the demand and values is in sight. The character of the buying points in that direction, and a general patching up of broken stocks is anticipated after inventory time is over and a new basis of selling prices is adopted by the jobbers to meet the requirements of the situation. During the week just ended there was not a single article in the list that advanced or declined in price, a most remarkable thing, and probably without a parallel, at least not in this market.

The orders for tomatoes for prompt shipment were small, both in number and quantity, the redeeming feature being that they were well scattered, carrying the inference that the stocks in the hands of the jobbers are smaller

than usual. Offers for large lots at less than the present prices were promptly refused, an indication that the holders are in more comfortable circumstances financially. Some excellent trades can still be picked up, and they are worth attention.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Spices.

The market continues exceedingly active, with very steady advances throughout the list. It is a sure fact that much higher prices will rule for spices during the early part of next year.

Pepper.—The market is exceedingly firm and much higher prices are ruling. Sharp advances have occurred since our last letter, and pepper in all has advanced fully 1 cent per pound during the last thirty days. These prices will rule until late spring, at which time there is a possibility that values may ease up some little.

Cloves very much firmer and in fair demand. We look for sharp advances to occur at any time.

Mace very scarce and in very fair demand. Prices continue steady and firm.

Nutmegs in very active demand. Large size nuts are exceedingly scarce and have advanced about 2 cents during the week. Nutmegs are still low and very safe at present values. Higher prices will rule.

Cassias steady and somewhat firmer. All grades in very fair demand.

Gingers exceedingly scarce and higher. Demand is fairly active. We look for further advances to occur after the turn of the year.

Seeds and Leaves.—Caraway is firmer and higher prices are quoted. Coriander and Poppy are unchanged. Mustard is steady at very attractive prices. Sunflower continues very high and Prime Stripe Seed is scarce. Laurel Leaves much firmer and will go higher. Marjoram is also higher in price.

McCORMICK & Co., Inc.
Baltimore, Md.

MARKET NOTES.

Florida oranges are coming better, and the price for the best shows a slight advance—\$2.50 to \$3. The demand, however, is slack.

Florida grapefruit remains unchanged at \$2.50 to \$3 and is wanted. The quality is good.

Florida squash ranges from \$3 to \$3.25 per bushel box and are still in limited demand.

California is sending some good tomatoes East, the price averag-

ing \$1.75 per carrier. Florida tomatoes range from \$2 to \$3.50 and the quality is not extra. Hot-house tomatoes range from 22 to 25 cents per pound.

Florida salad ranges from \$1.75 to \$2.25 per half barrel and is in excellent demand.

Florida strawberries keep high, ranging from 50 cents to \$1 per quart. The demand is slow.

Florida beans range from \$2.25 to \$2.50 per basket and are in slow demand. The demand is light.

Florida cucumbers are scarce at \$2 to \$3 per box. Hothouse cues from Long Island range from \$1.75 to \$2 per dozen. The demand is good.

Florida okra is dull. The price is \$2 to \$2.50.

Florida peas range from \$2.75 to \$3.25 and are in fair demand. The quality is fair.

Hothouse radishes average \$3 per 100 and the demand is light.

Cranberries are getting higher and higher, and the range is now \$13 to \$20 per barrel. By the crate good berries bring \$4. The demand is excellent.

The first Bermuda potatoes are in market, ranging from \$6.50 to \$7 per barrel. The demand has not yet opened up.

New Code of Ethics for Northwest Merchants.

The Inland Empire Retail Dealers' Association Tell Officially What They Consider the Right Way to do Business.

Special Correspondence of "Grocery World and General Merchant."

Spokane, Wash.,

December 14, 1908.

The Inland Empire Retail Dealers' Association has adopted a "code of ethics," designed to advance the interests of the wholesalers as well as retailers. The code was prepared by a committee composed of Philip Carbary and C. Anderson, of Spokane; B. S. Defenbach, of Sandpoint, Idaho, and O. E. Barr, of Coeur d'Alene, Idaho. The full text follows:—

We respectfully submit that some action should be taken looking to a suppression of the prevailing practice of wholesalers selling direct to consumers, and in order to do this a

combined friendly effort should be made to arrive at a satisfactory definition of the word "retailer" as distinguished from "consumer."

Other practices which we conceive to be inconsistent with the best interests of either of the parties to this meeting are as follows:—

Selling opening stocks to prospective merchants who have neither moral nor financial standing.

Encouraging the opening of new stores in communities already badly overdone.

The practice of giving free deals.

The overstocking of retailers, a practice which invariably encourages the subsequent cutting of prices.

Failure on the part of the wholesaler to investigate the causes of slow pay on the part of the retailer.

There should be more co-operation between the wholesaler and the associations. We say the associations, because it is through these bodies that all improvements in our lines are carried out. The more friendly the wholesalers are with their trade, the less liable will they be to cater to peddlers, the so-called brokers and similar concerns. It would prevent the practice, now too common, of wholesalers having actual financial connection with retail stores.

There should be more of the spirit of Samuel Glasgow, of the Centennial Mill Co., of Spokane, who has refused to sell his goods to a new concern here, giving the excellent reason that he would not lend assistance in the building up of a business antagonistic to his friends, the retailers, who had been the principal factors in the success of his own concern.

The question of the justice of the wholesaler entering into competition with and often underselling the retailer whose patronage he expects.

R. O. McClintock, representing the Spokane Wholesalers' Association, was one of the speakers at a meeting of the wholesalers and a committee appointed by the Coeur d'Alene Grocers' Association, an auxiliary of the Inland Empire Retail Dealers' Association, for the purpose of establishing a trade rule. He said that such conferences are productive of mutual benefit, and with the view to cementing more closely the interests of the wholesalers and retailers, he urged frequent meetings of these branches of the trade, adding:—

That our organization may be placed on record, I wish to offer the following resolutions:—

That the wholesale grocers of Spokane exercise the utmost loyalty to the retail dealer in selling only to those who are entitled to buy at wholesale.

That we do not encourage new merchants in embarking in business in places already overcrowded with competition.

That we refuse financial support to the incompetent dealer who has not the ability to succeed and who through ignorance of the cost of doing business sells goods at a loss, thus causing his competitor much annoyance and loss of legitimate profit.

In doing these things which are fair for both ourselves and customers, we can expect and will receive the support of the retail merchants throughout the Inland Empire.

AUGUST WOLF.

They'll Never Go Back

Many a person tempted away from French Sardines by the excessive price, will never go back. Hundreds of them are eating Norwegian Sardines, which they like twice as well as they ever liked the French.

If you want to boom your sardine trade, offer our **Vita** brand of Norwegians. Small, tender, silver-skinned fish, prepared in the exclusive unmatched Norwegian fashion.

They make trade everywhere they go.

F. H. Phillips & Co.
444-446 Greenwich St.
New York



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Imported Sugar.

Northfork, Pa., Dec. 15, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Will you please inform me of the name and address of a broker who handles imported sugar?

Is there a directory printed of the different brokers? If so, where can it be obtained?

Yours truly,
E. L. DIBBLE.

Rogers, Holloway & Co., Bullitt Building, Philadelphia, handle imported sugar.

Several years ago there was a directory of the brokers, but it has probably lapsed, since nothing has been heard of it for a long time.

As to the "Business Association of Pennsylvania."

Latrobe, Pa., Dec. 10, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I inclose leaflet and would like you to let me know if this association is O. K., as a representative is in town collecting subscriptions for same.

I inclose stamp and would thank you very much for a prompt reply, as the party is going to leave town the first part of next week.

Yours truly,
GEO. G. NEWCOMER.

The "Business Association of Pennsylvania" is the organization against which the Pennsylvania Retail Merchants' Association has issued several warnings. The "Grocery World and General Merchant" reiterates its advice not to subscribe to its work.

A Food Show.

—, Pa., Dec. 12, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—I would kindly ask you to give me any information as how to conduct a pure food show properly, and your knowledge of the advisability or financial success in larger cities. I, as an individual, was thinking of promoting one in our city, or would it be advisable to have the merchants in a body conduct same?

I have the promise of the support of a dozen or more of the largest

concerns in the country to exhibit, such as Sprague, Warner Co., Chicago (as I handle their goods); H. J. Heinz Co., Quaker Oats, Shredded Wheat, Freihoffer, Genesee Pure Food Co., of Philadelphia, and many others of the proprietary goods.

Please treat this as a personal matter and I will thank you in advance for early reply.

Yours truly, M.

The best informed man on food shows in this section of the country is undoubtedly Wm. Smedley, secretary of the Philadelphia Retail Grocers' Association, 202 S. Ninth street, Philadelphia, Pa.

Manufacturer of a Brand of Hominy.

Washington, D. C.,
Dec. 15, 1908.

Editor "Grocery World and General Merchant."

Dear Sir:—Please advise me who are the manufacturers of Redstone Flint Hominy, and oblige

Yours truly,
VERLING HARRIS.

The "Grocery World and General Merchant" has not been able to find out anything about this brand. Does any subscriber know?

State Association Again Warns
Against Mercantile Tax
Repeal Scheme.

State Secretary Says Five Representatives
Are Busily Begging Money
Through Pennsylvania. Small Items
of Local Association News.

Special Correspondence of "Grocery World and General Merchant."

Erie, Pa., Dec. 18, 1908.

We are informed that five men and a female stenographer are canvassing for funds at Latrobe, Pa., and are gathering autographs and \$5 contributions for the repeal of the Mercantile Tax Law. All members of affiliated bodies of the State Association are advised not to contribute donations for legislative purposes. It is both unwise and unnecessary.

The Homestead Business Men's Association, at its meeting on December 8th, nominated the following officers; President, P. C. Wagner; vice-president, C. F. Botsford; treasurer, John O'Leary; secretary, D. J. Crawford; manager of picnic, W. A. Kessler. The election will take place at the next meeting. There are no contests and all of the old officers will be re-elected. Homestead has adopted the State Rating System.

A. M. HOWES,
State Secretary.

GLASS JARS OF Pure Cod

¶ This is our pure **Georges Cod**—packed in glass. Clean, thick, meaty pieces of pure white cod, preserved only with sea salt, and then kept from spoiling by the vacuum process of sealing. Open a jar any time and you'll find the contents moist and tender.

¶ This is just as certain to sell as sugar—with a good deal more profit.

Swift & Company



FOR CHILDREN

You can especially recommend **Wheatena** for children's food—it is an ideal builder of health for them. Every mouthful they take is easily digested and changes into fine growing material.

Push this thought along a little and you'll find a substantial increase in the **Wheatena** demand.

The roasted kernels of fancy selected wheat, prepared as we do it, sterilized and sealed.

The Wheatena Company
Rahway, New Jersey

FOREIGN AND DOMESTIC GREEN FRUITS.

Corrected by R. Daetwyler & Co.

Jamaica Bananas—		Per bunch
Selected, 10 hands, packed 1 in barrel.....		2.00
" 9 " " " 2 in crate.....		1.50
" 8 " " " 1 " ".....		1.25
" 8 " " " 2 " ".....		1.10
" 7 " " " 2 " ".....		1.00
" 7 " " " 3 " ".....		.75
" 7 " " " 3 " ".....		.65

Tangerines—		
Fancy, 120 to box, per ½ box.....	1.75	to 2.00
" 144 " " " " ".....	1.70	to 1.90
" 168-200 to box, per ½ box.....	1.65	to 1.75

Fancy Florida Oranges—		Per box
Fancy Brights, 96 to box.....		
" 126 " " " " ".....		
" 150-176 to box.....	2.25	to 2.50
" 200-216 " " " " ".....	2.25	to 2.50
" 250-288 " " " " ".....		2.50

Golden Russetts, 96 to box.....		2.15
" 126 " " " " ".....		
" 150-176 to box.....	2.00	to 2.25
" 200-216 " " " " ".....	2.00	to 2.25
" 250-288 " " " " ".....		2.40

Messina Lemons—		Per box
Extra Fancy, 300 size.....		3.50
" " 360 " " ".....		3.00
Choice, 300 size.....		3.00
" " 360 size.....	2.50	to 2.75

California Lemons—		Per box
Extra Fancy, 300 size.....		3.00
" " 360 " " ".....		2.85
Choice, 300 size.....		2.75
" " 360 " " ".....		2.75

Fancy Almeria Grapes—		
Extra Fancy, barrels, weight 65-66 ½ barrels, weight 38.....	5.50	to 6.00
Fancy, barrels, weight 64-66.....		5.00
Extra Choice, barrels, weight 63..		4.50
Choice, barrels, weight 63.....		4.00

Fancy Florida Grapefruit—		Per box
Fancy Bright, 36 to box.....		3.00
" 46 " " " " ".....		3.50
" 54-64 to box.....		3.75
" 80-96 " " " " ".....		3.50

Golden Russetts, 36 to box.....		2.25
" 46 " " " " ".....		2.75
" 54-64 to box.....		3.00
" 80-96 " " " " ".....		2.75

GIVE SOME ATTENTION TO THE MONEY MAKER

Fine fruit not only brings people into your store but if you buy the right goods at the right prices you make splendid profits.

We will show you how to make money on fruit if you will get in to see us.

R. DAETWYLER & COMPANY
New Market and Callowhill Streets, Philadelphia

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free cost. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia.

WANTED—Second-hand National Cash Register that prints sales slips, and two butcher blocks. Must be A 1. State price and condition. Address Jacob T. Shils, Atlantic City, N. J.

FOR SALE.

FOR SALE—One Stanley Steamer Runabout Automobile; cost when new \$1,100; been remodeled; will take \$125. One Acme Peanut Roaster; cost new \$17.50; will take \$5. One old (Antonius Stradivarius, Cremonensis Faciebat Anno 1721 A.D.) Violin, with above inside of back; will take \$175; good music and an old relic. A. T. Morse, Canton, Pa.

FOR SALE—Vermont maple syrup; guaranteed absolutely pure, A No. 1 quality. \$1.00 per gallon, F. O. B. East Fairfield, Vt. Sample shipment, from one to ten gallons, delivered, all charges prepaid, to any office of the American Express Co., or as far as carried by American Express Co., for \$1.35 per gallon. L. L. Story, East Fairfield, Vermont.

FOR SALE—In Bergen Co., N. J., stock and fixtures of a first-class general store, including two delivery wagons, two sleighs, harness, etc. Building contains large storage rooms, eight (8) living rooms, barn and three-quarter acre ground. Fruit trees in abundance. Present owner also runs wagon to station for the accommodation of passengers and express. The only store in a village of 300-400. Rent, \$22.50 per month. Price, \$1,200. A rare opportunity for live man. Address "B. H.," care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa.

FOR SALE—A grocery store—stock and fixtures—in good neighborhood near Eleventh and Germantown Avenue. Stock is clean, fresh and well selected. Will sell cheap. Owner is engaged in other line. Address "Z. Z.," care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa.

FOR SALE—Cheap, one Bishop Babcock Co. soda fountain, with two iron clad tanks. In first-class condition and good as new, having been used only two months. Will sell on easy terms or dating. One Stimpson Computing Scale. One 1/4 H. P. motor, direct current and one No. 7 coffee mill. Inquire W. A. Bosserman, York, Pa.

FOR SALE—Fat can, in use only short time. Will sell cheap. Hugh Murphy, 2330 Pine Street, Philadelphia, Pa.

FOR SALE—Two Perfection rotary meat choppers in good order. \$4.50 each—cost \$14 each. Also six Enterprise choppers, \$1 each—good order. Counter platform scales, weigh 300 lbs., good order, \$4. Nearly new Howe scale, large brass scoop—scoop holds 15 lbs. sugar—cost \$12, will sell for \$5. Five automatic chewing gum machines, \$1 each. C. E. Allinson, Burlington, N. J.

FOR SALE—Stimpson Peerless No. 5 Coffee Grinder. Perfect condition. In use six months. Ball bearing ratchet handle, invisible balance wheel. Occupies only 21 inches square floor space. Will grind two pounds of coffee per minute with one-half the exertion of old style mills. A \$75 mill for \$35. Napoleon Favreau, 54-56 Willow Street, Cohoes, N. Y.

FOR SALE—Pure maple syrup, put up in one gallon tin cans. Price, 90 cents per gallon. Arthur L. Young, Attica, N. Y.

FOR SALE—Grocery, meat and provision store, also manufacturer of provisions, in Chester County, about 25 miles from Philadelphia. Doing \$15,000 yearly—one-half cash and one-half credit business which is good. Stock of about \$1,000. Fixtures to be sold at an appraised value, about \$600. This store has netted the owner above all

living and personal expenses \$1,000 a year for the last five years. Dwelling for sale, but will rent for \$40 per month. Ill health causes selling. Address, "M. P.," care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa.

FOR SALE—In Lancaster County, store property for \$3,000, which can be bought for half cash and balance on mortgage. This place is occupied at the present time by a first-class general store, and can be bought as an investment on which the rental will pay a big dividend. For further particulars address Robert S. McClure, Bart, Lancaster County, Pa.

FOR SALE—Coal and feed business. Two houses, two warehouses, stable, coal yard, etc., 27 miles from Philadelphia. Doing good business. Must be sold to close estate. Address H., care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa.

FOR SALE—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia.

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 404.—Near Tioga Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does \$425 weekly, half cash. Stock, \$900. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,400 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16x30 feet. Does \$200 weekly. Stock \$300. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Established 14 years. Size, 18x25 feet. Does \$400 weekly, two-thirds cash. Stock about \$500. Uses one team. Good house and stable connected. Net profits 15 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Fixtures and team, \$300; stock inventory. Will take around \$800.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18x55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17x40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,500-\$2,000. Could be reduced to \$1,200. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20x40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16x22 feet. Does \$250 weekly, three-quarters cash. Stock, \$500. Net profits, 15 per cent. Real estate for sale or rent. Business thoroughly profitable but owner wishes to retire. Will sell fixtures at \$200, stock at inventory. Take about \$600. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23x45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock about \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33x49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20x30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20x40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18x40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

No. 436.—On Germantown Ave., Philadelphia. Grocery and provisions. Store 25x60 feet. Does \$30,000 yearly, half cash. Stock carried, \$10,000; but can be reduced one-half. Caters to fine, high class trade, used to paying high prices. Net profits, 20 per cent. Uses three horses and five wagons. Business solid, prosperous and very profitable, but owner wishes to retire. Real estate for sale or rent. Price, inventory.

No. 438.—In West Philadelphia. Groceries, meats and provisions. Size, 20x70 feet. Does \$250 per week, all cash. Stock \$1,000. No team. Business nets good profits, but owner going into lumber business. Good dwelling. Price, inventory; will take around \$2,000.

No. 439.—In West Philadelphia. Groceries, meats and provisions. Store 20x30 feet. Does \$550 to \$600 per week, three-quarters cash, balance weekly credit. Stock, \$400. Net profits, 10 per cent. Good dwelling connected. Owner has other business and will sell fixtures at \$1,200, including \$375 cash register and team. Stock at inventory.

No. 450.—North Philadelphia. Groceries, meats and provisions. Size, 20x30 feet. Does \$600 to \$700 weekly, two-thirds cash. Stock \$700. Nets 12 per cent. and is in thoroughly prosperous condition. Owner retiring from grocery business and will sell at inventory. Take about \$1,500.

No. 451.—In West Philadelphia. Groceries, meats and provisions. Corner—three show windows. Size, 18x36 feet. Does \$250 weekly, three-quarters cash. Stock \$600. Net profits 15 per cent. Good dwelling. Fixed charges low. Owner compelled to sell on account of health. Price for fixtures, including team, \$400. Stock at inventory.

No. 452.—In West Philadelphia. Meats and provisions (have just added canned goods). Size, 16x26 feet. Does \$300 weekly, all cash. Stock \$400 to \$600. Clears \$40-\$50 weekly above all expenses. Good dwelling. Owner going in auto business and will sell at inventory. Take about \$1,500.

No. 453.—In Washington, D. C. Size, 20x80 feet. Does \$25,000-\$30,000 yearly, practically all cash. Stock about \$3,000. One team. Makes good profits and is one of the cleanest businesses in Washington. Owner has another store and will devote all his time to that. Price, inventory. Some of the largest fixtures belong to the building and go with the rent.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.

Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED—January 1st, salesman to represent us in the State of Pennsylvania. Experienced extract man preferred. State age, salary expected, married or single, amount of sales. Must be a live one. The C. F. Sauer Co., Richmond, Va.

WANTED—Two high-class tea salesmen for Southern States. Address, Tea Department, American Coffee Co. of New Orleans, Ltd., New Orleans, La.

FOR RENT.

FOR RENT—"The Famous" store building, 215 Market Street, Harrisburg, Pa. 18,000 square feet floor space. One of the choicest business locations in the city. Four-story brick building, with plate glass front and finished basement, equipped with elevator, counters, shelves, cash carrier system, etc., all ready for business. Ideal location and opening for up-to-the-minute city grocery. Will lease for five years' term from January 1, 1909. Address, for particulars, Miller Bros. & Baker, Harrisburg, Pa.

FOR RENT—A rare opportunity. The right man can rent a splendid store stand not encumbered with old and unsalable goods. It is now enjoying a large and profitable trade and has been doing a successful business for over seventy-five years. Located in the heart of the cement region. Address, "Opportunity," the "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa.

MISCELLANEOUS.

BOOM YOUR HOLIDAY TRADE.

We write advs. that will do it. Ten bright, snappy advs. for \$2. For Groceries, Provisions, General Merchandise, or any line you wish. The trade is to be had if you want it. Write to-day and let us help you get it. Let us get you up a special sale handbill or an attractive folder announcement, either one for \$1.00. W. J. Platt & Co., 1451 Ivanistan Ave., Bridgeport, Conn.



MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free.



FLI-STIKON THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber

Corrected Weekly by **ANDREW REITER & CO.**, Wholesale Grocers, Baltimore, Md.

ROASTED COFFEES.	
Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java.....	.26
"B" Java .....	.24
"C" Java .....	.24
A—Java and Mocha Blend .....	.24
B—Java and Mocha Blend.....	.22
"A" Mocha.....	.24
"B" Mocha.....	.22
"C" Mocha.....	.20
Laguayra (Washed Caracas).....	.18
"A" Maracaibo.....	.18
"B" Maracaibo.....	.17
"A" Santos.....	.16
"B" Santos.....	.15
"C" Santos.....	.14
Peaberry Santos.....	.14
"A" Rio .....	.12
No. 1 Rio .....	.11
No. 2 Rio .....	.09
Lipton Special Mocha and Java, 1 lb. cans	.27
Lipton Perfection, 1 lb. cans.....	.20
Battleship, 1 lb. packages, any quantity...	.15
Log Cabin, 1 lb. packages, 100 to case.....	.14
Arbuckle's, 100 lbs. to case	
King Bee, 100 lbs. to case	per case 15.00
Seven Day, 100 lbs. to case.....	per case

CANNED FISH.

Packed in paper-lined fancy bags or paper-lined sugar barrels.		Per lb.
"A" Java.....		.26
"B" Java .....		.24
"C" Java .....		.24
A—Java and Mocha Blend .....		.24
B—Java and Mocha Blend.....		.22
"A" Mocha.....		.24
"B" Mocha.....		.22
"C" Mocha.....		.20
Laguayra (Washed Caracas).....		.18
"A" Maracaibo.....		.18
"B" Maracaibo .....		.17
"A" Santos.....		.16
"B" Santos .....		.15
"C" Santos.....		.14
Peaberry Santos.....		.14
"A" Rio .....		.12
No. 1 Rio .....		.11
No. 2 Rio .....		.09
Lipton Special Mocha and Java, 1 lb. cans		.27
Lipton Perfection, 1 lb. cans.....		.20
Battleship, 1 lb. packages, any quantity...		.15
Log Cabin, 1 lb. packages, 100 to case.....		.14
Arbuckle's, 100 lbs. to case		
King Bee, 100 lbs. to case	per case	15.00
Seven Day, 100 lbs. to case.....	per case	

Per lb.

No. 25 Gunpowder.....	.24
No. 28 Gunpowder.....	.35
Best Gunpowder .....	.45
No. 25 English Breakfast.....	.20
No. 28 English Breakfast.....	.33
Best English Breakfast.....	.40
No. 25 Moyune Gunpowder.....	.33
No. 28 Moyune Gunpowder.....	.38
Best Moyune Gunpowder.....	.50
No. 25 Imperial.....	.33
No. 28 Imperial.....	.35
Best Imperial.....	.50
No. 25 Ooleng.....	.28
No. 28 Ooleng.....	.35
Best Ooleng.....	.45
Young Hyson.....	.35
Japan.....	.35
Heno $\frac{1}{2}$ and $\frac{1}{4}$ lb. packages.....	.50
Silver Moon.....	.27
Silver Bell, 1 lb. packages.....	.25
Salada (Ceylon and India Tea)—	
Green, Black and Mixed, $\frac{1}{2}$ and $\frac{1}{4}$ lb.	
packages, 10 lb. to box.....	.45
Green, Black and Mixed, 10c. packages,	
5 doz. to box.....per doz.	.90

CANNED VEGETABLES.

Apples—	Per lb.
Evaporated, 50 lb.	.08
Evaporated, 1 lb. packages, 4 doz.	.08½
Dried, 50 lbs.	.05¾
Peaches—	
Standard, 50 lbs.	.06½
Choice, 50 lbs.	.08
Extra Fancy, 25 lbs.	.10
Apricots—Evaporated	
Standard, 25 lbs.	.09
Choice, 25 lbs.	.11
Currants—	
Package, 25.	.07¾
Bulk, 25 lbs.	.07½
New Figs—	
Box, 10 lbs.	.10
Mats, 1 lb.	per doz.
Citron—	
American Brand, 10 lb.	.15
American Brand, 25 lb.	
Dates—	
Package, 30 1 lb.	.06¾
Stuffed, 1 lb.	per doz.
New Prunes—	
30-40, 25 lbs.	.09¼
40-50, 25 lbs.	.08¼
50-60, 25 lbs.	.07¾
60-70, 25 lbs.	.07¼
70-80, 25 lbs.	.06¾
80-90, 25 lbs.	.06¼
90-100, 25 lbs.	.05¾
100-120, 50 lbs.	.04½
Raisins—	
3 Crown, 50 lbs.	.06¾
2 Crown, 50 lbs.	.05½
London Layers, clusters, 20 lbs., per box	
London Layers, 20 lbs.	per box
Seedless Sultana, 50 lbs.	1.75
Seeded, 36 1 lb. packages.	.07½
Sultana, 36 1 lb. packages.	.07½
Sultana, bulk 25 lbs.	
Thompsons Bleached Sultana, 50 lb. bxs.	.10½

SUGAR.

New York Hand-picked, about 2½ bushel to bag.....	2.50
Imported Beans, about 200 lbs. to bag.....	2.35
Bangoon Beans, about 200 lbs. to bag.....	2.25
Green Peas, dried, about 165 lbs. to sack...	2.30
Black-Eyed Peas.....	2.25
	Per lb.
California Lima Beans, about 80 lbs. to sack.....	.05½
Imported Lima Beans, about 90 lbs. to sack.....	
Split Peas, 210 lbs.....per bbl	7.45
Less quantity.....	.03½
Lentils, about 100 lbs. to sack.....	.04
White Marrowfat Peas.....per bn.	2.10
Pava Beans.....	.04½

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz.....	2.10
Clover Leaf, ¼ lb., flat, 4 doz.....	1.25
Sockeye, 1 lb., flat, 4 doz.....	2.10
Seward, 1 lb., tall, 4 doz.....	1.45
Jockey, 1 lb., tall, 4 doz.....	1.50
Buster Pink, 1 lb., tall, 4 doz.....	1.00
Arctic Belle, 1 lb., tall, 4 doz.....	.95
Argo, 1 lb., tall, 4 doz.....	1.50
Sockeye, ¼ lb., flat, 4 doz.....	
Raindeer, 1 lb. tall, 4 doz.....	1.45
Hawkeye, ½ lb., flat, 4 doz.....	1.00
Lobsters—	
Gold Label, picnic size, 4 doz.....	
Beaver, 1 lb., flat, 4 doz.....	
Star, ¼ lb., 8 doz. in case.....	1.50
Star, ¼ lb., flat, 4 doz.....	2.45
Gold Label, ¼ lb., flat, 8 doz.....	
Beaver, ¼ lb., flat, 8 doz.....	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.....	1.10
Herring Roe—	
Old Virginia 2s, 2 doz.....	1.50
Mackerel—	
Mackerel in sauce, oval.....	
Oysters—	
Standard, 5 cs., 2 doz.....	.80
Sardines, in Oil—	per case
¼ oil, 100.....	
Gold Label, ¼ oil, 100 cans.....	6.50
Standard, ¼ oil, 100.....	8.50
¼ lb., oil, with key, 100.....	3.75
Epicurian, ¼ oil, fancy cartons, 100 cans.....	4.50
¼ Mustard Sardines—	
Gold Label, 100 cans.....	6.50
Standard, 100 cans.....	3.65
Leon D'or Brand, 100 cans.....	4.50
¾ Mustard Sardines—	
Gold Label, 50 cans.....	4.50
¾ Mustard, 50 cans.....	2.95
Harbor Brand, 48 cans.....	8.75
Imported Sardines—	
¼ Oil, Martell Brand, 100 cans.....	16.00
¼ Oil, Marie Elizabeth, boneless, 100 cans.....	
¼ Oil Imported—	
Martell, 100 cans.....	9.75
North Cape, Smoked, 100 cans.....	8.50
Grisetta, with key, 100 cans.....	9.50
King Oscar, 100 cans.....	

Baked Beans—	Per doz.
Pin Money, 3s, sauce, 2 doz.	1.50
Pin Money, 2s, sauce, 2 doz.	1.15
Pin Money, 1s, sauce, 4 doz.	.85
Pin Money, 3s, plain, 2 doz.	1.45
Wagner's, 1s, tall, 4 doz.	.48
Wagner's, 3s, plain, 2 doz.	1.03
Wagner's, 3s, sauce, 2 doz.	1.08
Excursion, 3s, sauce, 2 doz.	.85
Saratoga, 2s, 2 doz.	.60
Corn—	
Pin Money, Shoepeg, 2s, 2 doz.	.85
Standard Shoepeg, 2s, 2 doz.	.80
Standard, 2s, 2 doz.	.70
Belmont Cream, 2s, 2 doz.	.90
Winorr Brand Kernelled Corn, 2 doz.	1.80
Peas—	
Roote & Co., extra sifted, 2 doz.	1.25
Belle Brand, 2 doz.	.85
Little Fellow, 2s, 2 doz.	.85
Rob Roy, 2s, 2 doz.	.85
Pin Money, petits pois, 2 doz.	1.50
Pin Money, standard early June, 2 doz.	.95
French, extra fins, 100 in case, per case,	18.50
Pin Money Combination—	
2s, 2 doz.	.85
Kidney Beans—	
2s, 2 doz.	.75
Lima Beans—	
Derby, soaked, 2s, 2 doz.	.80
Standard, 2s, 2 doz.	1.00
Little Darling, 2 doz.	1.30
Pumpkins—	
3s, 2 doz.	.90
No. 10.	
String Beans—	
2s, 2 doz.	.65
Pin Money Vegetables—	
2s, 2 doz., 12 kinds in can.	.85
Sweet Potatoes, 3s, 2 doz.	.87½
1s Pulp, for soup.	.42
Succotash—	
2s, 2 doz.	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz.	.90
Standard, 3s, 2 doz.	.85
No. 10, ¼ doz.	2.35
Fair Quality, 3s.	.80
2s, 2 doz.	.65

We do not handle imported sugar.	
Dominicos. 5 lb. packages.....	7 45
Cut loaf.....	5 90
Powdered.....	5 25
XXXX, powdered.....	5 45
Cubes.....	5 35
Fine Granulated, American.....	4 75
Fine Granulated, 100 lb. sacks.....	4 75
Confectioners' A.....	4 70
No. 1, A.....	4 65
Light Yellow.....	4 40
Fine Granulated, 2 lb. bags.....	5 05
Fine Granulated, 5 lb. bags.....	4 95

Per doz

Apples, 8s, 2 doz.....	.75
Blackberries, 2s, 2 doz.....	.75
Blueberries, 2s, 2 doz.....	.95
Cherries, 2s, 2 doz.....	.83
Gooseberries, 2s, 2 doz.....	1.00
Pie Peaches, 3s, 2 doz.....	.93
Pears, 3s, 2 doz.....	.95
Sliced Pineapples, 2s, 2 doz.....	1.25
Singapore Pineapples, 1½s, chunks, 4 doz.....	1.25
Singapore Pineapples, 10c. chunks, 4 doz. in case.....	.95
Grated Pie Pineapples, James, 8s, 2 doz. ...	.90
Raspberries, 2s, 2 doz.....	
Strawberries, 2s, 2 doz.....	.95
Standard Peaches, Sunset 8s, 2 doz.....	1.80
California Apricots, 2 doz.....	1.90
California Cherries, 2 doz.....	2.60
California Peaches, 2½s, 2 doz.....	2.85
Wheeler Peaches, 3s, 2 doz.....	1.25
Sliced California Peaches, 1s, 4 doz.....	1.85

Per sack

Fine Table, Large Sack.....	.90
Kiln Dried.....	1.00
Fine Table, bushel sacks.....	.35
Fine Table, $\frac{1}{2}$ bushel sacks.....	.22
Ground Alum, 140.....	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl.....	2.60
Fine Dairy, 3s, 100 to bbl.....	2.58
Fine Dairy, 4s, 70 to bbl.....	2.35
Fine Dairy, 5s, 60 to bbl.....	2.40
Fine Dairy, 6s, 35 to bbl.....	2.18
Fine Dairy, 10s, 28 to bbl.....	2.15
Worcester, $2\frac{1}{2}$ s, 115 to bbl.....	4.00
Worcester, 5s, 60 to bbl.....	4.00
Worcester, 10s, 80 to bbl.....	3.75

Per case	Per 1000
8.10	10.00

	Pergal
St. Clair, N. O.....	.87
Kingsland, N. O.....	.35
Julian F. Bradshaw's Molasses, No. 44.....	.33
Cheapside Molasses.....	.28
Black Strap Molasses.....	.18
Gilt Edge Syrup.....	.32
Gold Medal.....	.32
King Syrup.....	.32
Orange Brand Syrup.....	.33
Orange Brand, 2½s cans, 2 doz.....	2.20
No. 6 Amber Syrup.....	.30
California Amber Drips, 2s cans, 2 doz.....	1.80
California Amber Drips, 2½s cans.....	2.10
California Amber Drips, 3s cans, 2 doz.....	2.40
California Amber Drips, ½ gal. cans, 1 doz.....	2.10
Calvert Brand Pure Porto Rico.....	.22

Case

Baby, 1 doz. glass jars.....	1.90
Challenge, 4 doz.....	3.85
Eagle, 4 doz.....	6.25
Magnolia, 4 doz.....	4.00
Red Cross, 4 doz.....	4.15
Star, 4 doz.....	4.20
Dime Brand, 4 doz.....	3.60
Lion, 4 doz.....	4.25
Premium, 4 doz.....	3.75
Hires' Silver, 4 doz.....	4.00
Square, 4 doz.....	

I. Case

Gold, double size can, 4 doz.....	3.75
St. Charles, 4 doz.....	3.90
Our Pet, large size, 4 doz.....	8.10
Our Pet, baby size, 6 doz.....	2.65
Peerless, small size, 6 doz.....	2.70
Peerless large size, 4 doz.....	3.10
Columbia, 4 doz.....	3.20
Silver Owl, 6 doz.....	
Van Camp, 4 doz, in cans..... per can	3.85

Per gross

Blue Hen, 200s, 1 gross.....	1.60
Coast, 5 gross.....	.85
Globe, 100s, 5 gross.....	.95
Doric, 1 gross.....	.95
Home Safety, 65s, 5 gross.....	.45
Vulcan Safety, 50 gross.....	.50
Bird's Eye, 500s, 100 packs.....	per case 8.50
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box.....	1.10
Search Light, 100s, 5 gross.....	1.00
Search Light, 500s, 1 gross.....	4.50
Fast Mail, 100s, 1 gross.....	1.00
Bull's Eye, 5 gross.....	1.00
Little Star, 40s, 5 gross.....	.40
Pet, 100s, 5 gross.....	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate.....	per case 1.75
Black Diamond, 500s, 100 in case.....	per case 3.50

Per lb

Best Head, bbls. or 100 lb. sacks.....	.063 $\frac{3}{4}$
No. 2 Head, bbls. or 100 lb. sacks.....	.05 $\frac{1}{2}$
No. 3 broken, bbls. or 100 lb. sacks.....	.03 $\frac{1}{2}$
Japan, 100 lb. sacks .....	.04 $\frac{3}{4}$
Patna, 100 lb. sacks .....	.06 $\frac{1}{4}$

Barb. Box.

	Bars.	Box.
Acorn.....	120	2.45
*Pearl White Floating.....	60	2.40
Ark.....	100	2.00
Babbitt's.....	100	8.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free...		4.25
10 box lots freight paid, with 3 boxes "1776" or 200 bars Best Soap free.....		4.25
Buffalo Oleine.....	60	2.40
Washday.....	120	2.00
*Bee.....	100	3.90
*Big Schooner.....	100	8.75
*Fels-Naptha.....	100	4.00
Hoefner's Tiger Borax.....	100	3.75
*Fairy Oval.....	100	4.00
*S. A. Gambrill, Oleine.....	60	2.40
*Globe Oleine.....	60	2.40
*Ivory, 6 oz.....	100	4.00
*Ivory, 10 oz.....	100	7.00
*Kirkman's.....	100	8.75
*Kirk's Oleine.....	60	2.25
*Lenox.....	100	3.00
*Lifebuoy.....	60	2.00
*Fairbank's Tar.....	100	8.75
*Magic Cleaner.....	100	
*Octagon.....	100	3.90
*Philadelphia Oleine.....	60	2.40
*P. & G. Oleine.....	72	8.00
Premium.....	100	3.75
*Santa Claus.....	100	3.15
*Star.....	100	8.00
*Sunlight.....	100	4.00
*Sunshine.....	120	2.45
Star Oleine.....	60	1.75
*Sunny Monday.....	100	4.00
*White Cloud.....	100	3.90
*Wonder Worker.....	100	4.00
Wonder Worker Chips.....	4 doz.	2.08
Lion.....	100	
*Snowberry.....	100	8.90
Best Blue.....	80	3.40
*Hoefner's Ammonia.....	100	3.95
*P. & G. Naptha.....	100	8.85
Duck.....	100	8.85
20 Mule Borax.....	100	
Rib.....	100	1.95
U. S. Mail.....	100	3.00
Hustler.....	120	2.30
Brag.....	66	2.55
Export Borax.....	100	3.90
C. & C. Oleine.....	60	2.90

Barg. Box

	Bars.	Box
Flash, for the hands	100 cans	6.50
Grand Pa's, small size	100	8.85
Grand Pa's, small size	50	1.95
Grand Pa's, large size	50	3.25
Sweet Maiden	1 doz.	.40
Brown Windsor, Violet, Golf, Turk- ish Bath, Elder Flower, Dairy Queen and Rose	1 doz.	.40
Mottled Castile, 36 lb.....	per lb.	.08
White Castile, 36 lb.....	per lb.	.10
Conti, imported Castile, 36 lb.....	per lb.	.13
Oat Meal	per doz.	.40
Glycerine.....	per doz.	.40
Jap Rose	50	3.75
Sweetheart.....	50	1.90
Lava	100	3.75
Pearl	60	2.40

	Bars.	Box.

	Bars.	Box
Fairbank's.....	50	1.88
Sapollo.....	3 doz.	2.25
Wrigley's.....	100	3.50
Wrigley's.....	50	1.80
Scourene.....	100	3.50
Lipp's Scourer.....	60	2.25
Sil San.....	60	2.03
Army and Navy Compound.....	4 doz.	1.80
Finola Star Polish.....	100	3.50
Silver Sand.....	per bbl.	2.85
American Sconer.....	100	3.75
Bon Ami, 10c. size.....	8 doz.	2.50
Brooks' Crystal.....	100	3.90
Hoefner's Crystal, with spoons.....	24 pkgs.	1.00
Old Dutch Cleanser, 4 doz.....		3.25

Anis, packed about 170 lbs. to bag.....	per lb.	..14
Bishop's Best Bird Seed, any quantity.....	per doz.	1.20
Bishop's Superior Seed, any quantity.....	per doz.	..90
Bishop's Bird Gravel, any quantity.....	per doz.	..45
Little Fish Bone.....	per lb.	..35
Caraway, about 115 lbs. to bag.....	"	..11
Celery, about 215 lbs. to bag.....	"	..11
Canary, about 240 lbs. to bag.....	"	..04½
Coriander, about 100 lbs. to bag.....	"	..05
Excelsior Bird Seed, 24 pkgs. to case.....	per pkg.	..08
Fennel, about 220 lbs. to sack.....	per lb.	..14
Flax Seed, 100 lbs. to sack.....	"	..05
Flax Seed Meal, 100 lbs. to sack.....	"	023½
Green Kern, 100 lbs. to sack.....	"	..09
Hemp, 225 lbs. to sack.....	"	..04
Hirsh, about 100 lbs. to sack.....	"	06½
Millet, about 100 lbs. to sack.....	"	06½
Moan, about 110 lbs. to sack.....	"	07½
Mustard Seed, 225 lbs. to sack.....	"	..09
Poppy Seed, about 110 lbs. to sack.....	"	07½
Rape Seed, about 250 lbs. to sack.....	"	05½
Sunflower Seed, about 115 lbs. to sack.....	"	..05

By the full bag will make any of the above seeds
 1 cwt. per lb. bag.

NEW YORK PRICE-LIST

NOTE.—Prices are those prevailing on date of issue. Corrected Weekly. Invariably F. O. B., New York.

—1—

MOLASSES.

Porto Rico Molasses—	Per gal.
Fancy, bbls.....	.42 @.45
Choice, bbls.....	.38 @.40
Good, bbls.....	.26 @.30
Fancy, qt. jars.....per doz.	1.20
New Orleans Molasses—	
Fancy Open Kettle—New Crop.....	.42 @.44
Fancy.....	.38
Choice.....	.36
Prime.....	.29
No. 10, ½ doz. in case, in tins.....Per doz.	4.75
No. 5, 1 doz. in case, in tins.....	2.75
No. 3, 2 doz. in case, in tins.....	1.50
No. 2, 3 doz. in case, in tins.....	1.00

PURE SYRUPS.

Gilt Edge Drips, in bbls.....	.33
Robin Hood, in bbls.....	.28
Various Grades, in bbls.....	.18 @.19
Lyle's Golden Drips, 2-lb. tins, 2 doz. in case.....Per case	1.90

SALT FISH.

Mackerel.

Gross Weights	350	160	77	20
Count (about to bbl.)	200lb.	100lb.	50lb.	8lb.
Bloater, Norway. None				
No. 1, Norway... None				
No. 2, " " None				
No. 3, " " 325-350	25.00	13.05	6.65	1.20
No. 4, " " 400-450	22.00	11.55	5.90	1.08
Fancy Shore				
Bloaters..... 95-105	30.00	15.55	7.90	
No. 1, Shores..... 160-175	26.00	13.55	6.90	
No. 1, New Cape				
Shores..... 110-115	15.00	8.05	4.15	.80
No. 1, New Cape				
Shores..... 160-170	16.00	8.55	4.40	.84
No. 1, New H' fax. 160-170	15.00	8.05	4.15	.80
No. 2, New Irish. 325-350	17.00	9.05	4.65	.88
No. 2, New Irish. 350-400	16.00	8.55	4.40	.84
No. 2, New Irish. 400-450	15.50	8.30	4.28	.82

Boneless Codfish.

	In box.	Per lb.
White Seal, Middles, Finest Georges.....	40 lb.	.12½
Prize Strips, Middles, Finest Georges.....	40 lb.	.09¾
Prize Strips, Middles, Finest Georges.....	20 lb.	.10
Satin Middles, Fancy.....	40 lb.	.09½
Brilliant Strips.....	40 lb.	.08½
Brilliant Strips.....	20 lb.	.08¾

Herring.

New Medium, Scaled.....Per box	.15½
Skinless and Boneless, 10-lb. boxes.....Per lb.	.14
Star Boneless, large tins, 1 doz. in box.....Per doz.	1.50
Star Boneless, Dime tins, 2 doz. in box.....Per doz.	.90

TEAS.

Oolong (Formosa & Foochow)—	Per lb.
Fair to fancy.....	.18 @.75
Japan—	
Fair to choicest.....	.20 @.45
Basket Fired Japan—	
Fair to choicest.....	.22 @.45
Japan Dust—	
Fair to good.....	.12 @.15
Young Hyson—	
Fair to fine.....	.17 @.50
Hyson—	
Fair to choicest.....	.16 @.35
Gunpowder—	
Fair to choicest.....	.19 @.60
Imperial—	
Fair to choicest.....	.32 @.60
English Breakfast—	
Fair to choicest.....	.17 @.55
Ceylon and India—	
Fair to fine.....	.20 @.55

ROASTED COFFEES.

Sumatra—	Per lb.
Mandheling, fancy.....	.34
Old Government, best.....	.27
" choice.....	.25
" prime.....	.23
" good.....	.23
Mocba—	
Genuine Arablan.....	.26
Windsor Blend.....	.23

—2—

Maracaibo—	
Cucuta, best.....	.17
" choice.....	.16
" prime.....	.15
" good.....	.14
Laguayra—	
Caracas, finest.....	.18
" choice.....	.16
Peaberry—	
Santos, fancy.....	.16
" choice.....	.15
" fine.....	.14
Rio, fancy.....	.15½
" choice.....	.14½
" fine.....	.13½
Santos—	
Best.....	.15
Choice.....	.14
Prime.....	.13½
Good.....	.12½
Fair.....	.11½
Rio—	
No. 1, golden.....	.15
No. 2.....	.14
No. 3.....	.13
No. 4.....	.12½
No. 5.....	.12
No. 6.....	.11½
No. 7.....	.11

SPICES.

Whole, bags or bbls—	Per lb.
Allspice.....	.08
Cassia buds.....	.08
Cinnamon, select grade.....	.12
" Batavia.....	.25
" Saigon.....	.50
Cloves, Zanzibar.....	.14
" Amboyana.....	.24
" Penang.....	.30
Ginger, African.....	.10
" Jamaica, bleached.....	.22
Nutmegs, 75@ 80s.....	.25
" 110s.....	.20
Black Pepper, Singapore.....	.09
" shot.....	.10
White Pepper, Singapore.....	.14
Red Peppers.....	.12
Pure Ground, Highest Grade—	Bbls. and 6, 10, 15-lb. doz. case
	Per lb. Per lb. Per doz.
Allspice.....	.10 .12 .71
Cinnamon.....	.16 .19 .92
Cinnamon, Saigon.....	.60 .62 2.42
Cloves.....	.18 .20 1.00
Ginger, Borneo.....	.14 .16 .82
Ginger, Jamaica.....	.24 .27 1.23
Mace.....	.62 .65 2.48
Mustard.....	.16 .19 .94
Nutmegs.....	.23 .25 1.15
Black Pepper.....	.10 .12 .70
White Pepper.....	.16 .19 .94
Cayenne, Red Pepper.....	.18 .20 1.00
Paprika, Hungarian.....	
Red Pepper.....	.30 .34 1.44
Assorted Spices.....	

CANNED GOODS.

Vegetables.

Asparagus—	Per doz.
Mammoth, white, 2½s, California.....	4.50
Medium, green, 2½s, California.....	3.25
Tips, green, 1s.....	1.85
" white, California, 1s.....	3.75
Beans, Baked—	Plain. Sauce.
Sunbeam, 4 doz., No. 1.....	.70 .80
" 4 " " 2.....	1.10 1.15
" 4 " " 3.....	1.40 1.45
Van Camp, 4 " " 1.....	1.00 1.00
" 4 " " 2.....	1.50 1.50
" 4 " " 3.....	1.85 1.85
Snider's, 4 " " 1.....	.90 .90
" 4 " " 2.....	1.40 1.40
" 4 " " 3.....	1.80 1.80
B. & M., 4 " " 1.....	.65 .70
" 4 " " 3.....	1.50 1.70
Beans, Lima—	
Royal Scarlet, tiny, 2 doz., No. 1.....	1.10
Sunbeam, small, N. J., No. 2.....	1.50
Valley Field, medium, N. J., No. 2.....	1.00
Our Chef, medium, N. Y., No. 10.....	6.75
Beans, Stringless—	
Royal Scarlet, fancy, No. 2.....	2.10
Robin Hood Refugees, No. 2.....	1.35
Lehigh Valley, N. Y., No. 2.....	1.00
Sunbeam, fancy, No. 2.....	2.00
Acmes, small, Refugees, No. 2.....	1.25
Red Jacket, whole, No. 10.....	4.25
Boyers, string, No. 2.....	.70
Peas—	
Smallest sifted, 2s.....	2.10
Extra sifted, 2s.....	1.60 @1.75
Sifted, 2s.....	1.15 @1.35
Telephone, 2s.....	1.25
Sweet wrinkled, 2s.....	1.40 @1.60
Standard Early June, 2s.....	1.00 @1.10
Soaked, 2s.....	.75 @.80

—3—

Succotash—	
Extra fancy Maine, 2s.....	1.40
Fancy Maine, 2s.....	1.10 @1.25
Extra standard, 2s.....	.95 @1.00
Pumpkin—	
Fancy, 3s.....	1.10 @1.20
" gals.....	2.40
Squash—	
Fancy, 3s.....	1.20
Tomatoes—	
5½ in. cans, fancy New Jersey.....	1.60
5½ in. cans, extra standard New Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95 @1.00
2-lb. cans.....	.75 @.80
Standard New Jersey, gals.....	2.75
Extra standard Maryland, gals.....	2.50
Glass jars, qts.....	2.75
Beets—	
Fancy Strawberry, 3s.....	1.40 @1.60
Cut, 3s.....	1.10 @1.15
Sweet Potatoes, 3s.....	1.15
Sauer Kraut, 3s.....	.95 @1.10
Spinach—	
Standard Maryland, 3s.....	1.15 @1.40
Fancy New Jersey, 3s.....	1.40 @1.65
Gals.....	4.75 @5.00

FRUITS.

California.

Apricots—	Per doz.
Extra, 2½s.....	2.25
" standard, 2½s.....	1.75
Standard, 2½s.....	
Gals.....	5.25 @6.25
Cherries—	
Extra, white, 2½s.....	2.75
" standard, white, 2½s.....	2.40
Standard, white, 2½s.....	2.35
Extra standard, gals.....	7.50 @9.25
Bartlett Pears—	
Extra fancy, 2½s.....	3.25
" 2½s.....	2.40
" standard, 2½s.....	2.40
Standard, 2½s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
" standard, 2½s.....	2.00
Standard, 2½s.....	1.75
Gals.....	5.50 @7.00
Peaches—	
L. C., extra fancy, 2½s.....	3.25
" 2½s.....	2.75
Crawford, extra fancy, 2½s.....	2.75
" standard, 2½s.....	1.85

Eastern.

Pears—	
Fancy New York, 2s.....	1.75
" State, 2½s.....	2.90
Standard, 2s.....	1.50
Pineapples—	
Sliced or grated, 2s.....	2.25 @2.40
" 1s.....	1.10 @1.20
Pie, grated, gals.....	3.00
Singapore, 1½s.....	1.15 @1.25
Plums, egg, 3s.....	
" gage, 3s.....	
Apples—	
Gals.....	2.25
Strawberries—	
Fancy, 2s.....	3.00
Extra, 2s.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard, 2s.....	

FISH.

Lobster—	
Flat, 1s.....	5.00
" ½s.....	2.50 @2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink, 1s.....	1.10
Medium Red.....	1.25 @1.30
Choice Red, 1s.....	1.40 @1.50
Columbia River Chinook Salmon—	
Flat, ½s.....	1.25 @1.30
Tall, 1s.....	2.00
Flat, 1s.....	2.20
Oval, 1s, steaks.....	3.00
Sardines—	
Domestic, ¼s, oil, 100 tins.....	3.35 @6.00
" ¾s, mustard, 50 tins.....	2.65 @4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs.....	.14
Smyrna Sultana, choice, 4 crown, 30 lbs.....	

—4—

Cleaned Sultanias—	
Smyrna, fancy, 1-lb. cartons.....	.15
" choice, 1-lb. cartons.....	
California, 1-lb. cartons.....	
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	.07½
California, 4 crown, 50 lbs.....	.07
" 3 crown, 50 lbs.....	.07
" 2 crown, 50 lbs.....	.06½
Figs—	
Baskets, 1 and 2 lbs.....	15 @.18
Layers, 2¾ in., 10 lbs.....	
2½ in., 12 lbs.....	
2¼ in., 12 lbs.....	.08
2-in., 12 lbs.....	
Currents—	
Fancy, 1-lb. cartons.....	5.1
Cleaned, choice, 1-lb. cartons.....	
Bulk, choice, 50 lbs.....	.08½
Natural, choice.....	.06
Citron—	
According to quality.....	.14½@.17
Lemon Peel—	
According to quality.....	.11½@.13
Orange Peel—	
According to quality.....	.11½@.13
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.04¾
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30.....	.12
30@40, choice.....	.08½
40@50, ".....	.08
50@60, ".....	.07½
60@70, ".....	.07
70@80, ".....	.06½
Choice, 50-lb. box—	
60@70, 80@90.....	
70@80, 90@100.....	
Fancy, 25-lb. boxes—	
40@50.....	.11½
50@60.....	.10¾
60@70.....	.10
70@80.....	
Oregon, 25-lb. boxes—	
30@40.....	.08
40@50.....	.07½
Apples—	
Fancy, 50 lbs.....	.12
" 1-lb. cartons.....	
Prime, 50 lbs.....	.08
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	.09½
" unpeeled, 25 lbs.....	.08½
Extra choice, Muir.....	.08½
Apricots—	
Royal, extra fancy, 25 lbs.....	.14
" fancy, 25 lbs.....	.11¾
" choice, 25 lbs.....	.09¾
Moorpark, fancy, 25 lbs.....	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @.52
Valencia, 28 lbs.....	.33
Flot, shelled.....	
In shells—	
California, paper shell, 80 lbs.....	.17½
French Princess.....	.15
Tarragona, 120 lbs.....	
Hard Shell, 100 lbs.....	
Brazils—	
New, large, 180 lbs.....	.10
Filberts—	
Turkish.....	
Sicily, 130 lbs.....	.10
Jumbo, Naples, 110 lbs.....	
Long, Naples, 110 lbs.....	.13
Pecans—	
Polished, 80 lbs.....	.11 @.14
Louisiana, paper shell.....	
Walnuts—	
Chili, 1907 crop.....	.12
Grenoble, 220 lbs.....	.15
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, 25 lb. boxes.....	.16
Extra choice, 25-lb. boxes.....	.13 @.14½
Choice, 125-lb. bags.....	.11 @.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case—	Per case.
Reduced, ¼s, boneless.....	7.00@22.00
" ¼s, with bones.....	
French, ¼s, boneless.....	17.00@22.00
" ¼s, with bones.....	24.50@27.00
High, ¼s, boneless.....	15.00@40.00
½s, boneless.....	
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00@20.00
Mushrooms—	
¼s, according to quality.....	16.00@35.00
½s, according to quality.....	15.00@20.00
String Beans—	
According to quality.....	12.00@17.00
Lima Beans—	
According to quality.....	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs...lb.	.08@.09½

CORRECTED WEEKLY. DECEMBER 21, 1908.

ADVANCES.

DECLINES.

ADDITIONS.

WEIGH AND MEASURE EVERYTHING YOU BUY.
Standard Weights per Bushel.

—I—
SUGAR.

-2-

GUNPOWDER—Choice to Extra.....	29	@	35
Choice.....	40	@	45
MOYUNE—Good.....	27	@	30
Fine.....	33	@	40
Choice.....	43	@	50
Choiceest.....	47	@	55
IMPERIAL—Superior to fine.....	15	@	20
Choice to Extra.....	22	@	25
Choiceest.....	30	@	35
YOUNG HYSON—Superior to fine.....	15	@	20
Choice to Extra.....	28	@	30
Choiceest.....	35	@	40
INDIA—Common to Fine.....	18	@	38
CEYLON—Common to Fine.....	18	@	40
ENGLISH BREAKFAST—Fair to Good.....	14	@	27
Choice to Extra.....	18	@	28
Choiceest.....	30	@	40

PACKAGE TEAS.

Lipton's Teas—		Per lb.	
		In ½ & lb.	In ¼ lb.
Ceylon and India, No. 1.....	.45		.47
Ceylon and India, No. 2.....	.40		.42
Ceylon and India, No. 3. ....	.35		.37
Black and Green, No. 1.....	.45		
Black and Green, No. 2.....	.40		
English Breakfast, No. 1.....	.45		
English Breakfast, No. 2.....	.40		
Formosa Oolong, No. 1.....	.45		
Formosa Oolong, No. 2.....	.40		
Counter box 30 ten cent tins, only packed			
In No. 1 quality, \$2.00			

Tetley's Tea—		Per lb.
½ lb. or ¼ lb. in lead or tin, 25 lbs. in case.		
No. 2, Green Label, India and Ceylon.....		.45
No. 1, Buff Label, India and Ceylon.....		.60
Ex. Gold, India and Ceylon.....		.75
Mixed (Green and Black), same prices as above.		

Formosa and Oolong, same prices as above.		
	¼-lb. tins, per lb.	
India and Ceylon, Sun-Flower.....		.50
Mixed (Green and Black), Sun-Flower.....		.50
Formosa and Oolong, Sun-Flower.....		.50
Sun-Flower, roc. sample size, 36 in carton, all three grades.....	per doz.	.90
Caricol Blend, Martindale & Co. :—	Per lb.	
5-lb. Silver Sacks.....		.22
1-lb. Silver Sacks.....		.22½
½-lb. Silver Sacks.....		.23
¼-lb. Silver Sacks.....		.23½
⅛-lb. Silver Sacks.....		.25
Spring Garden Tea—		
100 lb. barrels.....	per lb. net	.18
5 lb. silver bags.....	" "	.19
1 lb. silver bags.....	" "	.19½
½ lb. silver bags.....	" "	.20
¼ lb. silver bags.....	" "	.21
Packed in cases containing 100 pounds.		

—3—

McCormick & Co., Banquet brand, Ceylon, Blended, etc.—		Per lb.
1-lb. canisters, 8-lb. boxes.....		.45
$\frac{1}{2}$ -lb. " 12-lb. " .....		.45
$\frac{1}{4}$ -lb. " 10-lb. " .....		.45
Trial " 10-lb. " .....		.50
McCormick & Co., Bee brand—		Per lb.
1-lb. lithographed cans, 20-lb. boxes.....		.53
$\frac{1}{2}$ -lb. " 10-lb. " .....		.55
$\frac{1}{4}$ -lb. " 10 and 20-lb. bxs.....		.57
Travellers pocket canister, 4 doz.....per doz.		.80

AMMONIA.

	Per doz.
Purple Ribbon, 16 oz., 2 dos. boxes.....	.90
Purple Ribbon, quarts, 1 dos. boxes.....	1.50
Purple Ribbon, ½ gals. ½ doz. boxes.....	2.70
Colburn's Mayflower, 16 oz., 2 doz. boxes.....	.75
Colburn's Autumn, hotel size, 2 doz. boxes....	.90
Violet, pints, 2 doz.....	.90

AXLE GREASE.

Frazer's, 15 lb. palls.....		.80
Frazer's, boxes, ¼ gross.....	per gross	9.25
Mica, ¼ gross.....	per gross	8.40
Peerless, ¼ gross.....	per gross	4.50
Paragon, ¼ gross.....	per gross	5.50

BAKING POWDER.

Sea Foam Baking Powder:—	
$\frac{1}{2}$ lb., 4 doz. in case.....	.95
$\frac{1}{2}$ lb., 2 doz. in case.....	1.70
1 lb., 1 doz. in case.....	3.40
Davis' O. K., $\frac{1}{4}$ -lb., 4 doz.....per doz.	.45
Davis' O. K., $\frac{1}{2}$ -lb., 3 doz.....per doz.	.90
Davis' O. K., 1-lb., 2 doz.....per doz.	1.65
Davis' O. K., 5-lb., $\frac{1}{2}$ doz.....per doz.	7.20
Cleveland's, ro-c. size, 4 doz.....per doz.	.84
Cleveland's $\frac{1}{4}$ -lb., 4 doz.....per doz.	1.23
Cleveland's, $\frac{1}{2}$ -lb., 2 doz.....per doz.	2.28
Leslie's, $\frac{1}{4}$ -lb. cans, 1 or 2 dz. cartons, 4 dz. cases	.45
Leslie's, $\frac{1}{2}$ -lb. cans, 2 doz. cases.....	.90
Leslie's 1-lb. cans, 1 doz. cases.....	1.65
Leslie's, 5-lb. cans, 6 cans in case.....per lb.	.12
Sea Gull, 6 oz., glass, 4 doz.....	.45
Parrot and Monkey, 4 doz.....	.45
Rumford's Yeast Powder:—	
4 oz. glass, 2 doz.....	82 $\frac{1}{2}$
6 oz. glass, 2 doz.....	1.07
6 oz. glass, 4 doz.....	1.04
6 oz. glass, 6 doz.....	1.03
6 oz., 1 gross, in bbl.....per gross,	12.25

—4—

Rumford Baking Powder :—		
5c.-tins, 4 doz.....	per doz.	.45
roc.-can, 2 doz. in box.....	per doz.	.90
½-lb. cans, 2 doz in case.....	per doz.	1.25
1-lb. cans, 1 doz. in case.....	per doz.	2.50
Royal, roc. size, 4 doz.....		.86
“ ½ lb., 4 doz.....		1.30
“ 1 “ 2 “		2.40
“ 1 “ 1 “		4.65

BLACKING—Shoe.		
Shinola.....	per doz.	.75
Shinola, ¼ gross in box.....	per gross	8.25
Blackola, 1 doz., 10 cent size.....		.60
Blackola, 3 doz., 10 cent size.....	per gross	6.90
Blackola, 3 doz., 5 cent size.....	per gross	4.25
Mason's No. 1, ¼ gross.....		2.22
“ “ 2,		2.60
“ “ 3,		3.85
“ “ 4,		4.55
“ “ 5,		7.50
T. M. French.....	per doz.	1.00

BLACKING—Shoe.

Shinola.....	per doz.	.75
Shinola, ¼ gross in box.....	per gross	8.25
Blackola, 1 doz., 10 cent size.....		.60
Blackola, 3 doz., 10 cent size.....	per gross	6.90
Blackola, 3 doz., 5 cent size.....	per gross	4.25
Mason's No. 1, ¼ gross.....		2.22
" " 2,		2.60
" " 3,		3.85
" " 4,		4.55
" " 5,		7.50
T. M. French.....	per doz.	1.00

SHOE DRESSING.

Mason's.....	.78
Acme, x doz.....	1.15
Bixby's Royal Polish, x doz.....	.78
Bixby Jet Oil Polish.....	.80
Brown's Shoe Dressing, 1 doz.....	.80
Brown's, Army and Navy, x dos.....	.80
Boyer's French Dressing... ..	.65
" Oil Polish.....	.75
Admiral Russet Combination.....	.70
Admiral Shoe Dressing.....	.70
Whittemore Bros. & Co:—	
Gilt Edge Polish, black.....	2.00
Boston Waterproof, black.....	2.00
Boston Jr. Waterproof, black, 10-cent size...	.85
Elite Combination, Baby, black.....	.85
Elite Combination, large, black.....	2.00
Superb Patent Leather Paste, large.....	.75
Champion, black, friction polish.....	2.00
Champion Jr., black, friction polish.....	.85
French Gloss, black, self-polishing.....	.75
Royal Gloss, black, self-polishing.....	.75
Dandy Combination, russet.....	2.00
Star Combination, russet.....	.75
Dandy Russet Paste, large.....	.75
Bossola Waterproof Paste Polish, large.....	.75
Bossola Waterproof Paste Polish, small.....	.75
Quick White, cleans dirty canvas shoes.....	.85
Quick White, cleans dirty canvas shoes.....	2.00
Oil Paste black, never dries up, large size.....	.75

TEA.

	Per lb.
Japans—Basket-fired	20 @ 35
Japans—Pan-fired—Common to fair.....	20 @ 23
Fine	24 @ 28
Choicest.....	30 @ 38
Formosa—Superior to Fine.....	18 @ 20
Choice to Extra	22 @ 35
Choicest.....	40 @ 50
Foochow—Common, cargo.....	14 @ 16
Good, medium.....	17 @ 22
Superior	23 @ 28
Fine.....	30 @ 35
Choicest.....	40 @ 40

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These scales are to equip all booths of the

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where weighing is necessary, such as groceries, meats, teas and coffees, poultry and game, fish, butter, cheese, candy, etc.

This market is all on the ground floor and contains over 16,000 sq. feet of floor space which is divided into 480 booths each 10x10 ft. Its appointments are as near perfect as modern ingenuity can devise.

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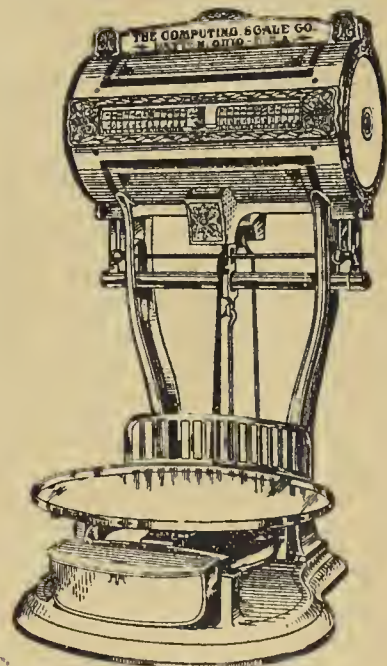
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were found to excel all others in their perfection of operation, and in accuracy of weights and values. That is the verdict of all merchants who will take the time to investigate our scales.

Our purpose is to show you where and how these scales prevent all errors and loss in computations or weight.

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Moneyweight Scale Co.

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Pittsburg Office, 205 McCance Bldg. Buffalo Office, 62 Pearl Street.

Date.....
Moneyweight Scale Co., 35 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN.....
BUSINESS.....STATE.....

Lowney's—	
Premium Chocolate, 6-lb boxes, 12 boxes in case, $\frac{1}{2}$ -lb. packages.....	.32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, $\frac{1}{2}$ -lb. packages.....	.32
Premium Chocolate, 6-lb. boxes, 12 boxes in case, $\frac{1}{4}$ -lb. packages.....	.32
Premium Chocolate, 12-lb. boxes, 6 boxes in case, $\frac{1}{4}$ -lb. packages.....	.32
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, $\frac{1}{2}$ -lb. packages.....	.27
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, $\frac{1}{4}$ -lb. packages.....	.27
Vanilla Sweet Chocolate, 12-lb. boxes, 6 boxes in case, $\frac{1}{4}$ -lb. packages.....	.27
Vanilla Sweet Chocolate, 50 5-cent packages in box.....per box	1.65
Cocoa, 6-lb. boxes, 12 boxes in case, $\frac{1}{2}$ -lb. tins .....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, $\frac{1}{2}$ -lb. tins .....	.36
Cocoa, 6-lb. boxes, 12 boxes in case, $\frac{1}{4}$ -lb. tins .....	.36
Cocoa, 6-lb. boxes, 12 boxes in case, $\frac{1}{2}$ -lb. tins .....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, $\frac{1}{2}$ -lb. tins .....	.36
Cocoa, 12-lb. boxes, 6 boxes in case, 1-lb. tins .....	.36
Cocoa, 5-lb. screw cap cans, 10 cans in case, 5-lb. tins .....	.36
Diamond Chocolate, sweet, $\frac{1}{4}$ -lb. pkgs. 6-lb. boxes, 12 boxes in case..... per lb.	.24
" " " " " "	.24
"Always Ready" Sweet Cocoa Powder, 1-lb. tins, 12-lb. boxes, 6 boxes in case... per lb.	.32
6-lb. boxes, 12 boxes case, $\frac{1}{4}$ -lb. tins " "	.32
$\frac{1}{2}$ -lb. tins, 6 lb. boxes, 12 boxes case " "	.32
Milk Chocolate, 50 5-cent packages in box... per box	1.65

Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes.....	.40
Croft's Cocoa, 1½, 2 dozen in box.....	1.80
“ “ 1½, 6 lbs. “33
“ “ 1½, 6 lbs. “32
“ “ 5-lb, 6 cans “30
“ Swiss Milk Chocolate, 48 5-c.cakes..	1.50
“ Premium, 1½, 12-lb. cakes31
“ “ 1½, “30

Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. jars, 6- and 12-lb. boxes.....	.40
Croft's Cocoa, 1½, 2 dozen in box.....	1.80
“ “ 1½, 6 lbs. “33
“ “ 1½, 6 lbs. “32
“ “ 5-lb, 6 cans “30
“ Swiss Milk Chocolate, 48 5-c.cakes..	1.50
“ Premium, 1½, 12-lb. cakes31
“ “ 1½, “30

Knickerbocker Chocolate Co.—		
Hasty Lunch Chocolate—		
$\frac{1}{2}$ -lb. decorated cans,	12-lb. boxes..per lb.	.30
$\frac{1}{2}$ -lb. " "	24-lb. boxes.. "	.29
Special 10-c. packages,	30 to box..per box	2.10
Blue Ribbon Breakfast Cocoa—		
Decorated $\frac{1}{2}$ -lb. tins,	6-lb. boxes36
" $\frac{1}{2}$ -lb. " "	12-lb. "36



Knickerbocker Chocolate Co.—		
Hasty Lunch Chocolate—		
$\frac{1}{2}$ -lb. decorated cans,	12-lb. boxes..per lb.	.30
$\frac{1}{2}$ -lb. " "	24-lb. boxes.. "	.29
Special 10-c. packages,	30 to box..per box	2.10
Blue Ribbon Breakfast Cocoa—		
Decorated $\frac{1}{2}$ -lb. tins,	6-lb. boxes36
" $\frac{1}{2}$ -lb. " "	12-lb. "36

Bedford Cocoa—		
Labeled $\frac{1}{2}$ -lb. cans,	6-lb. boxes.....	.29
“ $\frac{1}{2}$ -lb. “	12-lb. “.....	.29
“ $\frac{3}{4}$ -lb. “	6-lb. “.....	.31
“ $\frac{1}{2}$ -lb. “	12-lb. “.....	.31
Vanilla Sweet Chocolate—		
Blue Ribbon, $\frac{1}{8}$ s,	6-lb. boxes.....	.26
“ $\frac{1}{8}$ s,	12-lb. “.....	.26
Buster Brown, 5-c.,	48 cakes..... per box	1.31
“ 3-c., 72 “	“..... “	1.46
Premium Chocolate—		
$\frac{1}{2}$ -lb. cakes, 12-lb. boxes	.....	.27
$\frac{1}{2}$ -lb. “	24-lb. “.....	.27
Milk Chocolate—		
40 3-cent cakes in box,	24 to half case.....	.80
40 “ “	48 to case.....	.80
24 5-cent cakes in box,	24 to half case.....	.78
24 “ “	48 to case.....	.78

Bedford Cocoa—		
Labeled $\frac{1}{2}$ -lb. cans,	6-lb. boxes.....	.29
“ $\frac{1}{2}$ -lb. “	12-lb. “.....	.29
“ $\frac{3}{4}$ -lb. “	6-lb. “.....	.31
“ $\frac{1}{2}$ -lb. “	12-lb. “.....	.31
Vanilla Sweet Chocolate—		
Blue Ribbon, $\frac{1}{8}$ s,	6-lb. boxes.....	.26
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40 3-cent cakes in box,	24 to half case.....	.80
40 “ “	48 to case.....	.80
24 5-cent cakes in box,	24 to half case.....	.78
24 “ “	48 to case.....	.78

CONDENSED MILK.
BORDEN'S
CONDENSED MILK CO.
All BORDEN'S Brands guaranteed.

ALL BORDEN'S BRANDS GUARANTEED.

Eagle, 4 doz.....	6.25
Eagle, 2 doz.....	3.15
Challenge, 4 doz.....	3.75
Defiance, 4 doz.....	3.75
Magnolia, 4 doz.....	4.15
Rose, 4 doz.....	4.00
Dime, 4 doz.....	3.65
Winner, 4 doz.....	4.00
Baby, 1 doz., glass.....	1.90
Red Cross.....	4.15
Peninsular.....	4.15
Leader.....	3.90
Banner, 4 doz.....	4.10
Star, 4 doz.....	4.15
Emery, 4 doz.....	3.85

EVAPORATED MILK.	
Libby's, small family, 6 doz.....	2.75
Libby's, family, 4 doz.....	3.25
Peerless, hotel size, 2 doz.....	3.50
Peerless, family size, 4 doz.....	3.00
Peerless, 5 cent size, 4 doz.....	1.60
St. Charles, family size, 4 doz.....	3.75
St. Charles, hotel size, 2 doz.....	3.80
Silver Cow, 5-cent size.....	2.50
Pet, 10-cent size, 4 doz.....	per case 3.00
Pet, 5-cent size, 6 doz.....	per case 2.50
Van Camp's, 6 doz., small.....	per case 2.60
Van Camp's, 4 doz., family.....	per case 3.00
Van Camp's, 4 doz., large.....	3.75

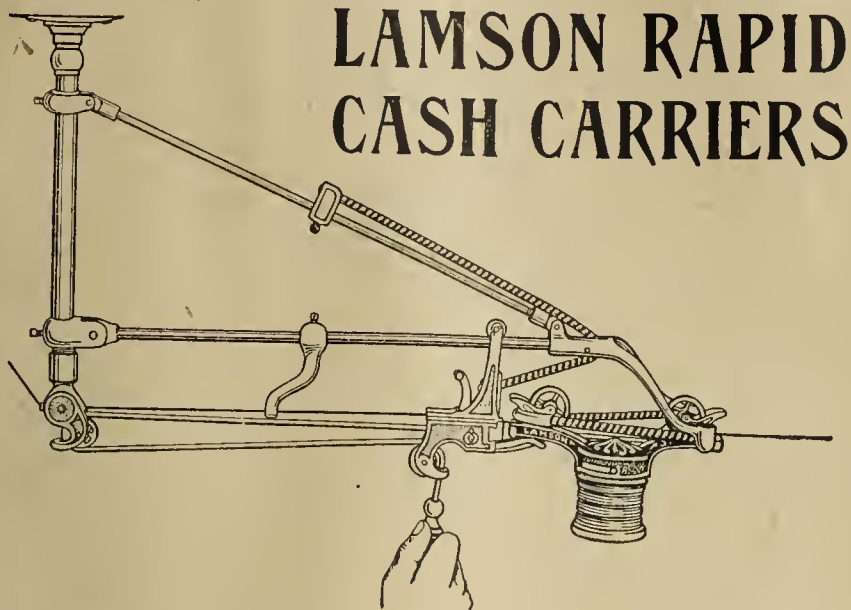
EVAPORATED MILK.	
Libby's, small family, 6 doz.....	2.75
Libby's, family, 4 doz.....	3.25
Peerless, hotel size, 2 doz.....	3.50
Peerless, family size, 4 doz.....	3.00
Peerless, 5 cent size, 4 doz.....	1.60
St. Charles, family size, 4 doz.....	3.75
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Silver Cow, 5-cent size.....	2.50
Pet, 10-cent size, 4 doz.....	per case 3.00
Pet, 5-cent size, 6 doz.....	per case 2.50
Van Camp's, 6 doz., small.....	per case 2.60
Van Camp's, 4 doz., family.....	per case 3.00
Van Camp's, 4 doz., large.....	3.75

Queen, 4 to lb.....		.42
Sweet Vanilla, 4 to lb.....		.28
" 8 to lb.....		.28
Bloomer's Cocoa Powder—		
$\frac{1}{4}$ -lb. tins, 2 doz. in box.....	per doz.	1.88
$\frac{1}{2}$ -lb. tins, 2 doz. in box.....	"	3.50
1-lb. tins, 1 doz. in box.....	"	6.50
5-lb. tins, 1 doz. in case.....	per lb.	.52
10-lb. bags, 1 doz. in case.....	"	.50
Runkel's—		
Cocoa.....	per lb.	.33
Premium Chocolate.....	"	.30
Vienna Sweet Chocolate, $\frac{3}{4}$ -lb. pkg... ..		.22
Vanilla " $\frac{1}{8}$ lb., 48 to box...		1.60
Wilbur's Cocoa—		
Breakfast, $\frac{1}{4}$ -lb. tins, 6-lb. boxes.....	per lb.	.33
" $\frac{1}{2}$ -lb. tms, 6-lb. boxes.....	"	.32
Wilbur's Chocolates—		
Sweet Clover, $\frac{1}{8}$ s, 6-lb.....	per box	1.60

CANDIES AND CONFECTIONERY		Per
Croft and Allen Co.—		
Extra Mixtures.....	30-lb. pails	.08
Cream Jelly Mixtures.....	"	.09
Elcroften Mixtures.....	"	.09
Nobby Mixtures.....	"	.10
Cadella Mixtures.....	"	.12
Fine French Mixtures.....	"	.13
French Creams.....	"	.09
American Mixtures.....	"	.08
Variety Cut Drops.....	"	.08
Darling Mints.....	"	.08
Golden Drip Bar.....	15-lb. boxes	.10
Sour Balls.....	30-lb. pails	.08
Pancella Cream Chocolate.....	"	.10
I X L Assorted Chocolate.....	"	.11
King B Assorted Chocolate.....	"	.10
No. 1 Fine Assorted Chocolate...	"	.11
Nonpareil Drops.....	"	.11
Chocolate-covered Caramels.....	"	.12

AND CONFECTIONERY.

Armour's Veribest—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.25
Fairbank's—	
No. 1, 2 doz.....	1.45
No. 2, 1 doz.....	2.37½
Libby's—	
No. 1, 2 doz.....	1.45
No. 2, 1 doz.....	2.30
Kingan's—	
No. 1, 2 doz.....	1.40
No. 2, 1 doz.....	2.42½



LAMSON RAPID CASH CARRIERS

These Carriers will

*Give you quicker service,
Cut down your operating costs,
Protect your cash, and
Please your customers.*

Our Systems Department is at your service to advise and report on details of the Store Systems best suited to your needs.

Write for Booklet E.

LAMSON CONSOLIDATED S. S. CO.

Philadelphia Office
500 Penn Mutual Building

District Offices
in all
Principal Cities

Boston Office
161 Devonshire Street



The Hotel Patrons' Demand

A coffee that satisfies on a hotel table is a good coffee and will stand up under any test you can give it.

That's because hotel patrons are supercritical. They expect more than they get at home; in fact they expect perfection.

Hotel Astor Coffee is the year-in-and-year-

out brand of some of the most exclusive hotels in New York City. They never think of buying anything else — they wouldn't dream of it.

The success of this coffee under this exacting test is really the reason that led us to push it through the grocery trade. We have a plan to increase your high-grade coffee trade. May we tell you about it? A postal request is enough.

B. Fischer & Co.
190 Franklin Street
NEW YORK
31 South Front Street
PHILADELPHIA

6 Gallons in a 5-Gallon Jug



Would surprise you no more than the way we can increase your store's capacity by our

FIXTURE ARCHITECTURE

We examine your space, the nature and volume of your business, then **PLAN** the fixtures, and get **SEVERAL COMPETITIVE** bids from different manufacturers. You save by the competition enough to pay our fee. We charge you only for our **EXPERIENCE** in helping you, as we have helped thousands of others, to make every inch of store **WORK**.

If you are willing to save money, write us.

J. A. FLESCH & SON
ARCHITECTS AND DESIGNERS
OF STORE FIXTURES FOR MODERN GROCERY STORES
1012 OPERA HOUSE BUILDING
112 CLARK STREET
CHICAGO

-13-

HIRES CONDENSED MILK



Per case.	
Silver.....	4.15
Queen.....	4.00
Premium.....	3.85
Blue Ribbon.....	3.85
Gold, tall.....	3.75
Gold, family..	3.15

COCOANUT.

Franklin Baker Co's—

Per case



Brazil, 70 5-cent packages.....	2.50
" 35 10-cent ".....	2.50
" 38 5-cent and 16 10-cent packages....	2.50
" 18 20-cent packages.....	2.50
" Shred, in pails, 20 lbs.....	1.10
" " in boxes, 25 lbs.....	0.93 1/4
" " in barrels, 135 lbs.....	0.09
Table Talk, Thread, in pails, 20 lbs.....	1.10
" " in boxes, 25 lbs.....	0.93 1/4
" " in barrels, 135 lbs.....	0.09
Premium, 60 1/4-lb. packages, 15 lbs. to case	2.23
" 30 1/2-lb. " 15 " " "	2.22
" 30 1/4-lb. and 15 1/2-lb. packages,	2.23 1/2
15 lbs. to case.....	2.27
Dunham's, 1/8s and 1/4s, 15 lbs.....	2.26 1/2
" 1/2s and 3/4s " " " "	2.28
" 1/4-lb. packages, 5 and 15 lbs.....	2.28
" 1/8s, 5-lb. cartons.....	2.28

COCOANUTS.

Franklin Baker Co's—

Per bag

Porto Rico, Jumbo, 80s.....	4.00
San Blas, 100s.....	3.50

CRACKERS AND CAKES.

A. Exton & Co.—	Bbls.	Bxs.
Butter Crackers.....	.08	.08 1/2
Oyster ".....	.08	.08 1/2
Wine Scroll.....	.10	.10 1/2
Cracker Dust.....	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
J. S. Ivins' Son—	Bbls.	Bxs.
Assorted Jumbles.....	.07 1/2	.08
Brown Edge Water.....	.10	.10
Butter Thin.....	.12	.12
Clover Mixed.....	.08	.08
Cocoanut Ripple.....	.10	.10
Cookie Mixed.....	.08 1/2	.09
Butter Toast.....	.07 1/2	.08
Fig Bars.....	.10	.10
Frosted Spiced Wafer.....	.09	.09
Fruit Cookies.....	.08 1/2	.09
Fruit Gem.....	.08	.08
Graham Wafer.....	.10	.10
Grandma Cookies.....	.08 1/2	.09
Honey Jumbles, XX.....	.09 1/2	.10
Iced Charter Oak.....	.09	.09
Iced Ginger Tablet.....	.08	.08
Iced Honey Jumbles.....	.09 1/2	.10
Iced Penn Treaty.....	.07	.07 1/2
Iced Vedette Wafer.....	.07 1/2	.08
Lemon Bar.....	.08 1/2	.09
Man-in-the-Moon.....	.08	.08
Milk Lunch.....	.07	.07 1/2
Orange Cookies.....	.07 1/2	.08
Quaker City Mixed.....	.07 1/2	.08
Salted Strips.....	.08 1/2	.09
Saltines.....	.12	.12
Soda Biscuit XX.....	.06	.06 1/2
Soda Biscuit XXX.....	.06 1/2	.07
Spiced Wafers.....	.07 1/2	.08
Sunshine Cookies.....	.07 1/2	.08
Water Crackers Star.....	.06 1/2	.07
Package goods—		
Animals.....	.50	.50
Butter Thin.....	1.00	1.00
Gingerettes.....	1.00	1.00
Gold Medal Soda (small).....	.50	.50
" (large).....	.90	.90
Graham Wafers.....	1.00	1.00
Ivynettes.....	.50	.50
Milk Lunch.....	1.00	1.00
Our Ginger Snaps.....	.50	.50
Pink Tea.....	1.00	1.00
Sugar Snaps.....	.50	.50
Saltina Biscuit.....	1.00	1.00
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

-14-

DELIKATESSEN.

Wein Senf, Prepared Mustard.

Stone Pots, small size, 2 doz in case, per doz.	1.15
" " with Horse radish, p.dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
" " with Horse-radish, p.dz.	1.75
Wein Senf, in bbls.....per gal.	
" 1 gallon stone jars.....per jar	.75
" 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
" " in 15 gallon kegs....	"
" " in 10 " " " "	"
" " in 5 " " " "	.25-.40
" " in 2 gallon pails...per pail	.75
" " in 1 " " " "	.40
Prepared Special, with spoon, 2 doz. in case,	
" per doz.....	.95
" Sifting top, 2 doz. in case...per doz.	.46
" with Horse-radish, 2 doz. in case,	
" per doz.....	.95

Imported and American Fancy Cheese.

Emmentaler Swiss Cheese, Selected tub.....	.25
" " " " " " loaf.....	.26
Sap Sago, 3 to a lb.....cask, per lb., .18, less	.22
Roquefort Cheese, 12 in case, per lb., .32 1/2 "	.35
Parmesan, loaves about 30 lbs., loaf, 31. cut,	.32
Edam Cheese, 12 in case...case, 10.50, single,	.80
" " in tin.....per lb.	.26
" 1-lb. tins.....per case	3.75
Camembert, in wood boxes.....per doz., 2.75-2.85	
Sap Sago, grated, ready for use, 10-oz. bottles,	
" per doz.....	1.45
Parmesan, grated, ready for use, large bottles,	
" per doz.....	1.75
Parmesan, grated, ready for use, small bottles,	
" per doz.....	2.25
Olmutter Hand Cheese, 100 in box.....	4.00
Edelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf, .16 cut,	.19
" " Square loaves, No. 1, about	
" 25 lbs. each.....per lb.	.16
Limburger Cheese, No. 1.....box, .14;	.16
" 1/2 box, 14; less.....	.17
Muenster Cheese.....per lb.	.16
Brick Cheese, No. 1.....	.17 1/2
English Dairy Cheese.....	3.00
Pineapple (Picnic size), 6 in box.....per box	3.25
" (Gem size), 6 in box.....	3.25
Royal Luncheon Cheese—	
" Dinner size, 1 doz. in case.....per doz.	4.50
" Lunch size, 2 " " " " " "	2.40
" Picnic size, 2 " " " " " "	1.35
" Trial size.....	1.00
MacLaren Imperial Cheese, Club size, per doz.	1.00
" " No. 1 " " " "	2.40
" " Roquefort " large " " "	2.95
" " " small " " "	1.45
Fromage de Brie, M. C. C., 1 in box...per box	1.55
" d'Isigny, 6 " " " " "	1.55
Wm. Tell brand, 12 in box.....	1.40
Neufchatel (Cow brand), 25 in box.....	.95
Star Cream, or Phila., 12 " " " "	1.90
Miniature Cream, or Phila., 12 in box..	.95
Hand Cheese, 8 doz.....	1.35
" 4 " " " " " "	.70
" 4 " Thuringer.....	.85
Farmer Hand Cheese, 4 doz. in box...	1.45
Schutzen Cheese, 12 in box.....	1.25
American Mountain Cheese (Alpen Kase), 50	
1-lb. packages.....per lb.	.18

Imported and American Meats and Sausages.

Westphalia Ham (marked weight).....per lb.	.45
Wiener Wurstel, 16 in tin.....per doz.	4.75
" 8 " " " " " "	8.75
Carlsbad Speck (Imported Bacon).....	.32
Imported Cervelat Sausage (Rolf's).....per lb.	.45
Imported Frankfurters.....per doz.	3.75
Goose Breast, imported, marked weight, per lb.	.65
Pate de fois Gras, small size.....per doz.	3.00
American Holsteiner...by bbl. .12; less, per lb.	.14
" Landjager, short.....	.24
" " long.....	"
" Mortadella, Dry.....	.25
" Knackwurst, 25 in box, per box,	
" \$4.75.....per doz.	2.40
" Cervelat (E), 50 and 100-lb. boxes,	
" .21 1/2; less.....	.23
" Cervelat, Blue Ribbon, 50 and 100-lb.	
" boxes, .20; less.....	.21
" Cervelat, Crescent, 50 and 100-lb.	
" boxes, .17; less.....	.18
" Cervelat, Tip Top, 50 and 100-lb.	
" boxes, 14; less.....	.16
" Cervelat, E. Gothaer, 50 and 100-lb.	
" boxes, .23 1/2; less.....	.25
" Salami (E), 50 and 100-lb. boxes,	
" .20; less.....	.22
" Salami, Blue Ribbon, 50 and 100-lb.	
" boxes, .18 1/2; less.....	.20
" Salami, G. A. P., 50 and 100-lb.	
" boxes, .16 1/2; less.....	.18
" Tongue Sausage.....per lb.	.18
" Smoked Braunschweiger Liver Sau-	
" sages.....per lb.	.15
" Lachs Ham.....	.28
" Petit Delicatess Frankfurters, plain,	
" per doz.....	1.00
" Petit Delicatess Frankfurters, with	
" Sauer Kraut.....per doz.	1.00
" Lebanon Beef Bologna.....per lb.	.15
" Paprika Speck.....	.18
Mettwurst, half-round.....	.16
Liver Sausage (Special), truffle, goose, or sar-	
" dellen.....per lb.	.15
Smoked Thuringer Blutwurst.....	.18
" Pfefferwurst.....	.18

-15-

Pickled Meats.

Lamb Tongues (Derby Brand), pint glass jars.	4.75
" " quart glass jars.	5.75
" " 10-oz. jars.....	2.50
Calves' Head, in round tins.....per doz.	1.65
Pickled Meats, in glass.....	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	
Beef Salad, in glass.....	1.00
" " pints.....	"
" " quarts.....	"
Lamb Tongues, in glass.....	1.60

Holland and Scotland Herrings.

Holland—	Kegs or Pails.
Mixed, "Y. M.," 1/2 bbl.....	5.50 .60-.75
Milkers, "Y. M.," 1/2 bbl.....	6.50 .75-.85
Mixed, standard, bbl.....	5.50-6.50
Milkers, standard, bbl.....	1/2 bbl.....
Scotland—	
Mixed, large, fulls, bbl.....	8.00
Milkers, " " 1/2 bbl.....	8.00
" " " 1/2 bbl.....	1.25
Marinirte Herring, imported, about 40 in pail.	1.00
Roll Herring, imported, about 25 in pail.....	1.00
Spiced Herring, imported, about 40 in pail.....	1.00
Norway Stockfish, dry.....per lb.	.15
Matjes Herring.....per pail	

Bismarck Herring.

Round tins, with key, pint.....	Per tin.
" " quart.....	.20
" " 2 quart.....	.35
" " 4 quart.....	.55
" " " " " "	1.10

Smoked Delicatessen Fish, in Season.

Roll Mops, 4 quart tin.....	1.10
" 2 quart tin.....	.60
" quart tin.....	.50
Brat-Haring, 4 quart tin.....	1.10
" 2 quart tin.....	.60
" quart tin.....	.40
English Sprats, 36 bunches.....per box	2.50
Kruger's Roll- and Brat-Haring, oval tins,	
" per doz.....	2.50

Russian Sardines.

Imported fish, Walkoff brand.....per keg	.75
" 5-lb. pails.....per pail	.55
" 10-lb. pails.....	1.05
Cut Spiced Sardines, 10-lb. pail.....	.75
" 5-gal. keg.....per keg	2.75
Russian Sardines, in glass jars.....per doz.	2.25

Norway Anchovies.

Original package.....per 1/2 bbl.	5.50
Repacked in 5-lb. pails.....per pail	.60
" 10-lb. pails.....	1.10
" 5-gal. kegs.....per keg	2.75
" 1/2 lb. flat tins.....per doz.	.95
" 1/2-lb. tall tins.....	1.50
" 1-lb. tall tins.....	2.00
Fancy kegs, keg.....	.80
" 1/2 keg.....	.42
" 1/4 keg.....	.32
" 1/8 keg.....	.20

Salt Sardinien.

Original packages, 1902.....per anker	16.00
Repacked, kegs, about 8 lbs.....per keg	3.25
" pint jars.....per doz.	6.00
" large tumblers.....	2.25
" small tumblers.....	1.25

Russian Caviar.

1-lb. tins.....	Per doz.
1/2-lb. tins.....	19.50
1/4-lb. tins.....	10.50
1/8-lb. tins.....	5.50
1/16-lb. tins.....	2.75

German Dill Pickles—Regular Size.

60-gal. casks, about 2000.....per cask	
50-gal. bbls., about 1200.....per bbl.	
15-gal. keg, about 500.....per 100	
10-gal. keg, about 300.....	1.00
5-gal. keg, about 150.....	"
10-lb. pail, about 50.....per pail	

Domestic Sourkrout—Long Cut.

60-gal. casks.....per cask	
48-gal. bbls.....per bbl.	6.50
10-gal. kegs.....per keg	2.40
5-gal. kegs.....	1.25
10-lb. pails.....per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....per lb.	.18
Spitzkugeln.....	.25

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg...per bundle	.30
Basler Lebkuchen, No. 1, 6 " " " "	.50
" No. 2, 6 " " " "	.75
" No. 3, 6 " " " "	1.00
Amandines, 9-lb. tins.....per tin	5.25
" small tins.....	.55

-16-

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg.....	2.50
" " 10-gal. keg.....	4.50

Sundries.

German Egg Potatoes, original bags, 110 lbs.,	per bag	2.75
Green Kern.....	per lb.	.10 1/2
Potato Flour.....	"	.08
German Dried Pears.....	"	.14
Dried Mushrooms.....	"	.60-1.00
Juniper Berries.....	"	.08
St. John's Bread.....	"	.05
Bay Leaves.....	"	.06-.08

COTTOLENE.

30 2-lb. tins.....per case	6.50
15 4 lb. tins.....	6.50
6 10-lb. tins.....	6.50
Freight prepaid on two-case lots.	

EGGS.

Nearby, candled and selected, 30-doz. crates..	Per doz.	.36
Western.....	30-35	

CHEESE.

New York, full cream, new, fancy, 40-lb. bxs.	.14 1/2
" 1st's, 40-lb. boxes 1 1/2-1 1/4	
Picnic, full cream, new, fancy, 20-lb. boxes....	.15 1/2

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans.....	per lb.	.28
Anchovies, in oil, $\frac{3}{4}$ bottles.....		4.50
" " $\frac{1}{2}$ bottles.....		3.25
Anchovy Paste, fancy.....	per doz.	4.75
" " plain.....		3.75
Bouillon, Burnham, pints, 2 doz.....		3.75
" " $\frac{1}{2}$ pints, 2 doz.....		2.00
Capers, Nonpareil, $\frac{1}{2}$ gal. kegs.....		1.50
" " quart, glass.....	per doz.	8.25
" " bottled, $\frac{3}{4}$ size.....	"	3.40
" " " $\frac{1}{2}$ size.....	"	2.00
" " " $\frac{1}{4}$ size.....	"	1.20
Canton Ginger, large pots, 6-jar cases..	per case	4.65
" " medium, 12-jar cases..	"	5.00
" " small, 24-jar cases.....	"	4.75
Cherries in Maraschino, glass, 1 doz. case.....		7.00
Clam Chowder, Burnham, 1 lb., 4 doz.....	doz.	.90
" " 3 lb., 2 doz.....		2.20
Currie Powder, pints.....	per doz.	3.50
" " 4 oz.....	"	2.25
" " 2 oz.....	"	1.50
French Peas, extra fins.....	per case	16.00
" " fins.....		14.00
" " Moyen's.....		12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case...		12.00
Huntley & Palmer's Petit Beurre Biscuit....	lb.	.19
" " Dinner Biscuit.....		.31
" " Breakfast Biscuit.....	"	.34
Packed 7 lbs. and 5 lbs. in a can.		
Red Pepper, ring, pints.....	per doz.	1.25
" " $\frac{1}{2}$ pints.....	"	.60
Salt, stone jars, 4 doz.....		1.75
Extract of Beef, Morris', 4 oz.....	per doz.	6.50
" " 2 oz.....	"	3.55
" " Anker's, 120 vials.....		4.00
" " 4 oz.....	per doz.	4.00
" " 8 oz.....	"	7.25
" " 16 oz.....	"	13.50
Theodore Marquet Mushrooms—		
First choice.....		26.00
Choice, 100 tins.....	per case	32.00
Extra, 100 tins.....	"	38.00
Hotel, 100 tins.....	"	19.00
Truffles, $\frac{1}{4}$	per tln	.30
" " $\frac{1}{8}$	"	.55
" " $\frac{1}{2}$	"	1.15
" " $\frac{1}{4}$	"	2.25
Shrimps, pickled, small size.....		1.15
" " Dunbar's, 2 doz.....	per doz.	2.25
Figs in Cordial, Dunbar's, 1 doz.....	"	5.00
" " Bishop's, 1 doz.....	"	6.50
Crystallized Ginger, 1-lb. tins.....	"	4.00
" " $\frac{1}{2}$ -lb. tins.....	"	2.25
Lime Juice, Rose's.....	"	3.60
Victor Rose Water.....	"	2.25
" " Peach Water.....	"	2.25
Pitted Olives.....	"	5.25
Armour's Solid Extract of Beef—		
Size 2 jars, 1 dozen in case.....		4.45
" " 4 " 1 " ".....		8.20
" " 8 " $\frac{1}{2}$ " ".....		15.90
" " 16 " $\frac{1}{4}$ " ".....		29.75
Armour's Fluid Beef Extract—		
Size 4 bottles, 1 dozen in case.....		4.45
" " 8 " 1 " ".....		8.20
" " 16 " $\frac{1}{2}$ " ".....		16.00
Armour's Beef Extract and Vegetable Tablets—		
1 dozen small boxes, 12 tablets each.....		2.25
1 " medium " 36 ".....		6.00
1 " large " 72 ".....		10.00
Armour's French Bouillon—		
Size 4 bottles, 1 dozen in case.....		4.00
" " 16 " 1 " ".....		14.00
Armour's Asparox—		
Size 4 bottles, 1 dozen in case.....		2.50
" " 12 " 1 " ".....		7.50
" " 5 ".....	per bottle	3.50
" " 5 fancy jugs.....	per jug	1.50
Armour Tomato Bouillon—		
Size 4 bottles, 1 dozen in case.....		2.50
" " 12 " 1 " ".....		7.50
" " 5 ".....	per bottle	3.50
" " 5 fancy jugs.....	per jug	1.50

Who Thinks For You?

You do it yourself, don't you? Did you wait for others to select your store and your stock, and tell you how to run your business?

If our advertising sent people to *demand* that you sell our Macaroni, Spaghetti, Noodles and Pastels would you feel pleasant?

But, think this over. You can depend on our goods and know their fine quality will increase your trade.

You can make a good profit on them and every case brings you Universal Coupons which are good as cash in buying almost anything you want.

We work *with* you, not *against* you. Will you push our goods?

The

Freihofer

Vienna Baking
Company

Philadelphia, Penna.

WASHBURN-CROSBY CO'S

Gold Medal Flour



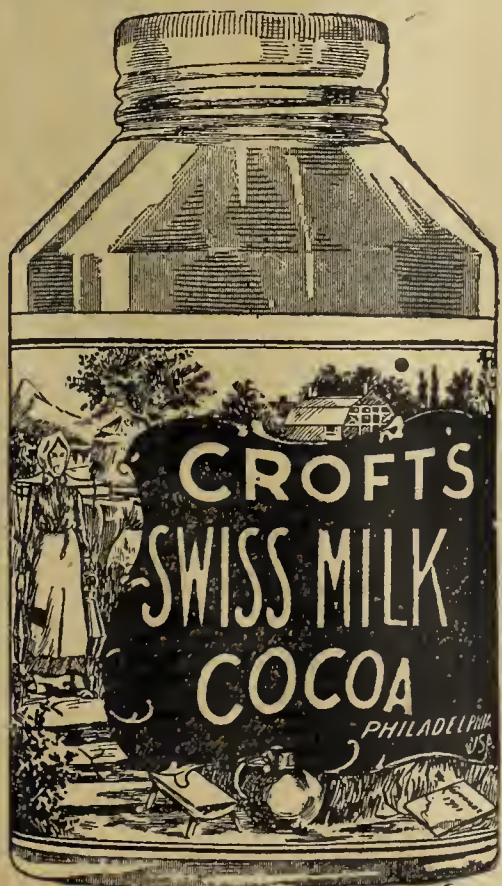
Now Sold by Philadelphia Jobbers

IN
FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

How to Make Other Cocoas as Good as Ours



Take the average cocoa on the market and carry it through another process or two, and you may have an article about as good as Croft's Swiss Milk Cocoa.

The trouble is that other manufacturers will not use that "other process or two," because of its cost. They prefer to send out their product half made, as it were—containing indigestible and ill-tasting ingredients which should have been eliminated—so that they can save a little on the cost of making.

Croft's Swiss Milk Cocoa has everything taken out that should be taken out, and for that reason, among others, it has the smoothest, finest flavor of any cocoa made.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. Philadelphia
PENNSYLVANIA

"As Good as the 'J. M.'"



No delivery wagon built is as good as the "J. M.," though many are said to be. The makers of other wagons do the best they can, but they haven't our facilities.

The "J. M." wagon is the handsomest, longest-lived delivery wagon on the market. No other wagon manufacturer we ever knew rejected everything but second-growth hickory for wheels, as we do.

Write for our catalogue.

FULTON & WALKER CO. TWENTIETH and FILBERT STS.
PHILADELPHIA, PA.

Table with 2 columns: Item, Price. Section: FLOUR. Items include King Midas, Gold Medal, Millbourne, On Top, Ceresota, Pillsbury's Best, Taylor's Fancy, Semper Idem, Pride of the West, Sunbeam, Quaker City.

Table with 2 columns: Item, Price. Section: Self-Raising Flour. Items include Franklin, Hecker's Superlative.

Table with 2 columns: Item, Price. Section: Pancake Flour. Items include Aunt Jemima, Hecker's Flapjack, Uncle Jerry, Franklin Mills.

Table with 2 columns: Item, Price. Section: Buckwheat Flour. Items include Hecker's, Fancy, 100-lb. sacks.

Table with 2 columns: Item, Price. Section: FARINACEOUS GOODS. Items include Corn Meal, Farina, Beans, Marrows, Choice, Medium, Pea, Red Kidneys, Lentils, Shaker Corn, Hominy, Barley, Noodles, Golden Egg, Royal Crown, Oatmeal, Oaten Goods, Rolled Oats, Standard, Sago, Tapioca.

Table with 2 columns: Item, Price. Section: CEREAL SPECIALTIES. Items include Ralston's Breakfast Food, Egg-O-See, Corn Flakes, Mapl Flake, Post Toasties, Shredded Whole Wheat, Cream Wheat, Wheatlet, Wheatena, Grape Nuts, Pettijohn's Food, Quaker Puffed Rice, Triscuit, Vitos, Kellogg's Toasted Corn Flakes, Zest.

Table with 2 columns: Item, Price. Section: H-O Company. Items include Force, Korn-Kinks, Presto, Flour, Buckwheat, Pancake, H-O (steamed oatmeal), Pawnee Oats, Pawnee Oats (family size), Hominy, Cornmeal, Cornstarch, Tapioca, Farina.

Table with 2 columns: Item, Price. Section: GELATINE AND PREPARED DESSERTS. Items include Knox's Sparkling, Cox's, Plymouth Rock, Nelson's, Bromangelon, Jellycon, Chalmers, Mothers', Cooper's, Tryphosa, Gelatine, Wetmore's, Puddine, D-Zerta Jelly.

Table with 2 columns: Item, Price. Section: MACARONI. Items include Larosa Alphabets, Elbows, Macaroni, Spaghetti, Vermicelli, Macaroni bulk.

Table with 2 columns: Item, Price. Section: FIXTURES. Items include H. F. Heacock Scales, Tea Caddies, Scoops, Tobacco Cutters, Alarm Money Drawers, Bag and Twine Holders, Barrel Covers, Cheese Cutters, Bung Bore, Coffee Mills.

Table with 2 columns: Item, Price. Section: Counters. Items include Sherer's Eclipse Counters, No. 6, 8, 10, 12, 14, 16, 18, 20.

Table with 2 columns: Item, Price. Section: Scoops. Items include Indestructible, Ex. Galvanized Steel Blades, X Quality.

Table with 2 columns: Item, Price. Section: SMOKED FISH, CODFISH AND MACKEREL. Shredded Cod. Items include Beardsley, Dime cartons, Tins, Large cartons, Dime Tumblers, Bulk.

Table with 2 columns: Item, Price. Section: Thredded Fish. Items include Thistle, Swansdown, Osprey, Swift & Co., Talisman brand.

Table with 2 columns: Item, Price. Section: Fresh Codfish Steak. Items include Swift & Co., Talisman brand.

Table with 2 columns: Item, Price. Section: New Mackerel. Items include Ex. Norway, Ex. Norway, Ex. Norway, Ex. Norway, Ex. Norway, Ex. Norway, Ex. Norway, Ex. Norway, Ex. Norway, Ex. Norway.

Table with 2 columns: Item, Price. Section: Herring. Items include Lab. Split, Shore, Ocean Whitefish, Shad, Haddock.

Table with 2 columns: Item, Price. Section: Dressed Boneless Fish. Items include Favorite, Our Choice, Gilt Edge, Favorite Middles, Swift & Co., 12 35, 12 25, 24 15, 10-lb. boxes, 5-lb., Cakes, 10-lb. cartons, 24 jars, Strips, Middles.

Table with 2 columns: Item, Price. Section: Dressed Fish Bricks. Items include Gilt Edge, Snow White, Favorite Cod.

Table with 2 columns: Item, Price. Section: Star Brand Boneless Herring. Items include Beardsley, Tins, Small Tumblers, Large Jars.

Table with 2 columns: Item, Price. Section: Loose Codfish. Items include Extra Large Georges Cod, Large Bank, Medium Bank, Pollock, Hake.

Table with 2 columns: Item, Price. Section: Smoked Fish. Items include New Extra Scaled Herring, Small Extra Scaled Herring, Boneless Herring, Smoked Salmon, Cromarty Bloaters, Swift & Co., Talisman brand.

Table with 2 columns: Item, Price. Section: Sliced Halibut. Items include Swift & Co., 24 cartons.

Table with 2 columns: Item, Price. Section: FRESH FISH. Items include Halibut, Salmon, Sheephead, Red Snapper, Codfish, Large Hake, Haddock, Black Bass, Sea Bass, Butter Fish, White Fish, Blue Pike, Flounder, Nova Scotia Herring, Smelts, Perch, Cat Fish, Whittings.

Table with 2 columns: Item, Price. Section: OYSTERS. Items include Prime, Culls, Prime, Culls, Medium, Extra.

Table with 2 columns: Item, Price. Section: CLAMS. Items include Clams, Necks.

DOMESTIC AND FOREIGN DRIED FRUITS.

Table with 2 columns: Item, Price. Items include Apples, Apricots, Cherries, Currants, Peaches, Pears, Prunes, Raisins, Dates, Figs.

FRED. NECKER'S STORE

5120 Haverford Avenue



Couldn't you do your work easier and handle more customers in a store like this? Such fixtures not only save floor space and 'elbow room' and protect goods from dirt, bugs, etc., but every article is shown in an attractive way that makes sales. What we have done for others we can do for you. Write or telephone.

MILLER & ENGLAND

No order too big, none too small, to be given our prompt and best attention.

7012-14-16-18 Woodland Ave.
PHILADELPHIA, PA.

We manufacture grocer's fixtures of every description. Write for our catalogue.



We're Spending Big Money

in full-page advertising in the big magazines which go to women

TO HELP YOU SELL

Towle's Log Cabin Cane and Maple Syrup

¶ The delightful flavor of this syrup has made it the most popular. It is being more and more used as a regular article of diet because it is so nutritious.

You Will Have a Big Maple Syrup Business

if you let your customers know you sell **Towle's Log Cabin Cane and Maple Syrup**, the only syrup in the Log Cabin can. It is guaranteed to meet the requirements of all food laws. Nothing can hurt your maple syrup business if you build it up on *Towle's*.

¶ The trade is afraid of the inferior brands; they won't sell any more; don't let them into your store. You can depend on good steady sales if you push **Towle's Log Cabin Cane and Maple Syrup**.

TRADE SUPPLIED BY

Githens, Rexsamer & Co.
PHILADELPHIA

SNOW BOY WASHING POWDER

Makes work easier.



Use a tablespoonful in your dishwater.

MADE BY *Lautz Bros. & Co.* BUFFALO, N.Y.

The Old Brands Lag Behind

The leading soap powder to-day is unquestionably **Snow Boy**. Don't take our word for this—ask anybody who keeps posted on conditions.

Time was when other brands beat **Snow Boy**, but that time is past. **Snow Boy Washing Powder** is now ahead because it never hurts anybody's hands, and always does its work. It's a perfect cleanser, and never disappoints. Other soap powders will clean well enough, but they also clean off the skin from the user's hands.

The premiums help, too.

Good Goods and Good Profits

LAUTZ BROS. & CO. = Buffalo, N. Y.

Let Us Show You How to Buy Coffee!

We know the Coffee business from A to Z; have had more than ninety years' experience, and knowing it are in position to show you how to buy so that you will make the most money and, at the same time obtain the best values.

We will show you what blends are best suited to your locality, and then see that the roasting is perfectly done, so as to obtain the best results.

We will do everything to protect your interests, and, as a further safeguard, guarantee every pound of Coffee that leaves our house.

Let us show you that we know our business.

SAMUEL WILDE'S SONS CO., Importers Coffees, Teas and Spices, 11 DUTCH STREET, NEW YORK

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
 ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
 FACTORY No. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
 Beef, Beef Tongues, **HAMS** Pure Kettle-rendered
 Breakfast Bacon, etc. LARD a Specialty
 BOILED HAMS AND BEEF TONGUES
 XXX AND SUPERIOR MINCE MEAT
 U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS

"For Safety's Sake," Sell

ZIP P'S

Flavoring Extracts

Branded "U. S. P."

Safe, because guaranteed under the National Pure Food Law to be absolutely pure extracts from fresh natural fruits.

Safe, because of superior flavoring quality which will surely please your customers.

Vanilla
 Lemon
 Almond

Wintergreen
 Peppermint

Ginger
 Orange
 Rose

The Zipp Manufacturing Company

Established 1885

CLEVELAND

OHIO



Dear Sirs:

Sixty-six years ago we began the manufacture of our CELEBRATED MINCE MEAT. From the time we turned out our first lot until the present we have never used any benzoate of soda or other chemical preservative. Because of the excellent quality of the materials we use we never found it necessary. You have our guarantee that every pound of our Mince Meat is strictly pure, and you need fear nothing from an enforcement of the Pure Food Law.

ATMORE & SON.



Make Your Customers Advertise You

by selling them something they will talk about—Onarga Automatic Processed Red Kidney Beans are actually so delicious and the full natural flavor is so superior to all others they will prove a pleasant surprise to your customers. If you want a pleasant surprise for yourself you'll get it in their lively selling. Order from your jobber, or

The Iroquois Canning Company
 Onarga, Illinois

—25—

Winchester brand Hams, skinned, all aver..	.12
" " Picnics .....	.07
" " all averages.....	.10½

LARD AND COMPOUNDS.

	Pure, per lb.	Compound, per lb.
Tierces, about 340 lbs. ....	.10½	.07½
Plain tubs, 50 and 60-lb. cans.....	.10½	.07¾
10-lb. tin pails, 60 lbs.....	.11½	.07¾
5-lb. " 60 lbs.....	.11½	.07½
3-lb. " 60 lbs.....	.11¾	.07¾
Armour's—		
Shield Pure, 60-lb. tubs.....	.10¾	
Simon Pure Leaf, 35, 55 and 105 .....	.13¾	
White Cloud Compound, tubs.....	.07¾	
" " tierces.....	.07¾	
Vegetole, tierces.....	.07¾	
" " tubs.....	.08	
John Bower & Co.—		
Pure Kettle Rendered, tierces .....	.11	
" " tubs.....	.11½	
" " 3, 5 and 10-lb. cans..	.12	
Swift & Co.—		
Premium brand, tierces .....	.11¾	
Silver Leaf brand, tierces.....	.10¾	
Jewel, compound, tierces.....	.08	
Cotosuet, tierces.....	.08¾	

DRESSED MEATS.

	Per lb.
City Dressed Beef—	
Choice, native.....	.08 - .10
Common.....	.07½ - .08½
Western Dressed Beef—	
Choice, native cattle .....	.08 - .10
Common to fair.....	.07½ - .08½
City Dressed Veal—	
Prime.....	.12
Good to choice.....	.10
Dressed Hogs—	
Pigs.....	.09
Hogs, heavy.....	.09
" 180 lbs.....	.09
" 160 lbs.....	.09
" 140 lbs.....	.09
Dressed Sheep and Lambs—	
Lamb, western, good.....	.11
" " culls.....	.09
Sheep, choice.....	.09
" " medium.....	.07½

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.70 - .80
Cow Tongues.....	.50 - .70
Calf Heads, scalded .....	.50 - .75
Sweetbreads, veal .....	.60 - .90
" " beef.....	.10 - .20
Calf Livers.....	.20 - .25
Beef Kidneys.....	.10 - .20
Beef Livers.....	.06 - .10
Ox Tails.....	.50 - .65
Hearts, beef.....	.03 - .05
Rolls, beef.....	.14
Tenderloin, beef, western.....	.20
Fresh Pork, loins, city.....	.10
" " western.....	.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.	
Turkeys—	
Western, young hens, 8 to 10 lbs.....	.20 - .22
" " young toms, 15 to 17 lbs.....	.20 - .22
Old hens and toms .....	.19 - .21
Common to good .....	.16 - .18
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy.....	.24 - .26
Philadelphia, fresh killed, 3½ to 4 lbs. to pair.....	.24 - .26
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy.....	.24 - .26
Western, 4 to 4½ lbs. to pair, fancy.....	.18 - .20
" " 3 to 3½ lbs. to pair, fancy.....	.18 - .20
" " fair to good .....	.16 - .17
Fowls—	
Western, fancy.....	.14 - .15
Heavy Roasters, 4 to 5 lbs.....	.17 - .19
Fair to good.....	.15 - .16
Old cocks.....	.10 - .11
Western capons, fancy.....	
" " small.....	
Squabs—	
Prime, large, fancy	3.00-3.50
Mixed.....	2.50-3.00
Dark	1.25-1.50

LIVE POULTRY.

	Per lb.
Spring Chickens, nearby, 1½ to 2 lbs.....	.15 - .17
Large Springers.....	.12 - .13
Fowls.....	.12 - .13
Roosters.....	.09 - .10
Ducks.....	.12 - .14

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or 10c. size, 2 doz.....	.90
" " 1 doz.....	.90
Large, or 25c. size, 1 doz.....	1.80
1-lb. cans, 1 doz.....	4.50
5-lb. cans, ½ doz.....	10.00

—26—

SAUER KRAUT.

Extra quality, 52-gal. tierces	8.40
" " 15-gal. kegs	3.10
Victory, extra fancy, No. 3, 2 doz.....	.77½
Spring Garden, fancy, No. 3, 2 doz....	.75
Compass, No. 3, cans, 2 doz.....	.70
Casks, 48 gals., long cut, new.....	8.25
Bbls., 30 gals., long cut, new.....	7.15

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, ½ lb.....	.95
Round conical, with key, No. 1, 1 doz.....	2.30
" " No. 2, 1 doz.....	4.10
" " No. 3, ½ doz.....	6.30
" " No. 4, ½ doz.....	8.15
P. P. Sauce, No. 1, 2 doz.....	1.50
Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.....	2.00
No. 1, cans, 1 doz.....	2.25
No. 2, cans, 1 doz.....	4.00
No. 3, cans, ½ doz.....	3.25
No. 4, cans, ½ doz.....	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars.....	.97½
No. 5, toy pails.....	2.45
American, pure apple, tumblers, assorted slices.....	.88
Schimmel's, No. 10, tumblers.....	.83
National, No. 10, tumblers.....	.72½
" " No. 6, tumblers.....	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails.....	.13½
National, 30-lb. pails.....	.09
Southwark, 30-lb. pails.....	.06
" 4½-lb. toy pails, ½ doz.....	4.15
Fruit Butters—	Per doz.
Apple, No. 32, jars.....	.98
" Southwark, No. 3, tins.....	1.00
" " No. 5, toy pails.....	2.70
" " 30-lb. pails.....	1.08
" " 20-lb. crocks.....	.07¾
" Schimmel's, 30-lb. pails.....	.06
Prune, 30-lb. pails.....	.07¼
Peach, 30-lb. pails.....	.07
Jams—	
Schimmel's, pure, jars, 2 doz.....	1.70
Southwark, assorted, jars, 2 doz.....	.93
Orange Marmalade—	
Hartley's, imported.....	1.80
Schimmel's, pure.....	1.65
Warrock's Guava Jelly—	
1-lb. tumblers.....	4.00
½-lb. ".....	2.25
Curtice Bros. Preserves—	
Cherries, jars.....	4.85
Strawberries, jars.....	4.60
Raspberries, jars.....	4.60
Apricots, peeled, jars.....	4.85
Pineapple, jars.....	4.60

DRUGS.**Family Medicines.**

	5c. sz.	10c. sz.	25c. sz.
Guaranteed Full U. S. P. Strength.			
Essence Peppermint .....	.80	1.85	
Castor Oil.....	.45	.83	1.25
Sweet Oil.....	.40	.73	1.95
Spirits Nitro.....	.45	.85	1.95
Spirits Camphor.....	.45	.85	1.95
Spirits Painters' Commercial.....	.45	.85	1.95
Paregoric.....	.45	.85	1.95
Glycerine.....	.45	.85	1.95
Syrup Squills.....	.45	.85	1.95
Syrup Rhubarb.....	.45	.85	1.95
Syrup Ipecac.....	.45	.85	1.95
Turlington Balsam.....	.45	.85	1.95
Golden Tincture.....	.45	.85	1.95
Tincture Arnica.....	.45	.85	1.95
Balsam de Malta.....	.45	.85	1.95
Bateman Drops, rd bots.....	.45	.85	1.95
Godfrey's Cordial, rd bots.....	.45	.85	1.95
Turpentine.....	.45	.85	1.95
Machine Oil.....	.45	.85	1.95
Laudanum, roc. size	per doz.		
" 25c. size	1.90		
5 per cent. discount in gross lots assorted.			
Alum.....	per lb.	.03	
Borax, powdered, bulk.....	per lb.	.07	
" " lump, bulk.....	per lb.	.06	
" 20 Mule-Team, pure, 24 1 lb.....	per case		
" " 48 ½ lb.....			
" " 96 ¼ lb.....			
Butter Color, W. & R.....	per doz.	2.00	
Bull's Cough Syrup	per lb.	.08	
Bluestone, bulk.....	per lb.	.01½	
Copperas.....	per lb.	.01½	
Camphor, gum, 1-oz. blocks	per lb.	.02¾	
" " flakes, 250-lb. bbls.....	per lb.	.02¾	
" " less quantity	per lb.	.03¼	
" " Tar Balls, 250-lb. bbls.....	per lb.	.02¾	
" " less quantity	per lb.	.03¼	
Castoria, Fletcher's.....	per doz.	2.80	
" " Pitcher's.....	per doz.	.75	
Carbonate of Ammonia.....	per lb.	.11	
Epsom Salts.....	per lb.	.02	
Glauber Salts.....	per lb.	.01½	
Glue, ordinary.....	per lb.	.09½	
" " white.....	per lb.	.20	
Gum Arabic.....	per lb.	.50	
Haarlem Oil.....	per doz.	.30	
Husband's Magnesia.....	per doz.	2.85	
Jamaica Ginger, Hires', flasks.....	per doz.	.90	
Licorice, P. & S., 5c. stick, imported.....	per lb.	.36	
" " M. & R., 5-lb. boxes.....	per lb.	.23	
" " lozenges, 5-lb. boxes.....	per lb.	.27	
" " 4s, 6s, 8s, 12s, 16s, 5-lb. boxes.....	per lb.	.24	
" " root.....	per lb.	.11	

—27—

Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	per 100 lbs.	1.55
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	per doz.	.75
Paris Green, 100-125-lb. kegs.....	per lb.	.24½
" " ½-lb. packages.....	per lb.	.29
" " ¼-lb. packages.....	per lb.	.28
" " 1-lb. packages.....	per lb.	.27
Rosin	per gross	.04
Roach Powder, Omega, 4-oz. cans.....	per gross	.80
" " 10c. size.....	per doz.	9.00
Saltpetre, crystal, about 350-lb. bbls.....	per lb.	.06¾
" " granulated, about 100-lb. kegs.....	per lb.	.06¾
Sulphur, flour, 175-lb. bbls.....	per 100 lbs.	2.55
" " 100-lb. bags	per 100 lbs.	2.35
" " less quantity	per lb.	.03½
Venetian Red.....	per lb.	.01
Whiting	per lb.	.02
Goff's—	Per doz.	
Cough Syrup, 25c. size.....	per doz.	1.75
Herb Bitters, 25c. size	per doz.	1.75
Oil Liniment, 25c. size	per doz.	1.75
Sarsaparilla, 50c. size.....	per doz.	3.50
Worm Syrup, 15c. size	per doz.	1.20
Horse and Cattle Powder, 15c. size.....	per doz.	1.20
Dyspepsia Tablets, 10c. size.....	per doz.	.75
Iron Glue, McCormick & Co.—		
No. 5.....	per doz.	.40
No. 10.....	per doz.	.75
Tube V.....	per doz.	.75
McCormick & Co., Bee Brand—		
Insect Powder.....	per doz.	.80
Root Beer.....	per doz.	.80
Talcum Powder.....	per doz.	.75
Triangular Quinine.....	per doz.	.80
Quinine Capsules.....	per doz.	.80
W. F. Young's Veterinary Remedies, wholesale prices—		
Absorbine.....	per doz.	18.00
" " Jr., (Mankind).....	per doz.	9.00
Taroleum, small cans	per doz.	6.00
" " large cans	per doz.	16.00
Young's Kidney and Nerve Powders	per doz.	2.00
" " Fattening and Condition Drops.....	per doz.	4.00
" " Colic and Indigestion Cure.....	per doz.	4.00
Less 2 per cent. cash 10 days. Net 30 days.		
F. O. B. Springfield.		

Druggists' Sundries.

Acid Phosphate, Horsford's.....	per doz.	4.15
Bath Brick, box 25 bricks.....	per box	.60
Sealing Wax	per box	.03
Silver Sand.....	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	per doz.	1.00
" gallons.....	per doz.	.30
" ½ bbls.....	per doz.	3.50
" bbls.....	per doz.	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size.....	per case	2.00
McCord's Magic Medicine, 25c. size	per case	2.00
" 50c. size	per case	4.00
McCormick's Tasteless Chill Tonic, 25c. size	per case	2.00
" 50c. size	per case	4.00
McCormick's Watermelon Syrup, 50c. size.....	per case	4.00
Reliable Brand Headache Powders, 10c. size	per case	.75

Extracts and Essences.

McCormick & Co., Bee Brand—				Per doz.
Vanilla, Rose, Pistachio, No. 2 size.....				.90

Liquid Rennet and Tablets.

	Per doz.
Blair's Liquid Rennet	1.10
" " Rennet Tablets, 3 doz.....	.75
Shinn & Kirk's Liquid Rennet.....	1.50
Hanson's Junket Tablets, 3 doz.....	.73
Union Tablets, 3 doz.....	.45

—28—

CIDER.

Corson's—	Per gal.
Barrels.....	.14
½ barrels.....	.16
Kegs.....	.19
Bottled Cider—	
Duffy's 1842 Apple Juice, 1 doz. qts.....	3.50
" " 2 doz. pts.....	4.00
Anchor brand Golden Russet, 1 doz. qts.....	3.75
" " 2 doz. pts.....	4.25
Mott's brand Golden Russet, 1 doz. qts.....	3.75
" " 2 doz. pts.....	4.25

Here Is a Good Scheme!

Grocers sometimes demonstrate these with finer results. The demonstration shows two things—first, the ease with which beef tea, bouillon or soup is made from these capsules, one of which has simply to be dropped in a cup of hot water; then it shows the delicious, spicy flavor.

You can sell hundreds of boxes, and every one at a profit.



Anker's
Bouillon
Capsules

Sole Manufacturers

ROYAL SPECIALTY CO.
92 Reade St. NEW YORK

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.
Makers of Soaps of Merit
Philadelphia, Pa.

Established 1877.

Mrs. Williams' Brands

OF

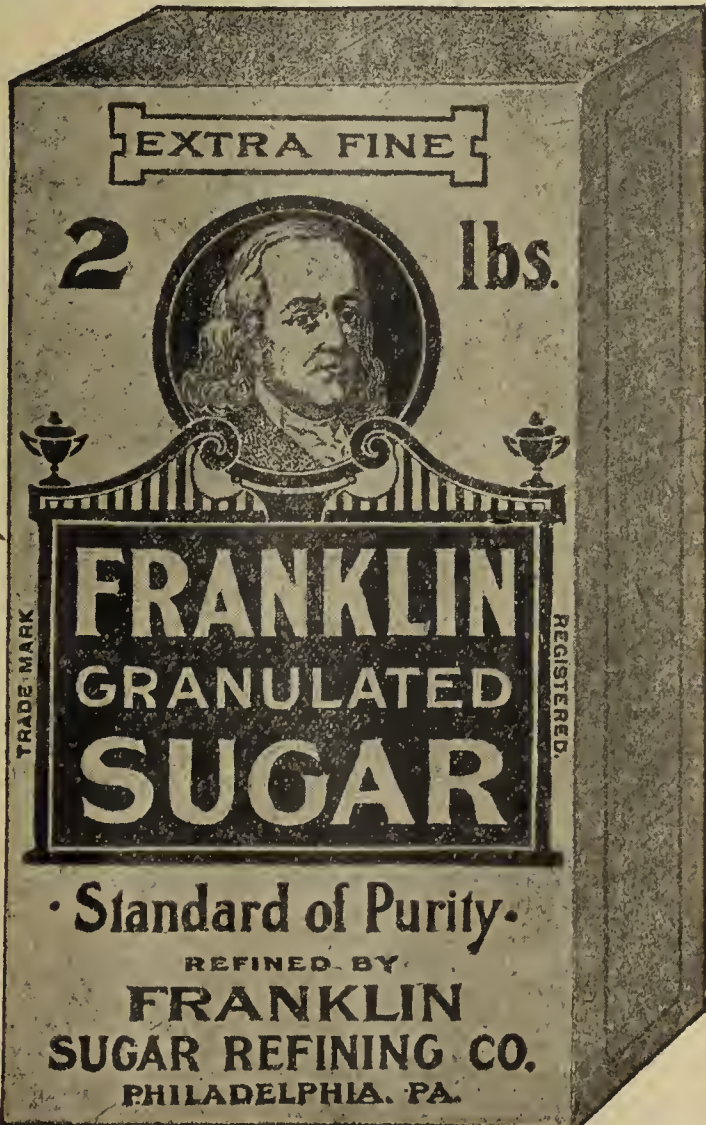
PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.
Philadelphia, Pa.

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."



What Will YOU Find?

¶ Pretty soon it will be time to cast up accounts and see how much the various departments of your business have made or lost for you during the year.

¶ If you have sold **Franklin Carton Sugar** you can look forward with pleasure to your sugar returns—what you find will surprise you.

¶ No grocer who sells **Franklin Carton Sugar** has ever lost any money on it unless he did so designedly and deliberately. If he gives overweight he doesn't have to pay for it. It is bound to be a profitable proposition.

¶ The seller of bulk sugar never knows where he is—until afterward. The work of selling—of digging, weighing, tying—and the good measure, eat up most or all the profit.

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Co.
PHILADELPHIA PENNSYLVANIA

-29-

SAUCES.

	Per doz.
Lea & Perrins—	
Worcestershire, large	7.50
“ middle	4.50
“ small	2.50
Snider's—	
Chili, No. 16, 1 doz.	2.35
“ No. 8, 2 doz.	1.35
Oyster Cocktail, No. 16, 2 doz.	2.35
“ No. 8, 2 doz.	1.40
Worcester, Campbell's, No. 8, 2 doz.	.87
North of England, No. 8, 2 doz.	.82½
Chef, 2 doz.	.75

SEEDS.

	Per lb.
Canary	.04
“ bush, 60-lb.	2.25
Caraway	.12
Celery	.09
Coriander, bleached	.05
Hemp	.04½
“ bush, 40 lb.	1.60
Mustard, Brown	.06½
Mustard, Yellow	.06
Poppy	.08½
Rape	.05½
“ bush	2.50
Sunflower, per lb.	.04½

SODA.

Bi-Carb., 112 lbs., kegs.	1.75
Bi-Carb., bulk, less quantity	.02½
Babbitt's Soda, ¼-lb. pkgs., 25 lbs.	.05½
Arm & Hammer bd., ¼s, 36 lbs.	.05½
“ “ “ ¼s, 36 lbs.	.04½
“ “ “ ¼s, 36 lbs.	.05½
Saleratus, Babbitt's bd., ¼s, 25-tb. bxs.	.05½

SOFT DRINKS.

	Per doz.
Root Beer Extract, Hires', 1 doz.	1.50
Hires' Root Beer, Carbonated, 2 doz.	.87½
Hires' Ginger Ale, Carbonated, 2 doz.	.87½
Welch's Grape Juice, case quarts, 1 doz.	4.50
“ “ “ pints, 2 doz.	4.75
“ “ “ ½-pints, 3 doz.	4.25
“ “ “ 3-ounce, 8 doz.	6.00
“ “ “ ½-gallons, 1 doz.	8.00
“ “ “ gallons, 6 gal.	7.50
5 per cent. discount on 5 case lots.	
	Per case
Cliequot Club Co.—	
Ginger Ale, extra dry, pints, 2 doz.	2.10
Sarsaparilla, extra quality, pints, 2 doz.	2.10
Blood Orange, extra quality, pints, 2 doz.	2.10
Birch Beer, extra quality, pints, 2 doz.	2.10
Lemon Soda, extra quality, 2 doz.	2.10
Root Beer, extra quality, pints, 2 doz.	2.10

POLISHING AND CLEANING COMPOUNDS.

Kleenatub, ¼ gross.	2.50
Bon Ami, 10-cent size.	¼ gross 2.50
Electro Silicon, 1 doz.	.72
Putz Liquid, large, 3 doz.	per gross 16.50
“ “ “ 3 doz.	per doz. 1.45
“ “ “ small.	per gross 7.00
“ “ “ “	per doz. .60
Putz Paste, large.	per doz. .55

SOAP—Laundry.

	Less than Bars. 5 bxs.
Acme	100 3.25
Acorn	120 2.45
Ark	100 1.75
American	72 2.80
Bee	100 3.90
Best, Babbitt	100 3.45
Babbitt's New York City	60 3.52½
Big Master	70 2.80
Brown	60 2.40
Borax, Dreydoppel	40 2.60
“ Pearl, Young & Co.	40 2.80
“ Day & Frick, Novelty	40 2.80
“ Handsome	60 2.60
“ Eavenson, large	100 4.75
“ “ small	100 3.75
“ Kirkman's	100 3.75
“ Red Seal	100 3.80
“ Swift's	100 3.75
“ Climax	100 2.10
Circus	100 3.25
Cotton Oil, White	100 5.80
Coal Oil Johnny	100 3.57½
Cygnat	100 4.00
Dobbins' Electric	100 4.25
Dewey	100 2.15
Fairy	100 4.00
Fels-Naptha	100 4.00
Five case lots freight prepaid	100 3.95
German Family	100 4.00
Good Morning	100 3.85
Glycerine Tar	100 3.75
Gloss	100 3.25

-30-

Grand Pa's, large	50 3.15
“ “	100 3.80
Ivory	100 7.00
“ small	100 4.00
Lenox	100 3.00
Life Buoy	50 1.95
“ “	100 3.90
Lautz's Naptha	100 3.80
Magic Cleaner	100 3.00
Marseilles, laundry size	100 5.80
“ 5-cent size	100 4.00
“ toilet size	100 4.00
Master	100 3.25
Mayer's	100 3.80
“ “	50 1.90
Miller's Naptha	100 3.50
Naptha, Swift's	100 3.75
“ P. & G.	100 3.85
Octagon	100 3.90
Old Mill	100 2.75
Ozone	100 3.75
Oleine, Conway's	60 2.50
“ Golden	50 2.15
“ Eavenson's	60 2.35
“ Kirk's	60 2.07½
“ Philadelphia, 60 blocks.	2.60
“ “ 72 “	2.60
“ Pennsylvania	60 1.60
“ Procter & Gamble	60 3.00
“ Young's Best	60 2.80
Pride, Swift's	100 3.00
Polo	120 2.45
Quaker City, boxes	100 2.90
“ tubs	150 4.60
Sunlight, oval	100 3.85
“ twin bars	100 3.95
Santa Claus	100 3.10
Saratoga	120 2.45
Star	100 3.00
Sunny Monday	100 4.00
White Cloud	100 3.85
Wool Soap, large	100 6.75
“ small	100 4.00

Toilet Soaps.

Buttermilk Cosmo	gross 6.60
“ “	doz. .60
“ Swift's	gross 4.30
Castile, El Almada, 9 4s, mottled, green or white	per box 3.15
Castile, El Almada, 50 1s, mottled, green or white	per box 4.35
Castile, Lexard, floating	100 4.00
Castile, Lexard, floating	50 2.00
Castile, imported, Conti	lb. 13½
“ Conti, original boxes	lb. 11¾
Cutaneous, Dr. Raub's	doz. .70
Elderflower, large cake	gross 4.40
Fleur-de-lis	gross 4.50
“ “	doz. .45
Hearts and Flowers	gross 9.25
Maxine Elliott	gross 8.10
Oatmeal, 3 cakes in box	gross 3.25
Olive Oil Castile, white, green or mottled, 9 ¼-lb. bars to box	lb. .09
Turkish Bath	doz. .40
Sweetheart, 50 cakes	box 1.75
Witch Hazel, 3 cakes, ½ gross	gross 3.25
“ Swift's	3.90
“ Armour's	3.50

Scouring Soap.

Day & Frick's Flint, 36 bars	1.24
Young's, 48 bars	1.80
Brooks' Crystal, 100 bars	3.20
Philadelphia Standard, 60 bars	
Sapallo, 36 bars	2.25
“ Hand, 36 bars	2.25
Wrigley's, 100 bars	3.75
(50 bars free and 25 Universal Coupons with each box)	
Kitchen Crystal, 36 bars	2.35

Soap Powder.

	Per case
Pearline, 36 packages	2.70
“ 72 “	2.70
“ 100 “	2.65
Soapine, No. 7, 100 packs	2.37½
“ No. 12, 100 “	3.90
“ No. 17, 36 “	2.42½
Babbitt's 1776 Powder, 100 6-oz.	2.25
Finola, 100 packages	3.25
Gold Dust, Fairbank's, 100 12-oz. packages	4.00
“ “ 24 4-lb.	4.50
Naptha Borax, 100 packages, large	4.75
“ “ 100 5-cent packages	3.75
Kirkoline, white, 24 large packs	3.55
“ “ 100 12-oz. packages	3.35
Young's Pearl Borax, 60 1-lb. packages	3.55
Snow Boy Washing Powder, 24 4s	4.00
“ “ 50 2s	4.00
“ “ 100 1s	4.00
Nine O'clock Tea, 100 packages	3.15
I-V Washing Tablets, 3 doz.	per doz. .43
Swift's Washing Powder, 100 1s	4.00
“ “ 24 4s	4.00
Pennywash, 1 gross and 144 1-cent cakes free	10.25
Powerine, 100 packages	3.75
Old Dutch Cleanser, 48 packages	3.25

SPECIALTIES.

Anker's Bouillon Capsules	3.00
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PURE GROUND SPICES.

Colburn's Philadelphia Mustard, D. S. F.—	
5-cent tins, 2 and 4 doz.	per doz. .45
Dime size, 2 and 4 doz.	“ .85
¼-lb. net, tins, 2 and 4 doz.	“ 1.00
½-lb. net, tins, 2 doz.	“ 1.90
1-lb. net, tins, 1 doz.	“ 3.70
6 lb. cans, full weight	per lb. .23
10 lb. cans, full weight	“ .22

-31-

Coleman's Mustard, D. S. F.—	
1-lb. tins	per doz. 5.40
¼-lb. “	“ 2.70
½-lb. “	“ 1.45
¾-lb. “	“ .90
18-lb. kegs	.43
Pepper—	Bbls. Boxes. Cans.
Black, High Grade	.14 .15 .17
Black, Low Grade	.10 .11 .13
White, High Grade	.28 .30 .30
White, Low Grade	.17 .19 .19
Red, High Grade	.21 .23 .23
Red, Low Grade	.16 .18 .18
Cinnamon—	
High Grade	.22 .23 .25
Low Grade	.13 .14 .16
Cloves—	
High Grade	.22 .23 .25
Low Grade	.17 .18 .20
Allspice—	
High Grade	.11½ .12½ .14½
Ginger—	
High Grade	.25½ .26½ .28½
Low Grade	.12 .13 .15
Mace—	
High Grade	.75 .77 .77
Nutmegs—	
High Grade	.30 .32 .32
Mustard—	
Yellow, High Grade	.19 .20 .22
Yellow, Low Grade	.14 .15 .17
Brown, High Grade	.14 .15 .17
McCormick & Co.—	Per doz.
Bee Brand—Pepper, Cinnamon, Mustard,	
Cloves, Ginger, Allspice	¼-lb. cartons .40
“ “ “ “	½-lb. cartons .75
Banquet Brand—Mustard, Cinnamon, Pep-	
per, Cloves, Ginger, Allspice	¼-lb. cartons .35
“ “ “ “	½-lb. cartons .70
Bee Brand, in canisters, above assortment,	
No. 45 size	.45
No. 90 size	.85

Mustard—Prepared.

	Per doz.
Campbell's, jar, 2 doz.	.87½
Gulden's, No. 6, with spoon, 2 doz.	.95
“ “ 20,	.88
Beer Mug, fancy, large size, 2 doz.	.65
Lemonade Glass, tall, 2 doz.	.75
Horseshoe and Mustard, No. 8, with spoon,	
2 doz.	.90
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, No. 10, 4 doz.	.42½

WHOLE SPICES.

	Per lb.
Pepper, Black	.06¾
Allspice	.04¾
Cloves	.13
Mace	.48
Nutmegs, large	.15
“ medium	.12½
Cinnamon Bark, Canton	.12
“ Java Thin Quills, 5-lb. rolls.	.30
“ Saigon	.79
Whole Mixed Spices, bulk, 6-lb. boxes	.10
Green Ginger Root	.05

CORN STARCH.

Davis, 48 5-cent packages	per case 1.80
“ 36 10-cent “	“ 2.70
Duryea's, 40-lb., 1-lb. packages	.07½
“ 20-lb., “	.07½
Niagara, 40 lb., “	.05
Cream, 48-lb., “	3.45
Kingsford's, 40 lb., “	.07½
“ 20-lb., “	.07½
Rex, 40 lb., 1 lb. packages	.04

LAUNDRY STARCH.

Argo, Gloss, 24 5-cent packages	.92
Gilbert's Laundry, 40-lb. boxes	.04
“ Patent Gloss, crates, 12 6 lb. wd. bxs.	.06
“ Linen Gloss, 3-lb. cartons	.05
Kingsford's, Pure, 3-lb. cartons	.06¾
“ Pure Gloss, 40 1-lb. packages	.06¾
“ Silver Gloss, 12 6-lb. wd. bxs.	.07½
Duryea's, Superior, 3-lb. cartons	.06¾
“ Satin Gloss, lb. packages	.07½
“ Superior B, bulk	.04½
“ Satin Gloss, crates, 12 6 lb. wd. bxs.	.08¾
Niagara, laundry, 50 lb. bulk	.04
“ 1-lb. packages, 48 lbs.	.05
“ 3-lb. cartons, 48 lbs.	.05
“ 6-lb. boxes	.06
Celluloid, 64 10-cent packages	4.30
“ 64 5-cent “	2.20
Elastic, 64 10-cent packages	5.00
“ 64 5-cent “	2.50
Dreydoppel's Mourning Starch for black goods,	
36 packages	per package .08
Starch Polish, 20 cakes	per box .50
Rex Gloss, 50 lb. bulk	.03¾

STOVE POLISH.

	Per gro.
Enameline Paste, small, ¼-gross	4.00
“ large	7.00
“ Liquid, large	6.65
“ small	4.90

-32-

Electric Paste, ¼-gross boxes	4.20
Magic Paste, ¼-gross boxes	4.75
Parlor Pride, large size	per doz. .87½
“ “ “ “	per gross 10.25
“ “ “ “	per doz. .70
“ “ “ “	per gross 9.40
Climax Enamel, ¼-gross	per gross 7.00
Black Jack, ¼-gross	“ 5.75
Rising Sun	“ 4.50
Sun Paste, 5-cent size	“ 7.20
“ 10-cent size	“ 1.25
X-Ray Stove Polish—	
5-cent size, No. 5, per box of ¼-gross	2.50
Per box of ½-gross	5.00
14 dozen to gross	2.25
10-cent size, No. 10, per box of ¼-gross	4.50
Per box of ½-gross	9.00
Per gross	“
F. F. Dalley Co.—	
2-in-1, smaller size	per doz. .75
2-in-1, large size	“ 1.75

SUNDRIES.

Bird Food—	
Crystal, 40 packs, round	per pkge. .04½
Excelsior, 24 packs	“ .05½
McAllister, 36 packs	“ .06
Gold Medal, 24 packs	“ .05½
Bird Gravel—	
Red or White, small, pkgs.	per doz. .35
Red, large, 36 pkgs.	“ .70
Silver, small, 36 pkgs.	“ .35
“ large, 36 pkgs.	“ .70
Bath Brick, 25 bricks	per box .60
Toothpicks, Eureka, 100 boxes	case 1.85
“ “ “ “	per doz. .42½
Royal Glue, 1 doz.	“ .80
Paist's Glue, 1 doz.	“ .40
Carpet Tacks, Wooden Keg, ½-gross case,	
assorted, 6, 8, 10s.	per case .90
Carpet Tacks, Silver Steel, 4-oz.	per doz. .06
6-oz.	“ .06½
8-oz.	“ .07½
10-oz.	“ .08½
12-oz.	“ .09½
Matting Tacks—	
No. 10, steel	per doz. .10
No. 11, “	“ .10½
No. 12, “	“ .13
G. B. Weiss & Son—	
Sole leather, No. 1	.25
“ No. 2	.23
“ No. 3	.21
Cut Sole Leather, cut into taps, 6 ins. high	1.50
“ “ “ “ 5½ “	1.48
“ “ “ “ 4½ “	1.42
“ “ “ “ 4 “	1.25
“ “ “ “ 3½ “	1.18
“ “ “ “ 3 “	1.05
“ “ “ “ 2½ “	.90
Fli-Stickon, Fly Ribbon	per gross 4.80
Ely Paper, Tanglefoot	per case 2.20
“ “ “ “	“ 3.00
Stickite Fly Paper, 100	per case 2.35
“ “ “ “	“ .30
Wax, White and Yellow	per lb. .30

ROPE, TIE YARN, ETC.

Emory Cotton Rope, 20 yds. to lb.	per lb. .08½
“ “ Clotheslines, 50-ft. hanks	doz. .75
Cleveland, extra fine cotton twine	per lb. .20
Orange Brand, fine cotton twine	“ .18
Texas Medium, cotton twine	“ .16
Cotton Candle Wick	“ .20
Colored Twine, 8 balls to box, lb. to bx.	“ .25
Fine Hemp Twine, 8 balls to lb. in 5-lb.	“ .20
“ bunches	“ .20
Coarse Hemp Twine, 8 balls to lb. in	“ .16
5-lb. bunches	per lb. .07
Best Jute Rope, 16 yds. to lb.	“ .07
Best Jute Plow Line, 8 yds. to lb.	“ .07
Jute Clotheslines, 90 ft. to hank	per doz. 1.60
“ “ “ “	108 ft. to hank 1.70

SYRUP AND MOLASSES.

N. O. Molasses.

NEW CROP, 1908.	
Spiced, extra fancy, No. 736	.42
Extra fancy, No. 735	.40
Choice, No. 739	.

We Can Save You Money



This ideal sanitary meat, grocery and provision store was fitted up by us for The James Bell Company, Roberts and Germantown Avenues, Philadelphia. You all know that the world-renowned **RIDGWAY REFRIGERATOR** contains all the latest improvements, and is noted for perfect circulation and A No. 1 insulation—the main features of a good refrigerator; add to this the best material and first-class workmanship and you have the reason why

WE CHALLENGE THE WORLD

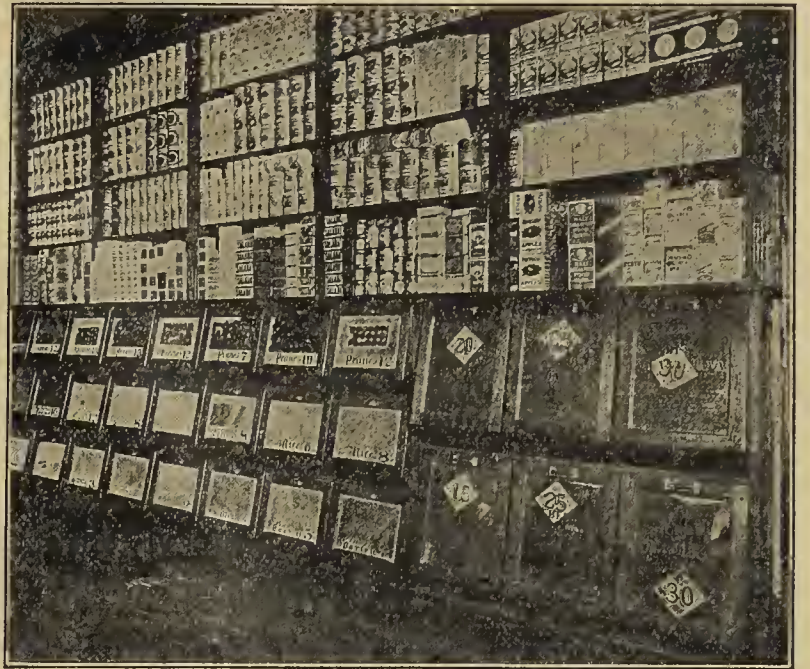
Ridgway Refrigerator Company

E. B. ATKINS, Manager

Office and Salesrooms
615-17-19 N. Broad Street

Factory
3519 N. Lawrence Street
PHILADELPHIA

"Show All—Sell All"



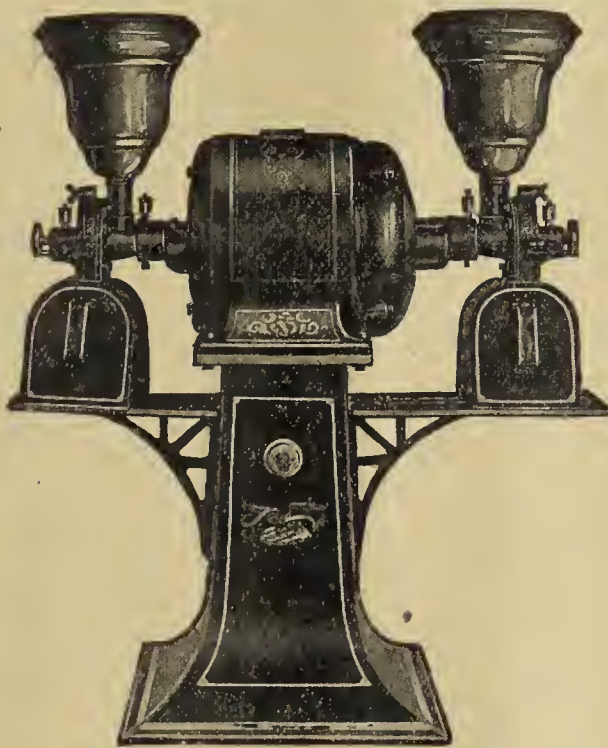
This is the idea of a store like this. Notice that everything is where customers can see it. These bins protect you from loss by dust, dirt or bugs. A bin full of sugar shows it is sugar, makes people want sugar, and keeps every grain of sugar in clean, salable condition. Let us make an estimate for you.

Walker Patent Pivoted Bin Co.

18 to 24 S. Seventh St., Philadelphia, Pa.

HENRY TROEMNER'S Electric Coffee Mills

ARE THE FAVORITE MILLS
SAVING DOLLARS AND LABOR
THEY ARE FOOL PROOF



No. 192 P MILL

WRITE FOR PRICE LIST

HENRY TROEMNER

PHILADELPHIA, PA., U. S. A.

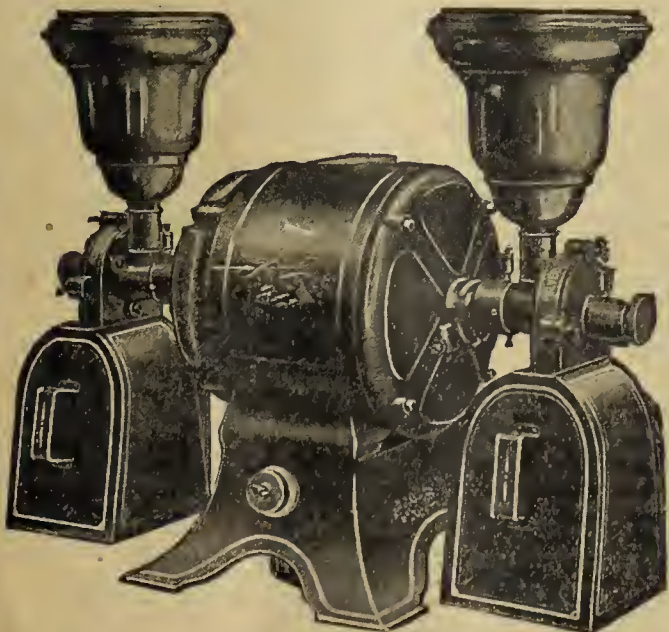
No. 911 ARCH STREET

ESTABLISHED 1840

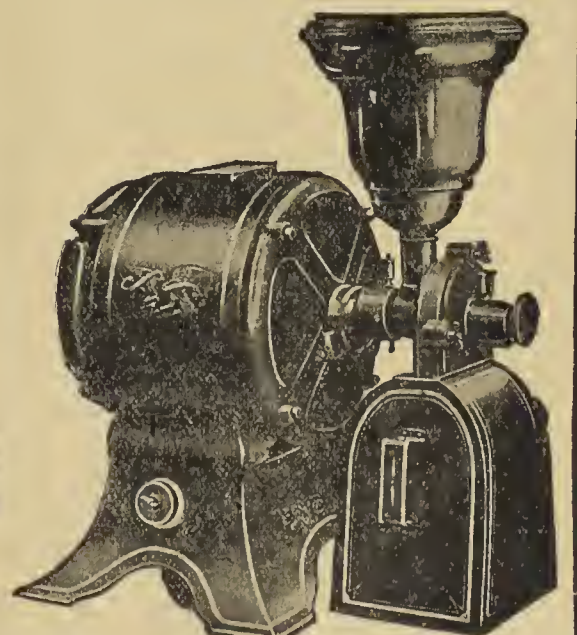
Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

TROEMNER'S IS UNEQUALED



No. 192 MILL



No. 19 MILL

Published every
Monday.

Grocery World

Circulates in every
State of the Union
and Canada.

AND

General Merchant

Entered at the Philadelphia Post-Office as Second-class Matter.

VOL. XLVI.

PHILADELPHIA AND NEW YORK, DECEMBER 28, 1908.

No. 26.

Contents.

	PAGE
Cream of Wheat Co. Stung Into Six-Column Defense.....	6
Pennsylvania Food Commissioner Will Not Ask for Law Against Storing Undrawn Poultry.....	7
Another Move to Taboo Benzoated Goods Blocked.....	8
Selling Talks With Grocery Clerks.....	9
Editorial.....	10
Mr. Mapes' Facetiousness. The Limited Parcels Post. An Abuse. Pay for Work Done.	
Slide Packages Bane of Fruit and Vegetable Trade.....	11
What Is There in Business But Profit? ...	12
No Italian Olive Oil for United States This Year.....	13
Two-Minute Sermons for the Retail Grocer.....	13
Legal Department.....	14
Pending Warm Conflict Over Olive Duty.....	15
Federal Food Department Reverses Itself Again.....	18
The Science of Advertising.....	19
Imported Food Stuffs Held Up Better than Other Imports.....	19
The Stroller's Column (Contributed).....	20
Borrowing from Your Own Bank Account.	
Getting Nearer to Producing All Our Sugar.....	22
Window Dressing for Grocers.....	27
Magazine Notes.....	27
Window Dressing Articles Wanted.....	28
The Grocery Markets.....	28
Individual Market Reports.....	29
Market Notes.....	30
Among the Trade.....	30
Correspondence.....	31
Association News.....	31
Want Department.....	32
Baltimore Prices-Current.....	33
New York Price List.....	34
"Grocery World" Prices-Current.....	35

Index to Advertisements.

	PAGE
"Advertising World".....	29
Anker's Bouillon Capsules.....	47
American Butter Cutting Machine Co.....	20
American Can Co.....	17
Armour & Co.....	11
Atmore & Son.....	45
Babbitt, B. T.....	37
Baker, W. H.....	Cover 4
Baker Co., The Franklin.....	Cover 1
Baker & Co., Limited, Walter.....	29
Bell & Sons, Samuel.....	41
Birdsong & Co.....	39
Bishop, R. W.....	20
Blooker's Cocoa.....	20
Bower & Co., John.....	45
Bradshaw Company.....	39
Brown & Co., P. F.....	13
Buckley, Elton J.....	6
Bufceco.....	27
Burk, Louis.....	15
Butler Brothers.....	21
Cauchols & Co., F. A.....	4
Ceylon Tea.....	7
Comly, Flanigen & Co.....	4
Croft & Allen Co.....	41
Daetwyler & Co. R.....	31
Eby Co., The Frank C.....	50
Electro-Silicon Co., The.....	37
Enterprise Mfg. Co. of Pa., The.....	Cover 1
Esterbrook Steel Pen Co., The.....	Cover 4

	PAGE
Exton & Co., A.....	43
Fisher, Bruce & Co.....	4
Fischer & Co., B.....	39
Fleischmann's Yeast.....	12
Fly Ribbon Mfg. Co., The.....	20
Forbes, J. P.....	20
Franklin Sugar Refining Co.....	8
Freihofer Vienna Baking Company.....	41
Fulton & Walker Co.....	41
Githens, Rexsamer & Co.....	Cover 3
Goff & Sons Co., S. B.....	12
Gold Medal Flour.....	41
Great Western Cereal Co., The.....	17
Halpen, Green & Co.....	4
Heacock, H. F.....	39
Heinz Company, H. J.....	37
Hires Condensed Milk Co.....	Cover 4
Huff Paper Co.....	4
Indexed Coupon Books.....	20
Iroquois Canning Co.....	Cover 2
Jamison, John.....	4
Janney & Co., B. S., Jr.....	4
Kingsbury, H. P. D.....	20
Knight Cooking Extract Co.....	Cover 2
Lamson Consolidated Store Service Co.,	39
Lautz Bros. & Co.....	Cover 2
McCahan Sugar Refining Co., The W. J.,	Cover 3
McMenamin & Co.....	4 and 43
Merrell-Haviland Oyster Co.....	45
Millbourne Mills.....	12
Moland's Sons, Wm.....	4
Moore & Co., E. B.....	Cover 3

	PAGE
Morgan & Cornell.....	47
National Cash Register Co.....	3
Nicelle Olive Oil Co.....	45
Oakdale Baking Co.....	12
Ohio Match Sales Company.....	50
Pennsylvania Pure Food Exposition Co.	30
Philadelphia Electric Co., The.....	12
Quaker City Preserve Co.....	47
Ridgway Refrigerator Co.....	49
Rife, Henry J.....	4
Ritter Conserve Co., Philip J.....	16
Roberts Co., Thomas.....	4
Royal Specialty Co.....	47
Safety Valve Fruit Jar Co.....	9
Sauer Co., C. F.....	Cover 4
Shapleigh Coffee Co.....	37
Shinn & Kirk.....	29
Swift & Co.....	45
Swift & Co., Gloucester, Mass.....	12
Troemner, Henry.....	49
United Store Service and Tube Co.....	Cover 50
Van Camp Packing Co.....	13
Vance & Co., James M.....	16
Walker Patent Pivoted Bin Co.....	49
Washburn-Crosby Co.....	41
Weber & Loesch.....	4
Wheatena Company, The.....	45
Wilde's Sons Co., Samuel.....	Cover 2
Wilkinson's Sons, C.....	4
Williams Bros. Co., The.....	47
Woodcock Macaroni Co.....	16
Young & Co., Chas. W.....	47
Zipp Manufacturing Co.....	43

Cream of Wheat Co. Stung Into Six-Column Defense

Insert in Various Trade Papers Lengthy Denial and Affidavit by Secretary Mapes. Affidavit Includes Letter by P. A. Robinson, Only Eyewitness, Which, When Compared With Mr. Mapes' Version, Proves to Corroborate the Wessels' Charge in Every Particular.

That the resentment of the retail grocery trade of the entire United States over the insulting and contemptuous sentiments expressed of the retail grocer by the secretary of the Cream of Wheat Co. has cost the company a pretty penny would seem to be made plain by an elaborate defense which the concern has issued during the past week. The defense has taken the form of a page and a half of reading matter inserted by the Cream of Wheat Co. in various trade papers. A part of it is an affidavit made by Secretary Mapes, in which he attempts to show that he was misquoted. Now that Mr. Wessels' affidavit is opposed by another, the test as to which is a false oath would seem to be which of the two controversialists, Mr. Wessels or Mr. Mapes, has the strongest motive to lie at this time.

The affidavit of Mr. Mapes is lengthy and much of it is devoted to matters which do not touch the issue at all. The following extracts, however, are worthy of reproduction and discussion:—

Taking his statements seriatim (each of which Mr. Wessels says is a correct transcript), I call attention to them as follows:—

1. Mr. Wessels states that I said: "We don't care a continental for the grocer. He has to sell our goods whether he wants to or not. We make him. We used to give the retailer a profit, but we found that the best way to keep him good was to keep him poor. Now we give him very little profit."

This statement, and every part of it, is false. I never expressed any contempt or disregard for the retail grocer; neither did I say that we made him sell our goods. The substance of what I said upon this point was that we created a demand by reaching the grocer through the consumer, and that we could best increase sales, both to our profit and to the retailer's profit, by such policy of advertising. Neither did I say that we gave the retailer less profit than before, nor that the best way to keep him good was to keep him poor. On this point I explained to him that the margin of profit allowed had been fixed as a fair margin, but at the same time that it was not so large as to induce a cutting of prices, and that it was a common experience that

the allowance of a larger profit would bring about a cutting of prices either by the jobber or the retailer, and to the detriment of both the manufacturer and the retailer. As a matter of fact, we have not changed our prices for the past ten years.

All this sounds very plausible until beside it is set another piece of Mr. Mapes' own evidence. It will be remembered that Mr. Wessels, when he visited Mr. Mapes, was accompanied by P. A. Robinson, a friend of Mr. Mapes, who went along to make the introduction. Mr. Robinson heard the conversation between the two and has embodied his version of it in a letter addressed to the secretary of the Minneapolis Retail Grocers' Association. In this letter is a partial reproduction of another letter sent by Mr. Robinson to Mr. Wessels on the same point. Mr. Mapes specifically makes the Robinson letter a part of his affidavit, and will therefore not object to the "Grocery World and General Merchant's" citation of it.

Let us see what Mr. Robinson says about the part of the conversation which Mr. Mapes smoothly explains above. Following is an extract from the Robinson letter:

I have not seen Mr. Mapes, but he telephoned me and called my attention to what he had "drawn" as the result of my introduction, as he put it. When I mentioned the remark he made about keeping them honest by keeping them poor, he claimed that he did not apply it to the retailers, but to the jobber, for he had no dealings with the retailer; he said that he spoke facetiously, not seriously, and had often said the same thing to a jobber customer without giving offense. This was the particular remark that you and I discussed afterward, and understood it as having been applied to the retailer; but I did not take it as seriously as you did, and it is true that his tone was more bantering than serious.

From this it appears that in spite of what Mr. Mapes says above he did admit to Mr. Robinson, and Mr. Robinson also now admits, through his letter, that he did make the remark about the only way to keep grocers good was to keep them poor. More than that, both gentlemen make

the remark worse than Mr. Wessels reported it. According to Mr. Wessels, Mr. Mapes stated that the policy of his company was to keep grocers good by keeping them poor. Out of the mouths of Mapes and Robinson the remark now proves to have been "keeping the grocer honest," which is a much more grievous insult than the first.

But the remark, says Mr. Mapes, was "facetious"!

But to proceed with Mr. Mapes' own version:—

2. Next Mr. Wessels says that I said:—

"But we have competitors; Vitos (made by the Pillsbury-Washburn Company) is exactly the same as Cream of Wheat. If the retailer has so much influence, why don't he substitute Vitos for our goods?"

This statement is absolutely false. The question of competitors had been mentioned, and Mr. Wessels had stated that there was no product like ours on the market, whereas there were plenty of flake foods. I told him that there were other products on the market which, like our product, were not flake foods, and I mentioned Vitos as an example. That is the entire substance of my statement upon this point.

This is reproduced for what it may be worth. Even if true it has little or nothing to do with the crux of the case:—

3. Mr. Wessels next says that I, referring to the friendly feeling of the retail grocers, said:—

"We don't want it—don't need it—don't care anything about it. The grocer has not any say about handling our goods. We make him handle them—he must. The grocer has got to handle Cream of Wheat, no matter what he says."

This statement is also entirely false. In no part of the discussion did I for a moment feel or express any ill feeling toward the retailer nor lack of regard for his good feeling. More than that, the question of my feeling toward the retailer was never raised in that discussion. The only question on this point that was raised was with regard to the good or ill feeling of the grocery papers, if we did or did not advertise in them, and in that connection I explained to him the impossibility and inadvisability of advertising in every trade paper, or any of them, that is from our standpoint, and that we had the good will of all the jobbing houses, although we did not advertise in any of their publications. This was all in connection with my main argument that in the end it was the best for us and the best for the retailer to reach the retailer through the consumer rather than the reverse.

Here comes Mr. Wessels and Mr. Mapes into flat opposition. Both having sworn to the truth of their versions, the question becomes one of veracity for settlement by the trade at large. Important in the consideration of the question, however, is the fact that whatever its secretary may have said, the Cream of Wheat Co. has

from the beginning exhibited precisely the policy toward the retailer which Mr. Wessels' charge describes. That Mr. Mapes could therefore have said with entire truth what Mr. Wessels says he said will be useful in forming an opinion whether he actually did say it, in spite of his desperate denial.

To the same point comes the concluding paragraph of Mr. Mapes' statement:—

The Cream of Wheat Co. has always endeavored to treat the retail grocers, with whom we do not come into direct contact, fairly, and to protect their interests as far as possible. With this end in view, we have always refused to sell direct to department stores, mail-order houses or any house which we consider an unfair competitor of the retail merchant. In addition to this, we are one of the few cereal companies that absolutely guarantee their goods and take back all goods damaged by becoming weevilly.

How much the above amounts to, in point of fact, may be seen from the fact that Cream of Wheat is now on sale at Gimbel Bros.' department store, Philadelphia, at 15 cents per package.

In point of principle, the company's words, when placed in the balance with the company's acts, show themselves as hypocritical piffle of the thinnest sort. Even if the company had conferred on the retail trade the priceless boon of not selling—"direct"—the concerns named, what does that count against the fact that for years it has compelled grocers to sell Cream of Wheat at absolute cost. It is startling, but almost surely true, that not a solitary grocer of all the number handling Cream of Wheat to-day makes even a fraction of a cent upon it. The company is to blame for this absolutely!

Turning to the Robinson letter again, the concluding paragraph further shows how much reliance can be placed on the protestations of Mr. Mapes. Here is some general comment on the Mapes-Wessels interview by an eyewitness whom Mr. Mapes brings forward to support himself:—

The rest of what he said, so far as I took it in, struck me as simply an

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CORPORATION PRACTICE, CASES UNDER FOOD LAWS

TRADEMARK REGISTRATION
GENERAL PRACTICE

argument for the opposite side to your proposition, and not as expressing contempt for the grocers, *though perhaps rather strongly independent*. Naturally in combatting your plan (as applying to his business) and upholding his own system, his attitude would not be to your liking; if everyone agreed with you, you would have no soliciting to do; and your plan being based on getting the co-operation of the grocers, the other side of the debate, conducted by a pretty outspoken man, would in the nature of things give opportunity for offense, if not carefully handled. That is one reason why I differ with you as to the ethics of going into print with an advertising interview; the advertiser is bound to make his opposing argument as strong as he can, and has not time to weigh every word or expression he uses. You and I know, for instance, that the expression "keep them honest" meant simply "prevent their cutting prices"; but in print it conveys far more offense than if otherwise expressed.

If this is not a confession that Mr. Mapes said practically all that was attributed to him, coupled with an apology for it on the ground of lack of "careful handling," and lack of time to "weigh every word or expression he used," then the "Grocery World and General Merchant" is utterly unable to comprehend printed speech.

We submit that out of the mouth of Mr. Mapes' only corroborative witness it is now proven that Secretary Mapes, of the Cream of Wheat Co., uttered every sentiment charged to him regarding his concern's contempt for the retail grocer.

Pennsylvania Food Commissioner Will Not Ask for Law Against Storing Undrawn Poultry

Letter Received by "Grocery World and General Merchant's" Editor During the Week Indicates that the Plan Announced in Last Department Bulletin Has Been Changed.

In the last number of the bulletin of the Pennsylvania Dairy and Food Department appeared the statement that Commissioner Foust would ask the coming Pennsylvania Legislature to pass a law forbidding the storing of undrawn poultry. The language of the bulletin was as follows:—

It is proposed to get at the cold storage evil by providing that fowl or eggs kept in refrigerating establishments for more than ten days shall be labeled "cold storage," so that the purchaser may not be left in the dark concerning the quality of the goods he is getting from the dealer. Another requirement will be that poultry shall be cleaned and drawn before being placed in cold storage. It has come to the knowledge of the Dairy and Food Division that chickens, ducks and other fowls are kept sometimes in cold storage houses for two years, the entrails not having been removed, and are then sold for food. Under the proposed law persons guilty of violating the provision prohibiting this will be liable to a fine of from \$50 to \$500 and imprisonment from thirty to ninety days.

This plan has evidently been changed, judging from the following letter received from the Commissioner during the week:—

Harrisburg, December 22, 1908.
E. J. Buckley, Attorney-at-Law,
No. 730 Drexel Bldg., Phila., Pa.
My Dear Mr. Buckley:—In the issue of the "Grocery World and General Merchant" of December 21st, on page 6, I note an article headed "Hard Fight Coming on Storing of Undressed Poultry," and in order that there may be no misunderstanding I desire to say, that the proposed bill, requiring cold storage poultry, game and eggs to be labeled,

says nothing about undrawn poultry.

You will please find enclosed copy of the Resolution unanimously adopted by the State Grange at Altoona. The only thing the proposed bill requires is that poultry, game and eggs, if in cold storage ten days, shall be labeled on the outside of the wrapper in letters one-half inch in length, "Cold Storage Poultry," "Cold Storage Game," or "Cold Storage Eggs," as the case may be, so as to give notice to the purchaser.

I merely make this statement so that the matter may be placed before you in the proper light. I feel that the six and one-half million people of this State have a right to know whether poultry, game and eggs are fresh or storage.

Very truly yours,
JAMES FOUST.

Enclosure.

The resolutions regarding the labeling of storage food products adopted by the State Grange were as follows:—

Whereas, Recent scientific investigation and long experience have shown that many kinds of foods, more especially poultry, game, and eggs, are not wholly prevented from decomposition by cold storage, and that they deteriorate very rapidly after removal therefrom; and

Whereas, It is a common practice in the large cities to sell cold storage poultry, game and eggs, as "Fresh Poultry," "Fresh Eggs," &c., thus betraying the buying public into the purchase of inferior articles, often entirely unfit for use as food, and creating an unfair competition with those who sell genuinely fresh foods of these kinds: be it

Resolved, That we strongly condemn this fraudulent practice and respectfully urge the Legislature of this State to pass, for the protection of the public health and the prevention of fraud and deception, an act to require the labeling of cold storage poultry, cold storage game and cold storage eggs.

To the Trade:

Have You Seen the Latest and Most Striking Evidence of the

Increasing

American

Demand

For

CEYLON TEA

READ THIS:

Exported to America

Jan. 1 to Oct. 31, 1907:

Black, 7,053,900 lbs.

Green, 1,918,600 lbs.

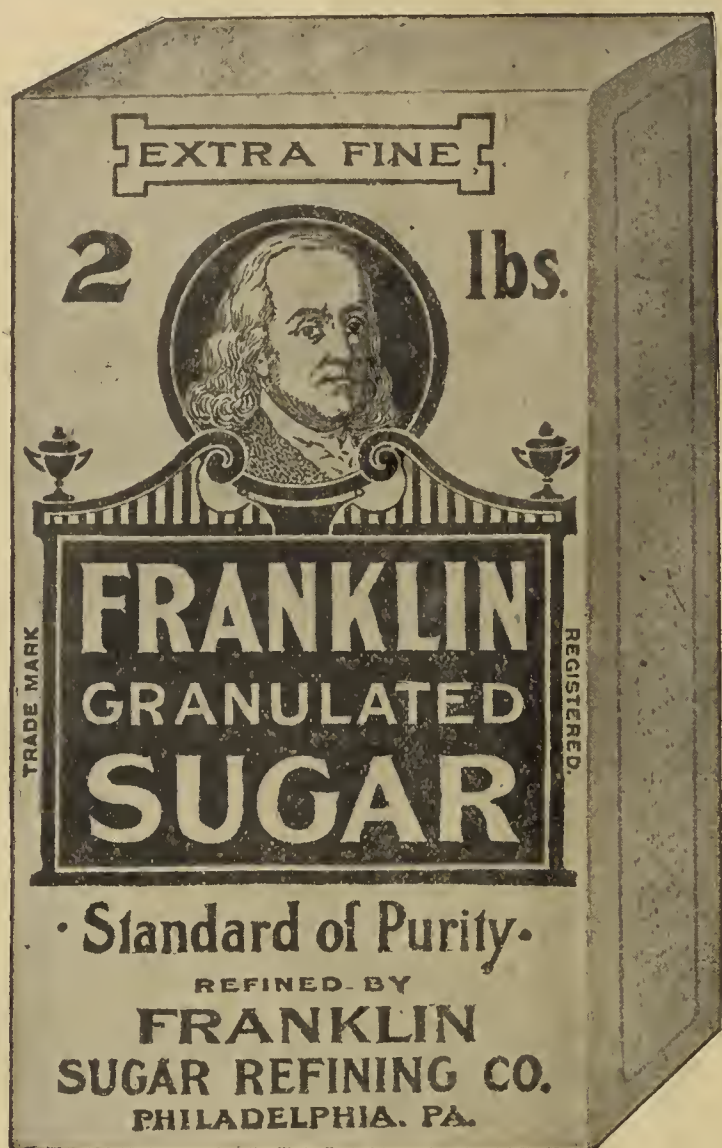
Jan. 1 to Oct. 31, 1908:

Black, 8,296,500 lbs.

Green, 2,912,100 lbs.

An Increase in Direct Shipments of 24.92% ;

And in a Year of Trade Depression, Too!



This Comparison Includes You

Here's the best argument for **Franklin Carton Sugar** we know of—that the grocers who sold it during the very heavy sugar season just over, all made more money on their sugar, with far less work, than the grocers that dug it out of barrels in the good old way.

This may seem like an idle statement the truth of which we couldn't possibly know. On the contrary, its truth is so obvious that a simple statement proves it.

We know it is true because there is no work in selling **Franklin Carton Sugar**—you know how much there is with bulk sugar—and there is no waste. Overweight is impossible since the goods are ready weighed.

So with nothing to make work and nothing to steal profits, isn't our conclusion inevitable?

Clean, sanitary cartons that preserve strength and freshness. Two-pound cartons and 2, 5, 10, 25, 50 and 100-pound cotton bags : : :

The Franklin Sugar Refining Company
PHILADELPHIA, PENNSYLVANIA

Another Move to Taboo Benzoated Goods Blocked

Two Well-known Preserve Manufacturers Prevent Wisconsin Food Commissioner from Proceeding Against Benzoated Catsup and Preserves. Court's Suggestion Accepted by Commissioner that No Case be Brought Until Roosevelt's Expert Commission Reports.

Messrs. Williams Brothers, of Detroit, Mich., and the Curtice Brothers Co., of Rochester, N. Y., have blocked Dairy and Food Commissioner Emery, of the State of Wisconsin, in his plan to stop the sale in that State of all food products containing benzoate. The above concerns applied for an injunction forbidding the Commissioner from proceeding in any such manner. This was not granted, but by suggestion of the court the Commissioner agreed to bring no cases until the special Board of Experts appointed by the President should report as to whether benzoate was harmful.

The application for injunction alleged that the use of benzoate of soda in foods is harmless and inoffensive and that especially catsups and sweet pickles would spoil soon after opening unless some preservative was used in them. It further alleged that the Federal authorities permitted its use generally, and that the army and navy department of the United States required the catsups purchased for the use of the soldiers and sailors to be prepared with benzoate of soda. It further alleged that the total annual business of food products in the United States prepared with benzoate of soda amounted to the sum of \$60,000,000. It was charged that the Food Commissioner claimed that the use of benzoate of soda in food products was illegal and that he had threatened to prosecute dealers who sold it, thereby greatly injuring the business of the complainants in this State.

The complainants claimed that the proposed action of the Food Commissioner would be illegal on various technical grounds. The complainants claimed that any representations of the Commissioner to the effect that complainants' goods do not comply with the statutes of the State is a libel upon the complainants.

The attention of the court was called to the fact that President Roosevelt had appointed a referee board of consulting scientific experts to examine into and report whether or not the use of benzoate of soda in food products was harmful. The board consists of Dr. Ira Rensen, president of Johns Hopkins University, chairman; Professor R. H. Chittenden, of Yale; Dr. John H. Long, of Northwestern University; Dr. A. E. Taylor, of the University of California, and Dr. C. A. Herter, of the College of Physicians and Surgeons of New York City. This board has not yet reported and it was agreed between the attorneys that a stay of proceedings be had until its report was made.

The court suggested to the Commissioner that no case be brought until the President's Commission had reported and the Commissioner agreed. The court thereupon filed the following opinion:—

The complainants of Detroit, Mich., have applied for a temporary injunction. They allege that they are large manufacturers of tomato catsup and like articles, which they sell in this State, their business, as alleged, amounting in Wisconsin to over \$100,000 per annum. In putting up their goods they use benzoate of soda to the extent of one-tenth of 1 percentum, as a preservative.

Defendant is Dairy and Food Commissioner of Wisconsin, and is charged with the enforcement of the pure food laws of the State. Section 4601a makes it a misdemeanor to sell any fruits or canned goods containing any preservative other than sugar, salt, vinegar or spices. Section 4601a forbids the shipping or sale of any article of food which contains any preservative except certain specified ones, not including benzoate of soda, without disclosing to the purchaser the presence, name and proportionate amount of such preservative. This is done by complainants by a statement on the label on the bottles containing their articles, showing that they contain one-tenth of 1 percentum of benzoate of soda.

Mr. Emery, as Dairy and Food Commissioner, following the lead of the Bureau of Chemistry and the Secretary of Agriculture, has decided to test the question whether benzoate of soda is injurious to health, by bringing some case under the Wisconsin law, procuring the

verdict of a jury and following up to a final decision. This he conceives to be his duty as such Commissioner, under Chapter 33 of the laws of 1905, which prohibits the selling of any article of food containing any preservative injurious to health. It is claimed that his attitude has to some extent interfered with the sale of the complainant's goods in the State. Complainants ask that he be restrained from prosecuting their consignees or dealers, on the ground that benzoate of soda is not injurious to health, and that they are unable to find any substitute for it in the preparation of their goods. They allege that his action is unlawful and unnecessary and will cause them irreparable injury.

Mr. Emery, being in court on the hearing, and also represented by Mr. Jackson, Deputy Attorney-General, was asked by the court whether he was willing to postpone bringing a test case against complainants or their dealers or consignees until the

commission appointed by the President shall have reported. It is expected that the commission will report by the first of March, 1909. After consideration, this was agreed to by Mr. Emery, with the proviso that he does not agree not to bring suit or otherwise take cognizance of any fraud on the Wisconsin pure food law by the use of a greater amount of any preservative or other article or substance than is shown to the purchaser on the label of the goods sold, or not to otherwise perform his duty under said law; he simply stipulating on the assumption that the labels of the complainants state the facts, that he will postpone any interference with complainant's business on the ground that the use of benzoate of soda is injurious to health, until the report of said commission.

It is, therefore, ordered that the said application be, and the same hereby is, held in abeyance until the report of said commission.

Selling Talks With Grocery Clerks

"Mutual Aid Sheets" Which a Large Eastern Retail Grocer Tucks in Each Clerk's Weekly Pay Envelope. Some Advice from the Head of the House on Selling Goods and Other Subjects.

[The "Grocery World and General Merchant" has come into possession of a series of "Mutual Aid Sheets," which are weekly little talks issued regularly to its clerks by one of the large retail grocery stores of the East. The talks are typewritten and a copy is enclosed in each clerk's pay envelope. They are so soundly practical and so useful generally that it is this journal's purpose to publish them weekly or bi-weekly for the edification of other clerks as well as other grocers who have clerks.—Ed.]

A TALK ABOUT THE NEW YEAR AS IT IS LIKELY TO CONCERN OUR CIRCLE.

The mutual aid sheet will make a departure this week from its usual course of taking up matter relating directly to our business.

You fellows are about to enter upon another year. How much progress have you made in 1908? We know some of you have made marked progress. We know some of you are better men morally and physically than you were a year ago. That's progress.

You are going to form some resolutions. Form them calmly; sit down this evening and tomorrow evening and the next evening and search yourself through and through. Turn the searchlight on your entire make-up. Write down the weak spots. Realize that unless these weak spots are cut out you cannot grow to your full stature of manhood. Resolve and daily ask for strength of will to carry out these resolutions.

The business world to-day is calling for men of stamina. Men whose brains are not disturbed and dwarfed and muddled with last night's "good time."

Make up your mind to master your business—to throw your whole soul into it while you're at it, and no power on earth can keep you down.

The food business conducted on the high plane is the most interesting business in the world to-day. There is practically no end to its study. Tea, coffee, cereals, canned goods, evaporated goods, meats, butter. Each one of these, and many others, demand specialty men in the big houses.

Make up your mind to read at least one book, either a biography, a standard novel or history each week.

Be clean men. Clean of speech; clean of thought; clean of motive. Character is real success. Happiness consists in living in harmony with Divine Law.

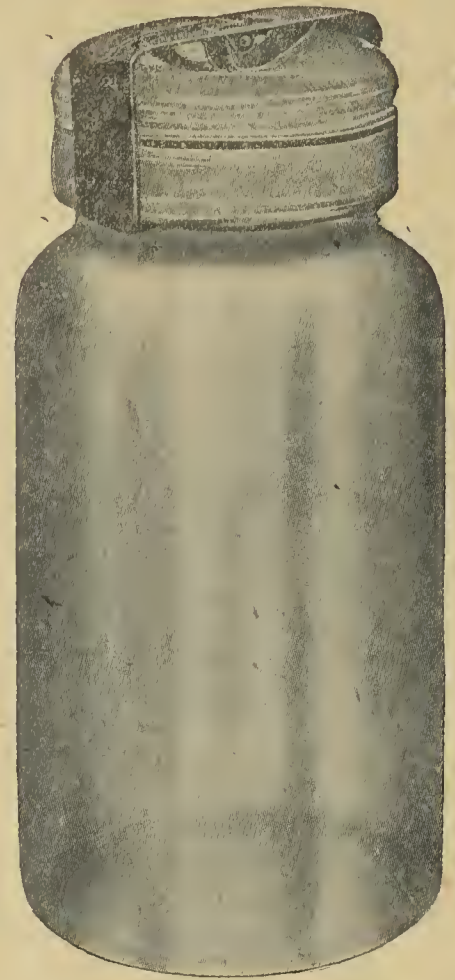
"Keep to the right as the law directs
For such is the rule of the road;
Keep to the right, whoever expects
Securely to carry life's load."

Be every inch a man—at your work, in your home and with your fellows.

Let 1909 be the greatest, the most fruitful of all the years of your life. It's in you—every one of you, to make it so.

Who's Who—

The manufacturer who fixes it so the retailer can make a good profit, or
The manufacturer who doesn't consider the retailer's interest?



Safety Valve Fruit Jars

are sold only on a co-operative plan which insures the retailer making a big profit.

**You Can Make 50% on
Safety Valve Fruit Jars**

Find out about our plan and "profit-paying proposition" before you place your fruit jar orders.

[*If an article doesn't pay you a profit
you can't afford to handle it*]

Safety Valve Fruit Jar Co.

Salem, New Jersey

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Monday, December 28, 1908.

An analysis of the six-column defense to the Wessels charges, inserted in various trade papers by the Cream of Wheat Co. during the week, appears in another column. As a part of Secretary Mapes' defense appears a letter by P. A. Robinson, the only witness to the controversy. Mr. Robinson's version, placed side by side with Mr. Mapes', discredits the latter at almost every point and corroborates Mr. Wessels' statements almost throughout.

Mr. Mapes' Facetiousness.

It now seems to be admitted that Mr. Mapes did say it was his company's policy to "keep the grocer honest by keeping him poor." He denies saying this in his own statement, but Mr. Robinson says Mr. Mapes admitted to him that he did say it, but that he meant (though did not say) the *wholesale* grocer, and that he was speaking facetiously anyway!

What a subject for the facetiousness of this pampered officer, sitting smugly in the magnificently appointed offices of a company whose stock, solely through the co-operation of grocers, is selling at many times par!

Behold the humorous picture! The retail grocers of the land, striving against great odds, relentlessly increasing competition, and often insufficient capital, to keep soul and body together. Their profit is their only hope. On some articles they make a good profit, on others a fair profit, on others a poor profit, but Cream of Wheat is absolutely the only article which they have sold year after year without any profit at all. Only this one corporation has been content to let these laborers work without hire, and then to grow facetious in twitting them with supineness in enduring it!

The parcels post proposition has assumed a new phase which will somewhat embarrass the retail interests who have from the very beginning opposed it. In its inception the plan was to open the mails to everybody who wished to ship packages, even large packages, at a rate far below that now charged. This the country retailers have very properly objected to, because it would have given the fraudulent faking mail-order concerns access even to the uttermost parts of the rural districts.

Now, however, the Postmaster-General, who is the prime mover in the campaign, has modified his suggestions. The President's message, which reflected the modified suggestions, urged Congress to pass an experimental parcels post law, fixing a very low rate for packages to be delivered by rural carriers. In the Postmaster-General's idea, this service is not to be used except by firms who are actually on the rural routes, not even agents for mail-order houses who may live there. The point made for this is that not only does this remove all objection to the parcels post on the part of the retailer, as it closes it to the mail-order houses, but it would prove a positive advantage to him, since it would enable him to deliver goods to his own customers at less cost than now, not only aiding him financially, but also in the other and more important way of making it as easy to buy of him as of the large mail-order houses.

Even this is being opposed, however, a typical argument in

opposition coming from the "Iron Age," as follows:—

That it is contrary to public policy for the Government to go into the business of transporting merchandise.

That a large expenditure would be required to furnish the rural carriers with the necessary outfit and conveniences for the carrying of merchandise on their routes.

That it would be impracticable to limit the service as proposed to merchandise originating at the offices from which the rural routes start.

That it is not unlikely that the proposed law would be pronounced unconstitutional as class legislation.

That there is great danger that there would be a gradual enlargement of the service so that a parcel post on the rural routes would be an entering wedge, and prepare the way for a general merchandise post.

That the carriage of merchandise in the mails would tend to build up the trade of the catalogue houses, and to extend mail order business with the large cities to the injury of merchants generally throughout the country.

That the present arrangement by which carriers deliver packages without charge, or at a nominal charge, is more advantageous to the retail merchant than would be the proposed change in the law which would require a regular postal charge in all cases.

That the proposed service is not desired by the retail merchants of the country, who regard it as dangerous, and diminishing instead of increasing their present facilities.

Those of the above objections which are not italicized the "Grocery World and General Merchant" does not regard of any strength whatever. The doubt that it would be impracticable to so limit the service, that a law seeking to limit it might be unconstitutional, that the plan would be simply an entering wedge for general mail-order parcels post, that the present plan by which carriers already deliver packages at a nominal rate is better than the new plan are all worthy of consideration. The latter is based on a misapprehension—rural mail-order carriers do not now carry packages at a nominal charge; they are absolutely forbidden to do so.

None of the above objections discloses any flaw in the limited plan itself, but simply expresses fear of what it may lead to. To the plan itself the "Grocery World and General Merchant" sincerely believes there is no objection. John Jones, general storekeeper at a cross-roads settlement in rural Illinois, undoubtedly loses business from two causes: 1, because farmers some distance from his store feel that they have to take a journey in order to buy of him, which is often inconvenient, and 2, because it is easier to sit down and order from a mail-order

catalogue. Given a plan by which the farmer could order goods from a local dealer by phone or mail and get them by next day's carrier, it is quite hard to see how this could bring anything but benefit to the country merchant.

Nevertheless, the "Grocery World and General Merchant" agrees that if there is any strong reason to believe that the limited plan would run into general parcels post the retail interests should oppose it.

As reported elsewhere, the Maryland producers of and wholesale dealers in fruit and vegetables have officially

denounced the widespread practice of selling in short packages and will ask the next Maryland Legislature to pass a law curing the evil if it can be cured.

Every honest retailer will give this movement godspeed. There is no more regularity in the packages in which many fruits and vegetables are retailed than there is in the meaning of the description "best made" as applied by dealers to their wares. As the chairman says, a berry package used to mean a full quart, to-day it means anything—except that never through all of its variations does it get to hold more than a quart. The expression "short quart" is frequently heard. The term is an anomaly—a "short" quart cannot exist, for if it is less than a quart it obviously cannot be a quart. The whole thing is utterly wrong. It was conceived in fraud and is employed in fraud. For the sake of fair and honest competition, and for everybody's sake except the faker's who hopes to profit by the fraud, all packages should mean something.

As reported in a recent issue, the Match Trust has agreed to the jobbers' demand that they should have a profit on free deal

Pay for Work Done.

goods. The condition which inspired the demand was this: Quite frequently the Diamond Match Co. endeavors to boom business by giving to retailers one case free with so many purchased. The goods, both free and bought, are shipped through the jobber, he having precisely the same labor and expense with the free

as with the bought. Quite naturally the jobber has never been able to see why he should act as distributor for free goods without pay, and the Match Trust now sees the matter his way and agrees to give it to him.

All this is preliminary to the contention that retailers should have precisely the same consideration. There are free deals to consumers as well as to retailers, and many a manufacturer distributes coupons to consumers, the presentation of which to a retailer will obtain free goods. Some manufacturers redeem the coupons from the retailer at the full retail price, thus paying him for his trouble, but others expect him to gratuitously fill his trade up with goods that they thus will not need to buy for some time.

Every laborer is worthy of his hire. The retailer who distributes free goods should be paid for it. Furthermore, he should not let sophistries as to future increase of business blind him to the fact that such work is primarily work for the manufacturer, and should be paid for by the manufacturer—now.

Snide Packages Bane of Fruit and Vegetable Trade

Maryland Organization Takes Step in the Right Direction. Wholesale Dealer Shows Up Harm of Irregular Packages and Society Decides to Work for Law which Will Stop the Abuse.

A step in the direction of compelling all fruit and vegetable packages to be of uniform size was taken at the meeting of the Maryland State Horticultural Society, held in Baltimore last week. The present description of the situation, which is unquestionably true, was made by D. B. Stewart, chairman of the Committee on "Packing, Storing and Marketing of Fruits," as follows:

Snide packages are the worst enemies of the trade.

They do more to demoralize the market than an oversupply.

They were invented to deceive, and well they have done the work.

The first purchaser unsuspectingly paid too much for the snide packed shipment; and then on through every phase of marketing the evil continued.

A berry basket formerly held a quart. To-day they are of all sizes.

Six pans formerly filled a standard six-basket carrier; to-day there are carriers of many different sizes.

The market man who pays \$1.50 per carrier for a well-packed case of peaches cannot retail them in market at 35 cents in the original pan or basket in competition with his neighbor, who may have bought some of the same mark and transferred them into smaller pans, making over eight pans instead of six out of the crate, and offers them to the market-ers at 25 cents per pan.

It is impossible to maintain a stable market when there is no standard measure in use. In selling wheat, corn or oats, you give to the purchaser not only a bushel, but guarantee that the bushel as measured shall weigh a given number of pounds, as prescribed by law. Why should not the farmer and dealer be compelled to be as fair in selling fruits and vegetables? Understand me, I believe that every grower should receive for his product all it is worth, and it is worth what it will bring in the open market, when sold in a fair manner.

A great detriment to the fruit business is the lack of conformity to any prescribed standard of measures.

I have often wondered how long it will be before the farmers come to their senses and have this evil corrected; but, understand me, this per-

nicious practice does not apply alone to the farmer; in fact, he is not entitled to the credit of having started it.

I claim better prices would be realized were standard uniform packages required by law to be used.

No doubt there are some present who will say they obtained no more than their neighbors who shipped peaches, strawberries or apples in in smaller packages.

That may be true.

The purchaser is deceived, or he, in turn, was enabled to deceive the second purchaser.

The whole system is wrong.

The association decided to ask the Maryland Legislature to pass a law requiring all fruit and vegetable packages sold in Maryland to have plainly stamped thereon the measurements or cubic capacity, as well as the manufacturer's or producer's name and address.

The Blue Tip Safety Match.

There are a number of double-tip matches on the market, but there is only one Blue Tip and that is manufactured by the Ohio Match Co. It has a number of points of advantage over other matches in that it is first, a safety match, you can only strike it on the tip. It will not flare nor fly off; it stands up in all kinds of weather. In addition to this, it pays you a handsome profit, something like eighty per cent. If your jobber won't supply you, get in touch with the Ohio Match Sales Co., 411 Marshall street, Philadelphia, or 17 Hudson street, New York.

What the Name *Armour* Means

The name "Armour"—on "Star" Hams or on anything else—means that the article is above the common. Have you ever thought of this? Back of every Armour product is a world-wide business that depends for success on quality.

People will eventually get what they like best. There is no doubt of that. We can't hold your trade unless we deserve it. And we must deserve it better than others, because of our larger production. We must control an enormous trade to dispose of it.

No skill is too costly, no care too extreme, if it improves our products even a trifle. For we can't sell the most of an article if anyone makes a better. That goes without saying. We cannot long be leaders unless we lead in quality.

Our products are clean and healthful, and correctly branded. The laws insure that. We have a small army of Government inspectors around us. From the animal to the consumer, every process is watched by them. We could not put out anything deceptive, un-

clean or unhealthful, even if so inclined.

But the name "Armour" means more.

It means that the highest skill that we know has been employed in the making. It means that years of experience has served to perfect it. It means that our vast reputation, and all that depends on it, is deliberately placed at stake on it. We are not so unwise to seek your trade in this expensive way, without knowing that our products will keep it.



The Attractive Grocery Store

It is just as important for a Grocery Store to present a bright and attractive appearance, to be clean and well kept and well lighted, as it is for a store in some other line of trade. Other things being equal, the Grocery Store which is brilliantly lighted—electrically—which uses electrical conveniences that have been invented and manufactured particularly for the grocery trade—will obtain the lion's share of the business.

Why not start using Electricity with the new year?

The Philadelphia Electric Co.
10th and Chestnut Streets

Tender Threads of Pure Cod

☞ Talisman Thredded Codfish is made from clean pieces cut from Talisman Georges Codfish in the packing of wood boxes and middles. Just as pure and good codfish as any, and absolutely boneless.

☞ For winter trade, packed in paper cartons, and for summer, in glass jars.

☞ Every customer who eats breakfast will buy Talisman Thredded Codfish.

Swift & Company

Our personal canvass indicates that 93 per cent. of the stores handling Flour sell

Millbourne

Are you among the 7 per cent. who don't?

MILLBOURNE MILLS
Sixty-Third and Market Streets
Philadelphia, Pa.

Oakdale Steam

Crisp Pretzels Salted

☞ Genuine steam process. Taste better and keep longer than any other kind. Acknowledged "Standard of Quality."

Write for Samples and Prices.

Oakdale Baking Co.
Oakdale Building, Philadelphia, Pa.

GOFF'S COUGH SYRUP

after 36 years' test—to-day is still 100 per cent. pure, still the leader, and best advertised. Start the new year with Goff's.

Write for special ½ gross deal.

S. B. GOFF & SONS CO.
CAMDEN, N. J.
Established 1872

See next week's adv.

FLEISCHMANN'S

COMPRESSED YEAST

HAS NO EQUAL

Written for the "Grocery World and General Merchant."

What is There in Business But Profit?

The "Grocery World and General Merchant's" Regular Contributor Points Out the Utter Foolishness of Selling Goods Without a Profit. Better Have the Goods than Too Little Money.

I don't know anything more foolish than selling goods that do not pay a living profit. Yet there are thousands of storekeepers to-day who are doing that very thing.

When I said in one of my articles that the dealer should sell advertised goods I did not mean that any dealer should make himself a slave to the manufacturer who advertises with the idea that if he creates a good demand the dealer will be obliged to handle his goods profit or no profit. I found out years ago that the big department stores had a regular system of charging up so much against each article for running expenses and advertising of their own, just as a manufacturer charges up what he calls "sales cost" in settling the price at which to market an article.

Now, the reason I have called myself "Old Yard Stick" is because I have tried to apply the big fellow's rule to all my business problems.

So when we jumped into the store and threw out the old goods that were slow sellers by a series of slashing bargain sales, we also threw out the profitless goods by the same plan.

You see, when I began to figure sales cost on a lot of articles I found it cost us about 15 per cent. to do business, and we were actually selling some goods for 12 cents that cost 10.

There was nothing in that. It was working for glory and not cash. We went through our stock by sitting up to it at night and made a rule to sell nothing at less than 25 per cent. profit. Of course we cut this many a time to run a bargain sale, because if a fellow lets the goods lie too long the running expenses eat up some of the 25 per cent.

But, figuring the thing as near as we could, we got things on such a basis that we had a clear 10 per cent. profit over sales cost on all goods. We began to see real profits in a short time; began

to pile up live money. Instead of a profit that was all in our minds we got it into the bank—an actual profit.

Now, I think grocers especially are doing a lot of unprofitable selling of goods along such lines as I have condemned. And they also do a still more foolish thing in many towns by cutting prices and thereby losing a profit which the manufacturer is willing they should have. That's where the associations can get in good work. I would say to get together everywhere and take up this profit question seriously.

Figure it out on a dollars and cents basis, and there is only one answer to this question. Price-cutting is an evil no matter where you find it. Don't imagine you have got to sell anything that does not pay you a living profit, because you really don't if you have any of the ability to influence customers that gives a man the right to be a merchant.

If you will learn to talk goods as they should be talked, and have your clerks learn the same as yourself, you can sell anything. Have articles of merit on your shelves; find out what their merits are and then go at your customer. That's the whole secret of successful salesmanship. But anybody can give goods away. Selling goods means getting the right price.

I'll never forget an early lesson from my own father. He left me in charge of an empty store to sell out some fixtures and sent several men out to see the articles and buy them. I sold one a counter for \$8. I thought it a pretty good sale. The \$8 seemed like a lot of money, but the fact was I had not been smart enough to hold out for more money. I'll never forget his sarcasm when, after listening to my story of the conversation between me and the buyer, and its result, he said: "Well, blink blank it! did you have to let him have it?" And my excuse that "that was all

he would give" seemed very lame and sick the more I thought of it.

OLD YARD STICK.

No Italian Olive Oil for United States This Year.

Crop a Total Failure, According to United States Consul. National Calamity for Italy, as Well as Inconvenient for This Country.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

December 24, 1908.

According to United States Consul Cheney, writing from Messina, Italy, never in the memory of the proverbial "oldest inhabitant" has there been such an absolute lack of production of olives as now prevails in that district. When it is remembered how essential in the diet of every Italian olive oil is, the great importance to the entire population of a failure of the home supply may be somewhat realized. Added to this are the loss to the whole country, owing to the impossibility of securing the large income from selling in foreign markets, and the failure of the supply of common oil for home industries. Thus the crop failure this year becomes nothing

less than a national misfortune.

The fruit was early attacked by insects and dropped from the trees prematurely, while the few remaining olives were destroyed by the notable seven months' drought of the past summer. In consequence the olive trees are completely bare and there are no olives and no production of olive oil.

It is a question whether existing stocks of oil, although last season's production was plentiful as well as of very good quality, will be sufficient to supply the home consumption. Probably Italy will be obliged to import substitutes for olive oil for her own consumption.

The present prices for edible olive oil are the highest for the past ten years and they have largely increased within the current year. Thus January and February, 1908, good olive oil was quoted at £34 (\$165.27) per ton (of 1,045 kilos=2,299 pounds), while the present price is nearly double, or £59 (\$286.74) per ton f. o. b. Messina. This high price prohibits the profitable exportation of oil to the United States, since it is far above the limit at which the article is permitted free entry.

HOLT.

Two-Minute Sermons for the Retail Grocer

LXIV.—Taking Time Off.

An occasional vacation is a good investment.

Many business managers feel that they cannot possibly take time enough from business for a vacation, but it is a mistake. Not because a man will become a physical wreck if he does not take at least a yearly vacation, as some seem to think, for a man's nerves can rest just as well at home as away, but because a manager can in this way get better acquainted with the ability of those who assist him.

You can be the first one at work in the morning and the last to leave in the evening as long as you live, and thus set the boys a good example, but that is not the way to find out what "the boys" are really worth to you.

Go away for a week or a month and let your assistants take care of the business and you will soon find out what kind of judgment they have. The business cannot be seriously crippled in a week, and if it runs smoothly, which it will do 99 times out of 100, you will feel much safer either at home or away in the future.

No manager can make a success without competent and intelligent assistants, and there is no better test of competence and intelligence than going away and leaving everything in the assistant's charge. If competent he then can show it, if incompetent, you can then find it out and make a change, for no chain is stronger than the weakest link, and as manager it is your business to eliminate the weak links.

F. A. P.



"GET SOME"

"He Who Lives to Please Must Please to Live"

You live by *pleasing* your customers! So do we. **Van Camp's Beans** give *you* a chance to please people that you turn to your benefit *every time* you recommend them. They always please.

The Van Camp Packing Co.

Indianapolis, Indiana



ONE Batch As Good

Here and there in the market there may be a batch of print butter as good as **Gurnse**, but goodness is not the only thing **Gurnse** prides itself on. Just as important is *regularity* of goodness—being the same every time, instead of good one time and indifferent the next.

The here-and-there batch that is as good as **Gurnse** usually stands alone. Unless the manufacturer works a lot harder than the average manufacturer is willing to, the retailer who buys it will never find two shipments closely alike.

Who can build up a butter trade on such shifting foundations?

Gurnse butter is the sweetest, richest dairy butter possible to make, not only once but all the time. Wrapped in brine-dipped parchment and packed in handsome cartons.

Packed in 20, 30 and 50-pound boxes—pounds and ½-pounds—37 cents. Prices subject to market changes.

P. F. BROWN & COMPANY

39 South Front Street

PHILADELPHIA



Requests for information in this Department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge.

Address all communications to

Legal Editor GROCERY WORLD,
927 Arch Street.

Question: Verling Harris, Washington, D. C.—A buys a horse from B, who verbally represents him to be about twelve years of age and sound at the time of sale. A pays B with check, which B cashes at his bank at once. Before check comes to A's bank the horse is found to be unsound and much older than represented and A stops payment on check. B also refuses to make good with his bank or to take back the horse. What comeback has B's bank on A?

Answer.—A's position here is perfectly right. B violated his warranty, and A, when he had found that out, called the deal off, as he had a perfect right to do.

Naturally the burden is on him, if the matter comes to an issue to prove that the horse was not as represented. A should serve notice on B, if he has not already done so, that the horse is rejected, and if B declines to accept it that it is held by A at B's risk and expense.

The recourse B's bank has is to proceed against B to recover the money paid on A's check. When it advanced the money to B, the bank took a chance on the check being cancelled, just as a bank always does when it cashes a check in this way. The only action B's bank has against A is on the ground that the check was negotiable paper, which it holds as an innocent party without notice. I doubt whether this would be a valid contention owing to the fact that a check is merely an order to pay, and amounts to nothing unless accepted by the bank on which it is drawn.

B has an action against A for the price of the horse, but he will lose it if the horse was warranted sound, but was really unsound. A slight difference in age would

probably not be considered cause for revoking the contract, but the unsoundness would, because it is vital.

Question: "Manufacturer."—Some time ago we saw it stated in your journal that the Supreme Court of Pennsylvania had decided that a jobber or retailer was partly or wholly responsible under the pure food law for goods which he sold, if he bought the goods at a price which would indicate that they were not up to the standard, notwithstanding the fact that the manufacturer had issued his guaranty upon them.

In other words, if he had bought pure cider vinegar at 10 cents per gallon when he knew that a pure vinegar could not be sold under 14 cents he would be a party to the fraud if these goods failed to comply with the requirements of the law, even though the manufacturer had guaranteed them.

Is this correct?

We also understand that the Federal authorities could confiscate the impure goods.

We would like to know as to whether the jobber or the retailer could be fined for handling these low class goods when it was proven that he knew that they were sold to him at a price below that at which first-class

products could reasonably be sold?

It seems to us that the Government could not consent to have a dealer purchase goods at any price and hold that dealer blameless because an irresponsible manufacturer (that is, irresponsible either on account of reputation or financially) had guaranteed them.

It would seem that this would open the door to glaring fraud, and that it would be so unfair to the large class of manufacturers who are really trying to obey the law as to make the enforcement of the pure food law a farce.

We can point out several manufacturers who are not financially responsible (and are so reported in Dun and Bradstreet) who are making flavoring extracts and selling them at from 10 to 25 per cent. cheaper than it costs us to make goods in this line which fully comply with the law.

Three houses of this stripe have recently failed.

Now, what is the guaranty of these concerns worth, and who is amenable to the penalties of the law under circumstances of this kind?

Answer.—To the best of my knowledge and belief, the Supreme Court of Pennsylvania has never made any such decision as the above. In a recent issue I

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

gave it as my own opinion that such would be the case and I still hold it. In a case where a retailer knows that a pure product cannot be sold below 14 cents, yet buys at 10 cents under a manufacturer's guarantee, I have no doubt that any court would hold him charged with knowledge of the real character of the goods, and with knowledge that the guarantee was false. If that is so, an action would lie against such a retailer in spite of his guarantee. Any other ruling would in many cases set the law at naught.

If such goods had been shipped from State to State, thus entering interstate commerce, and violated

the Federal law, they could be confiscated under Section 10 of the Federal food act.

Big Chicago Packer Under Government Investigation.

During the week the United States Grand Jury has called a large number of the employees of Nelson Morris & Co., of Chicago, meat packers, before it, with a view to investigating the charge that the concern named has accepted rebates from the railroads. The case is said to be part of a well-concerted plan on the part of President Roosevelt to jail some notable offenders against the rebate laws before he retires.

Pending Warm Conflict Over Olive Duty

Importers Want Duty Reduced, While California, Claiming Protection, Wants It Increased. Summary of the Arguments.

One of the hottest fights before the Ways and Means Committee over tariff changes is being waged between the importers of Spanish olives, which supply the great bulk of the American market, and the California olive growers, who have tried for years to get some of the trade of this country. There is at present an import tariff of 15 cents per gallon on foreign olives. The importers want it reduced to 10 cents and the California people want it increased to 25.

Below appears a summary of the arguments presented before the Ways and Means Committee by the opposing interests:—

The importers of Spanish-cured olives have presented their claims for a reduction of the duty on such olives from 15 to 10 cents per gallon, urging that such a reduction will largely increase the revenues by making it possible to sell small size olives to the masses and explaining that it is not now possible because the rate of 15 cents per gallon virtually amounts to from 85 to 100 per cent. *ad valorem*. The importers have shown that the green-cured Spanish olive is distinct from the ripe-black California product, and that the very small quantity of so-called green-cured California olives does not amount to 2 per cent. of the quantity of imported Spanish olives, while the quality of the California product is not fit for bottling; hence California, having nothing to meet the demand, requires no protective tariff.

The California producers claim a protective duty of 25 cents per gallon on all edible olives for an infant industry which, already protected for some twelve years, has not made good.

The Government seeks an increase in their revenues.

The sum of the matter then is:

That California wishes an unreasonable protective duty for something practically non-existent and in return for such a protection offers no revenue to the Government; meantime the business of the importers and bottlers of Spanish olives is held back by the impossibility of selling small olives in a more general way. The importers ask a modification in the present rate of duty in order to increase their output in a going business employing thousands of persons directly in the bottling and indirectly in the furnishing of such American-made material as bottles, caps, labels, etc., which go to make the finished product, all the while producing annually an important revenue to the Government.

THE VOLUME OF THE SPANISH OLIVE BUSINESS IN THE UNITED STATES.

The average importations of Spanish olives are about 1,600,000 gallons per year with normal crops. It is probable the importations for 1908 will reach a total of 2,750,000 gallons.

PRESENT REVENUE TO THE GOVERNMENT.

Broadly speaking, it is somewhere near \$240,000 per year under the present rate of duty.

HOW A REDUCTION IN THE RATE OF DUTY WILL BRING THE GOVERNMENT A LARGER REVENUE.

It is well known among the trade that the present system of distributing olives in fancy bottles has much to do with the large sales of fancy fruit, they being beautifully presented to the consumers; but it is also known that for general consumption it would not be necessary to bottle so expensively, and that many olives could be sold by measure from the delicatessen stores, department stores and other similar places, just as other somewhat similar foods are now sold, and a reduction of 5 cents per gallon would make a large percentage of difference in the cost of olives retailed in

A FEW VARIETIES OF

BURK'S Seasonable Sausage PRODUCTS

All of which are produced in the **finest, cleanest and most sanitary sausage kitchens** in the country.

They are free from cheap substitutes and adulterations, preservatives and coloring matter and are

Prepared Under Government Supervision

ESTABLISHMENT NO. 257

FRESH PORK SAUSAGE

Superbly Seasoned

These can be had linked or in straight casing, either chopped fine or coarse.

SMOKED SAUSAGE

Frankfurters	Beef Bologna
Reed Birds (small Frankfurters)	
Smoked Fresh Sausage (old style Half-smoked)	
Ham Bologna	Mettwurst
Knockwurst (flavored with Garlic)	

PUDDINGS

Liver Pudding	Blood Pudding
Head Cheese	Blood Head Cheese
Pfefferwurst	Tongue Blood Pudding
Sardellen (special grade of Liver Pudding)	

SCRAPPLE

Superior to farmers' product, rich and well seasoned

Clean - Pure - Wholesome

LOUIS BURK
GIRARD AVENUE & THIRD STREET
PHILADELPHIA

Christmas Presents of CUT GLASS

If you contemplate buying any Cut Glass for Christmas Presents we can offer you a fine assortment of shapes and cuts

AT WHOLESALE PRICES

COME IN OR SEND YOUR WIFE



JAMES M. VANCE & CO.

Distributors of Hardware for Over a Century

211 and 213 Market St., Philadelphia



Satisfying Sales

will come to you with **Woodcock Macaroni** because **satisfying quality** goes with it to your customers. You've got to **have** the Quality to **get** the Sale. You can supply ordinary Macaroni to customers who ask for it—that's "order taking." You can sell **Woodcock** to anyone by telling of its flavor, cleanliness and quality—that's "salesmanship."

WOODCOCK MACARONI COMPANY
ROCHESTER, N. Y.

Preserved Fruits, Jams, Jellies, Fruit Butters, etc.

**CONTAINING NO PRESERVATIVE AND NO
ARTIFICIAL COLORING**

were made and shipped by

PHILIP J. RITTER

many years ago, and are made and shipped by us to-day. This is nothing new to us.

¶ Our products received the **highest award at the Centennial Exposition** and on many other occasions thereafter. They are better than ever to-day.

¶ We ask for a portion of your patronage.

P. J. Ritter Conserve Company
Philadelphia, Pa.

this way, resulting in a very large increase in the number of consumers. This would multiply the sales and enable the importers to sell many more in barrels and in original packages.

It is estimated by the importers that the importations may be increased to 4,000,000 gallons per year, because of the reduction in cost of small olives, which are produced in much larger quantities than the Queen varieties. Such an importation, at the rate of 10 cents per gallon, would give the Government a revenue of \$400,000 per year instead of \$240,000 at 15 cents.

The following brief was filed with the Ways and Means Committee by H. C. Newcomb, of Philadelphia, chairman of the committee of Spanish olive importers:—

New York, Nov. 14, 1908.

Committee on Ways and Means,
House of Representatives, Wash-
ington, D. C.

Gentlemen:—As chairman of the committee of three appointed to represent the olive importers of the United States before your committee, I beg to submit for your consideration the following preliminary brief:

That the present rate of duty on green-cured olives (15 cents per gallon), being equivalent to 40 per cent. on the average cost per gallon of edible olives in the country of origin, is excessive.

That green edible olives, being a non-competitive product, should be taxed for revenue only.

That a reduction in the present rate of duty from 15 to 10 cents per gallon will enable the importers of this commodity to so increase the quantity of such olives consumed that the revenue to the Government will be increased.

It has been demonstrated that the production of olives of a similar character to those imported from Spain is impossible in this country because of climatic and other conditions. The olives produced in California are of an entirely different character, containing a much greater percentage of oil, being entirely different in the texture of the pulp, and furthermore being impossible of distribution in the same channels at at present are employed in the distribution of Spanish olives, because from the nature of the fruit California olives will not keep in wooden or glass packages, such as are used in the distribution of olives; aside from this, the maximum production in California, according to California authorities, of both ripe and green-cured olives is less than 5 per cent. of the total consumption of Spanish olives in the United States. Of this 5 per cent. not more than a quarter are of the green-cured variety.

The total volume of the annual business in Spanish olives in the United States is about \$3,000,000. Of this about \$1,200,000 represents the cost of the olives themselves, duty paid. Some \$500,000 of this represents salaries and wages, and about \$1,000,000 represents bottles, corks, metal caps, labels and other articles of domestic manufacture which are used in packing olives for distributing to the consumers; so that, in order to market \$1,200,000 worth of olives from Spain we have to use of American manufactures and labor about \$1,500,000 worth. By increasing the importations of olives we can increase the quantity of domestic manufactures used in the distribution of the goods, and increase the facilities to the consumer.

From statistics available for the past twelve years we believe that

the average income to this Government from the duties on olives at 15 cents per gallon has been about \$240,000 per year. We believe that the incentive which a reduction in that duty would give to the business would make it possible to increase the importations of Spanish olives to a point where the revenue to the Government would exceed \$240,000 per annum. The present duty of 15 cents per gallon represents 100 per cent. on the values of the olives at the point of shipment of about 40 per cent. of the olives imported. As the varieties represented by this 40 per cent. of the importations are the cheaper grades of olives, because they are produced in much larger quantities than the other varieties, they are nevertheless the most desirable olives to eat, we firmly believe a reduction of the duty will materially stimulate the consumption.

We believe that investigation will substantiate the statements here made, and in submitting this brief we ask the privilege of supplementing it with further proofs indorsed by the largest handlers of food products in this country.

Very respectfully,

H. C. NEWCOMB,
Chairman Olive Committee.

The following is the argument for the California olive people:—

Especially attention is invited to the condition of the olive industry. An increase of duty is asked on olives and olive oil, namely, that a duty of 25 cents per gallon be placed upon all olives (green or ripe and dried or cured), and 80 cents per gallon on "olive oil other than for manufacturing or mechanical purposes." The present duty is 25 cents per gallon of olives "in bottles, jars or similar packages," and 15 cents "in casks or other than in bottles, jars or similar packages"; and on olive oil "40 cents per gallon; in bottles, jars, tins or similar packages, 50 cents per gallon."

An examination of the facts make it apparent that the duties on these articles have been fixed with little regard for the principle of protection, and chiefly for revenue. Doubtless this came about because of the neglect of the grower to advise the Ways and Means Committee of the facts when making up the tariff files. By the Act of 1890 the duty was 35 cents per gallon for olive oil "fit for salad," and by the Act of 1894 25 cents a gallon. The Act of 1890 placed olives on the free list, and the Act of 1894 placed a duty of 20 per cent. ad valorem on them. The Act of 1897 made but little change in the Act of 1894 on olive oil or olives, while making substantial advances on other products of our orchards with a view to protection.

In 1898 the importations of dutiable olive oil amounted to 736,877 gallons, and in 1907 they had reached 3,449,517 gallons. The climate and soil of California give to the cultivation of the olive a range even wider than to the orange and lemon.

The tree is hardy and long lived; there are trees in this State known to be 150 years old. While grown only in California, in this country, it would be quite within the capacity of the State to produce all the olives and olive oil consumed in this country without displacing any other of our orchard products, if given protection sufficient to make the industry reasonably profitable.

In the early stages of olive planting in California very optimistic hopes were indulged in its success and profitableness. Large plantings were made in this hope. Later it was discovered that sophisticated oil—a combination of olive oil with nut and cottonseed oil—had found its

way into the market and was placed in competition with the pure olive oil produced here. The result was precisely what followed when oleomargarine came forward as butter—a condition in that particular promptly remedied by legislation.

It is true that a rigid enforcement of the pure food law should operate somewhat similarly in the olive field, though it cannot for various reasons, do so in the case of the olive. The principal competing countries are Italy, Spain, France, Portugal, Egypt and Greece, although Italy produces more oil than all other European countries combined.

Other growers still cling to the hope that relief may come and refuse to sacrifice their investments. The output of olive oil in California is now about one-tenth of the consumption in this country.

New Patents and Trade-marks in the Grocery Line.

Reported specially for this paper by R. W. Bishop, Patent Attorney, Washington, D. C.

Patents issued August 25, 1908:—

896,718. Butter cutter. S. B. Friday, Brandon, Wis.

896,722. Pan cleaning and greasing machine. Hugo Gottschalk, Burnham, Pa.

896,723. Pan cleaning device. Hugo Gottschalk, Burnham, Pa.

896,729. Apple parer. D. F. Hunt, Sodus, N. Y.

896,806. Egg boiler. R. E. Deane and C. W. Shields, New York, N. Y.; Elizabeth S. Deane, R. W. Morgan and G. W. Wheeler, executors of said R. E. Deane, deceased.

896,848. Dasher for freezers. G. M. Mills, Jersey City, N. J.

896,919. Egg beater. W. C. Kammerer, Pullman, Wash.

896,932. Tray for egg testers. G. W. Newton, Newton, Iowa.

896,964. Biscuit baking appliance. W. E. Williams, Chicago, Ill.

897,068. Dough dividing and molding machine. E. J. Diener, Philadelphia, Pa.

897,087. Tilting bin. E. H. Grant, Marshall, Mich.

897,108. Folding egg crate. T. W. Kendall, Hopewell, Ky.

897,109. Apple paring machine. J. F. Kohler, New York, N. Y.

897,181. Method of preparing food materials. W. E. Williams, Chicago, Ill.

897,182. Shredded wheat biscuit. W. E. Williams, Chicago, Ill.

Patents issued September 1, 1908:—

897,277. Method of treating milk or cream and butter. Alpheus Fay, Louisville, Ky.

897,392. Nitrogenous food. Keiichihiro Okazaki, Tokyo, Japan, assignor of one-half to Hanuemon Yenjo, same place.

897,513. Toaster. Charles Andrews, Jr., Rockford, Ill., assignor to Andrew Wire and Iron Works, same place.

897,637. Vegetable slicer. H. E. Madden, Hebron, Ohio.

897,682. Machine for making popcorn balls. W. W. Turnbull, Columbus, Ohio.

897,763. Treatment of coffee. J. F. Meyer, Jr., Ludwig Roselius and Karl Wimmer, Bremen, Germany.

897,764. Tea product. J. F. Meyer, Jr., and Karl Wimmer, Bremen, Germany.

897,840. Preparation of coffee. J. F. Meyer, Jr., Ludwig Roselius and K. H. Wimmer, Bremen, Germany, assignors to The Kaffee-Handels Aktiengesellschaft, same place.

897,884. Cheese cover. F. A. Vogt, Anderson, Ind.

897,854. Process of producing flour from bran. Theodor Schluter, Jr., Foerderstedt, Germany.

Patents issued September 8, 1908:—

898,048. Ice cream freezer. J. H. Hart, Philadelphia, Pa.

898,163. Bread cutter. N. M. Andersen, Detroit, Mich.

898,211. Bread mixer. Goste Friedman, Jamestown, N. Y.

898,241. Cracker box. G. C. MacDonald, Cambridge, Mass.

898,364. Barrel and basket cover. Alexander Holker, Minneapolis, Minn.

Patents issued September 15, 1908:—

898,483. Spout for cans. C. F. Kelom, Philadelphia, Pa.

898,484. Barrel. J. H. Killion, Chicago, Ill.

898,514. Egg carrier. Melzar Shepard, Wayne, Mich.

898,515. Vegetable separator. W. J. Sherrard, Cotton Gin, Texas.

898,592. Sugar producing product. G. W. McMullen, Chicago, Ill.

898,713. Teapot. A. E. Wilson, Newlands, Scotland.

898,726. Dough feeding mechanism. A. W. Copland, Detroit, Mich.

898,931. Vegetable peeler. Karl Schaal, Seward, Neb.

898,953. Corn popper. Wm. Ayres, Plainfield, N. J.

898,954. Machine for washing and scalding fruits. P. S. Baker and O. E. Vane, Muscatine, Iowa.

Patents issued September 22, 1908:—

899,052. Showcase for pickles. D. W. Imus, Los Angeles, Cal.

899,099. Coffee maker. R. A. Ruckner, Nevada, Mo.

899,103. Cheese cover. Samuel Ditson, Collingwood, Ontario, Canada.

899,382. Apparatus for preserving eggs. Myron Briggs, St. Louis, Mo.

Patents issued September 29, 1908:—

899,531. Egg case carrier. J. E. Harker, Spirit Lake, Iowa.

899,533. Butter cutter. F. G. Hodell, Cleveland, Ohio.

899,702. Food chopper. J. H. Shaw, New Haven, Conn., assignor to Sargent & Co., same place.

899,925, 899,926 and 899,928. Ice cream freezers. T. L. Valerius, Fort Atkinson, Wis., assignor to Creamery Package Mfg. Co., Chicago, Ill.

899,945. Cheese cabinet. C. C. Brown, Chambersburg, Pa.

899,962. Bread slicer. Axel Englund, Mountain View, Cal.

900,064. Revolver for processing canned goods. H. L. Forhan, Portland, Me.

DESIGN.

39,516. Christmas bag. Mary Prugh, Los Angeles, Cal.

TRADE-MARKS

which will be registered unless opposition is entered within thirty days.

For a sauce used as a relish and condiment. David Herzfeld, San Antonio, Texas. A shield-shaped outline inclosing the word "Oysteraseo."

For fresh vegetables. Long Island, Potato Exchange, Riverhead, N. Y. A may of Long Island with the words "Best Quality."

For starch. National Starch Co., New York, N. Y. A representation of a seated boy and growing plants.

For canned fruits, vegetables, preserved fruits, spices, flavoring extracts, corn starch, farina, tapioca, potato flour, plum pudding, baked beans, sauer kraut, canned fish, canned oysters, canned lobsters, canned shrimp, clam chowder, teas, coffees, olive oil, hominy and pepper. Foley Bros. & Kelly, St. Paul, Minn. The words "Fort Snelling" and a representation of a fort. The word "Moccasin" and a representation of stem bearing leaves and flowers.

For sardines. The Neuman & Schwiers Co., New York, N. Y. The word "Maxim."

For cotton-seed oil. The Union Oil Co., West New York, N. J. The words "The Union Oil Co., New Orleans, La." arranged within a circle, within which are the words "Park Oil Co. Brand" and "Summer Yellow" forming upwardly and downwardly curved arcs.

For flour. Duluth Superior Milling Co., Duluth, Minn. A representation of a negro cook holding upon his raised

35% Profit and More For Every Grocer in Mother's Oats

Be Your Own Master!

You can make **Mother's Oats** yield you 35 to 40% profit because we **do not** advertise the retail price on the package or anywhere else. You sell at your own prices—any profit you choose to ask.

The manufacturer that **forces** you to sell at the **advertised price** of 10c. regardless of **your** profit uses you as a **convenience**. Don't let anybody dictate a profitless selling price. **Be your own master.**

At 10c. your **gross** profit is only 20%. It costs you 17% to do business. You have only 3% left. Is that enough to **live** on?

Pay no attention to the frantic talk about "advertising that moves the goods." It's **quality** that brings repeat orders.

You are a friend and neighbor of your customers. They **believe** in you. They will accept your **word** as to quality and flavor quicker than they will believe the **cold claims** in advertisements.

Mother's Oats has not been cheapened in quality because of a high oats market. It is still the **best oatmeal** and the best food value in the world.

The National Retail Grocers' Association and all the State and local associations heartily approve our **square deal policy** because it means sincere co-operation and a living profit for every grocer.

Push Mother's Oats

Order through your jobber

The Great Western Cereal Company

CHICAGO

Read Special Circular packed in every case. It means **STILL MORE PROFIT** for you.



"OLD DUTCH" SPICE CADDY FOR 10 LBS. OF SPICE



A Handsome and Strongly Made Roll Front Caddy, Decorated in Blue, White and Gold—with Delft design—Interchangeable Loose Label with Spice Names.

In buying your Spices specify delivery in this new Caddy.

AMERICAN CAN COMPANY
NEW YORK CHICAGO SAN FRANCISCO

left hand a plate containing a slice and part of a loaf of bread and having his right arm resting on a bag of flour, with his right hand holding a bread knife.

For chewing gum. Zeno Mfg. Co., Chicago, Ill. The words "Zeno."

For coffee. A. J. Kasper Co., Chicago, Ill. A representation of a turkey and the word "Turkey."

For olive oil. J. E. Gatti & Bro., Washington, D. C. The word "Excel-sior."

For soap. Fisk Mfg. Co., Springfield, Mass. The letters "J. B." within an ellipse.

For canned fruits and vegetables. G. S. Feeny Co., Wheeling, W. Va. The words "Seidnac Brand" and a monogram "G S F Co."

For evaporated milk. National Condensed Milk Co., Chicago, Ill. The word "Globe" and a representation of a cow on a background representing a globe.

For preserved fruits and canned vegetables. Curtice Bros. Co., Rochester, N. Y. An octagonal panel flanked by smaller octagonal panels, in which are monograms "C B Co."

For candy. B. F. Jackson, Jersey City, N. J. The words "Soul Kisses" within a heart-shaped border.

For flour. John Hoffer Flouring Mill Co., Harrisburg, Pa. The word "Bon-ita."

For canned fruits and vegetables. Lauterdale Canning Co., Florence, Ala. The words "Sweet Water."

For soap. Consolidated Soap Co., New York, N. Y. The word "Affinity" within a representation of a wreath.

For flour. Missouri Valley Milling Co., Mandan, N. D. The words "Mandan Belle" and a representation of a head of an Indian girl.

For soap and soap powder. Lever Bros. Co., Portland, Me., and Cambridge, Mass. The word "Salvavidas."

For washing blue. D. Schurr & Co., New York, N. Y. The word "Sinka."

For Hungarian style goulash. Acorn Canning Co., Houston, Texas. A representation of an acorn.

For baking powder, cream of tartar, bicarbonate of soda, carbonate of soda, laundry starch, lye, bluing, ammonia, salt. Western Grocer Co., Marshalltown, Iowa. The word "Defiance" and a representation of a crowing rooster.

For coffee. S. Hamill Co., Keokuk, Iowa. The word "Palm" and a representation of a palm tree.

For canned fruits and vegetables, corn syrup, cane syrup, coffee, cream cheese, extract of vanilla and cider vinegar. Howell & Bursk, Philadelphia, Pa. The word "Victoria."

For baking powder, cream of tartar, bicarbonate of soda, carbonate of soda, starch, lye, bluing, ammonia and salt. Western Grocer Co., Marshalltown, Iowa. The words "Sheep's Head" and a representation of a sheep's head.

For a cereal preparation composed of wheat and New Orleans molasses. Postum Cereal Co., Ltd., Battle Creek, Mich. The word "Grape-Nuts."

For canned fruits and vegetables, preserved fruits, spices, flavoring extracts, corn starch, farina, tapioca, potato flour, plum pudding, baked beans, sauer kraut, canned fish, oysters, lobsters, shrimp, clam chowder, tea, coffee, pepper and olive oil. Foley Bros. & Kelley, St. Paul, Minn. The words "Fort Snelling" and a representation of a fort.

For canned fruits and vegetables, preserved fruits, canned fish and oysters, spices, flavoring extracts, corn starch, potato flour, tapioca, sago, farina, teas, coffees, pepper, baked beans, sauer kraut, hominy dried fruits, bird seed and vinegar. Foley Bros. & Kelley, St. Paul, Minn. The word "Gopher" and a representation of a gopher.

For a syrup compound of corn, cane and maple. Manierre-Yoe Syrup Co., Chicago, Ill. The word "Ko-Ka-Ma."

For grape juice. The Vineland Grape Juice Co., Vineland, N. J. The words "Vineland Grape Juice" upon a label,

across which extends a red band, a representation of a bottle within a wreath appearing on the band between the words "Grape" and "Juice."

For flour. John Hoffer Flouring Mill Co., Harrisburg, Pa. The word "Stella."

For nut taffy. Trowbridge Chocolate Chip Co., Meadville, Pa. The words "Eat-a-Lot."

For baking soda. Church & Dwight Co., New York, N. Y. The words "Big Nickel" within a circular border.

For paper bags. The Union Bag and Paper Co., New York, N. Y. The words "Union Comet Square" and a representation of a comet, the head of which is a circle enclosing the words "Union Comet" and on the tail of which is a representation of a star enclosed within concentric circles, the words "Star Square" appearing between the circles.

For corned, potted and luncheon beef, tripe, soup, deviled and potted tongue and ham, pate, veal and ham loaf, minced collops, sauer kraut, sausage, suet, kidneys, minced steak, steak and onions. Armour & Co., Chicago, Ill. The word "Veribest" and a representation of a small girl.

For tea. Minto Bros., Toronto, Canada. The word "Melagama."

For canned salmon. Corby Commission Co., New York, N. Y. The word "Tuxedo" and a representation of a shield surmounted by a crown.

For flour. Dodge City Milling and Elevator Co., Dodge City, Kan. The word "Poplar" and a representation of poplar trees.

For cocoanut biscuits. F. B. Washburn & Co., Brockton, Mass. A panel having a diamond-shaped figure near its centre, at its top with representations of four open boxes and trees at one corner.

For cereal breakfast foods, barley meal, wheat meal and rye meal, bread, fruit wafers and grated cocoanut. Christian's Natural Food Co., Jersey City, N. J., and New York, N. Y. A representation of a tree springing from the top of a panel, in which are the words "Christian's Natural Food Company."

For macaroni. The Atlantic Macaroni Co., New York, N. Y. The words "La Gloria." A conventionalized representation of the moon, stars and clouds, and the words "G. De Martini Brand."

For canned fruits. The J. H. Flickinger Co., San Jose, Cal. A monogram, "P E R I."

For liquid soap. Maxim Chemical Co., New York, N. Y. The word "Maxim" upon a diamond-shaped panel with a horizontal bar at the centre of the same.

For chewing gum. E. C. De Witt & Co., Chicago, Ill. The word "Kodol."

For bluing. Indiana Ultramarine Co., South Bend, Ind. The word "Eclipse" and a representation of an eclipse.

For canned oysters. A. Booth & Co., Chicago, Ill.; Baltimore, Md.; St. Paul, Duluth and Minneapolis, Minn.; St. Louis, Mo.; Louisville, Ky.; Omaha, Neb.; Indianapolis, Ind., and Port Arthur, Canada. The words "Oval Brand" in white on a red elliptical panel, having a blue border with yellow rays radiating therefrom.

For canned salmon. A. Booth & Co., Chicago, Ill.; Baltimore, Md.; St. Paul, Duluth and Minneapolis, Minn.; St. Louis, Mo.; Louisville, Ky.; Omaha, Neb.; Indianapolis, Ind., and Port Arthur, Canada. The words "Black Diamond Brand" in white, upon a black diamond-shaped field.

For olive oil. George Ehrat, Chicago, Ill. The words "Il Bersagliere" and a representation of the head of a man wearing a tilted soft hat with a large feather.

For canned, preserved and pickled meats, poultry, game, fruits, vegetables, curried oysters, soups, plum pudding and plum pudding sauce. Richardson & Robbins Co., Dover, Del. The letters "R. & R." pierced centrally by a horizontal arrow

For preserved fruits. Annie A. Kearns, Honolulu, Hawaii. An elliptical panel, having a representation of the bust of a young woman at the centre, surrounded by fruits, and the words "The Honolulu Jam and Chutney Factory, Annie A. Kearns, Prop.," along the edge of the panel.

For soap. The Procter & Gamble Co., Ivorydale and Cincinnati, Ohio; Kansas City, Kan., and Staten Island, N. Y. The words "Banjo Soap" and a representation of a banjo in a panel upon a background showing musical scores. The words "Concord Soap" and a conventional representation of the moon upon a panel on a background of intersecting bars or bands. The words "Wash Well Soap" and a conventional representation of the moon on a panel imposed upon an irregular pattern ornamental background. The words "The Original Old Wilton Soap" on horizontal and diagonal bars in an ornamental panel with a conventional representation of the moon showing under the diagonal bar. The words "The Original Old Wilton Soap" in a plain panel with a representation of the moon at one end and imposed upon a flowery background. The words "Norway Soap" and a representation of stems bearing leaves and flowers within a panel on a background of dots and interlaced lines. A panel composed of three horizontal bars showing the words "Vienna Soap," "Procter & Gamble" and "Wiener Seife." The words "Vienna Soap" and a representation of the moon upon a representation of a slate, back of which is a stem bearing leaves. The words "Norway Soap" in the upper portion of a panel having a representation of the moon and stars in the lower left-hand corner. The words "Procter & Gamble's Famous Soap, Cincinnati" and a conventional representation of the moon and stars. The words "Blue Ribbon Soap" and a representation of a ribbon bow with a conventional representation of the moon and stars thereon. The words "Clean Quick" and a representation of the moon and stars in a panel imposed on a background of star-like flowers. The words "Procter & Gamble's Famous Soap, Cincinnati" upon an ornamental panel showing trees and birds.

For a compound of refiners' syrup and molasses. Pacific Coast Syrup Co., San Francisco, Cal. A representation of men cutting down sugar cane.

For flavoring sauces. King Cereal and Mfg. Co., Chicago, Ill. A representation of a shield, having the word "Eat-more" at the upper end.

For blended coffee. Aroma Coffee Co., Duluth, Minn. The word "Aroma" forming a cross within a diamond, a monogram "A C Co.," and the signature "Henry L. Caldwell, Jr."

For lard. Burckhardt & Co., Cincinnati, Ohio. The word "Premium."

For butter. Watson & Aven, Little Rock, Ark. The words "Table Queen."

For tea. Hills Bros., San Francisco, Cal. The word "Hilvilla" and a representation of mountains with the setting sun behind them.

For naptha and washing powder. The American Commercial Co., Ltd., Los Angeles, Cal. The words "Use-It."

For cantaloupes. H. H. Hawkins, Norfolk, Va. The words "Sweet Air."

For condensed milk. Mohawk Condensed Milk Co., Rochester, N. Y. The words "Red Cross."

For canned fruits and vegetables. H. K. Fooks & Co., Laurel, Del. The words "Pride of Laurel."

For tea. C. W. Antrim & Sons, Richmond, Va. The word "Twilight" and a representation of a tea table with lighted candles.

For cracker meal, crackers and cakes, coffee, tea, butter, eggs and dried beef. Faxon, Williams & Faxon, Buffalo, N. Y. The words "Axe Brand" and a representation of a battle-axe.

For toffee. Mackintosh Toffee Co., Bradley Beach, N. J. The words "John Bull" and a representation of a stout man wearing a high hat, boots and a

swallow-tail coat and holding an open box in one hand.

For teas and coffees. William McMurray, St. Paul, Minn. The word "Patrician."

For popcorn candy. C. E. Pierce, San Francisco, Cal. The word "Pop-Er-Eata."

For canned salmon and vegetables. Getz Bros. & Co., Inc., San Francisco, Cal. The word "Daisy" and a representation of daisies.

For compound syrups. Bliss Syrup Refining Co., Kansas City, Mo. The words "Bear Brand" and a representation of a white bear.

For condensed milk. Wayne County Condensed Milk Co., Rochester, N. Y. A representation of an irregular shield, with the letters "W C C M Co." thereon.

For gelatine. Crystal Gelatine Co., Boston, Mass. The word "Cyrstal."

For flour. Falls City Flour Co., Louisville Ky. The word "Sea Gull" and a representation of a flying gull.

For sauces for meats and stews. Royal Packing Co., Los Angeles, Cal. A representation of a mission building within an ornamental border of flowers and scrolls.

For coffee. Hills Bros., San Francisco, Cal. The word "Hills" on superposed squares.

For compressed tea. R. D. Trimble, Richmond, Va. An annular band bearing the words "Potentate Comprest Tea" and inclosing a monogram "P C T," with a representation of a portion of a hand upon a portion of the band holding a disk, upon which is a monogram.

For coffee, tea, flavoring extracts and spices. E. R. Webster, Cincinnati, Ohio. The word "Rockwood."

For condensed milk. Mohawk Condensed Milk Co., Rochester, N. Y. The words "Sweet Clover."

For coffee, tea, spices, pepper and mustard. O'Donohue Coffee Co., New York, N. Y. The words "5th Ave."

For tea. Foley Bros. & Kelly, St. Paul, Minn. The words "The Royal Chop."

Federal Food Department Reverses Itself Again.

Ruling Against Artificially Colored French Vegetables Will Not Become Effective January 1st. Matter Will be Decided by President's Experts.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

December 24, 1908.

Another instance of the lack of harmony in the Federal Food Department is the announcement made this week that the ruling excluding artificially colored French vegetables from admission to the country is not after all to go into effect on January 1st, as published last week. The whole matter is now to be referred to Roosevelt's Board of Experts for determination.

HOLT.

The Buffalo Cereal Co.

Do you ever stop to consider how much more money you can make by handling rolled oats in bulk than in packages? The Buffalo Cereal Co., of Buffalo, N. Y., manufacture rolled oats, the quality of which is the superior of any in the market; they also manufacture granulated and table yellow corn meal of the highest grade. Your jobber will supply you. James & Washington are their Philadelphia representatives.


THE SCIENCE OF ADVERTISING

This Department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this Department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up according to strict rotation.

I am glad to be able to reproduce this week an advertisement along a line which I have often recommended, but which I very seldom see. I mean an advertisement which devotes itself entirely to one line, taking up different brands and explaining the difference between them. Take coffee, the subject of the advertisement to be reproduced. Consumers like different varieties of coffee; if that were not so there would be no need of so many grades. Some like a full-bodied coffee, others a strong coffee like Rio, and so on. It seems perfectly obvious that in advertising any coffee, whether by the actual name of the grade or by some name like "Perfect," which means nothing, it would lead to better results if the characteristics should be set forth. It conveys no information to call it aromatic, delicious and so on. A good example of what I mean is a certain brand of soap, the name of which I have forgotten—I think it was "Monkey" soap. In every advertisement published for this appeared the words: "Won't Wash Clothes." In addition to helping consumers to a choice, such an explanation is in the advertiser's interest to a large degree, because it prevents mistakes which may give the goods a black eye.

Take a grocer who has a blend of Rio under a fancy name. By persuasive advertising he sells a pound to a customer who has always bought Santos, or Mocha and Java. The Rio blend will not suit at all, and no more will be bought. More than that, the customer will be loath to accept the dealer's next invitation to try new things. If he had said in his advertising: "This is a strong, heavy, full-bodied coffee, and those who don't like strong coffee shouldn't buy it," he would have avoided just such mistakes.

The advertisement I am to reproduce attempts to do this, and does it very fairly. It might have gone a little further along the line of description, but what it did will serve a good purpose. The original measured 10 inches double column:—



This is All About Coffee

Our claim is a big one. As coffee men we are first. First in big selling. First in quality. First in downright value. The last two facts are the facts that interest you. What do you care whether we sell a ton of coffee a week or a ton a day.

You're After the Goods

FIRST IN QUALITY.—Every man and every girl connected with our concern knows that the coffee we sell at 25c. a pound is simply unequaled at this price. This firm knows it. The man that is writing this knows it and has PROVED it—proved it time and again.

We want you to understand that we are in earnest about this. Our faith in this coffee is as fixed as the morning light. So is the faith of those that are using it. So will your faith become when YOU begin to use it.

State House Coffee at 25c. the pound has the character of smoothness. It is a mild coffee. It is a coffee suited to people who are of a nervous temperament. It is soothing, delicate, rich, and can be used in any reasonable quantity by any person without the slightest ill effect.

Mara-Mexican is stronger, has a "heavier body" as the growers term it, and has now become the favorite of any number of people—men especially who enjoy and who need this God-given stimulation. Mara-Mexican is a studied blend worked out to a perfect nicety, every grain interblending so thoroughly that the whole is a thing of coffee greatness—Greatness is the word.

New Congress is also in the mild class of pure coffees. It is a very mellow coffee. In the cup it has the peculiarity of brewing a beautiful golden color. The aroma is delightful. The flavor suggests everything that the coffee is—selected beans of remarkable grades. To those that enjoy this peculiar mellowness, this golden color, this unusual flavor, we say buy New Congress.

Dining Room.—This Dining Room Coffee is what Philadelphia people call the "aristocrat's cup." Being 35c. a pound, you naturally expect something very unusual. And you get it. Blended with Dining Room are the very finest drinking coffees in the world. A true after dinner drink. Perfect in quality. Perfect in age, in aroma, in roasting, in everything.

PRICES WITH FREE STAMPS

State House	25c. lb.,	20 S. & H. Stamps Free
Mara-Mexican	25c. lb.,	20 S. & H. Stamps Free
New Congress	30c. lb.,	30 S. & H. Stamps Free
Dining Room	35c. lb.,	40 S. & H. Stamps Free

Lehman's Department Food Stores

This is good advertising and ought to have gotten returns. I don't altogether like the way it is displayed. It looks just a little countrified, though much better than many of the grocery advertisements that come to this table. The head could possibly have been a little more pointed, something like "How to Choose Coffee," or "You Wouldn't Like Some of Our Coffee."

North Dakota Food Commissioner Will Push Bleached Flour Ruling.

"I intend to make a test case under the bleached flour ruling made by Secretary Wilson, and

will do everything in my power to keep the product out of the State of North Dakota," said Prof. E. E. Ladd, Pure Food Commissioner of North Dakota, during the week. "Of course I will give the millers plenty of time to dispose of the bleached flour

ruling ever made by the Department of Agriculture and will affect almost every person in the United States. It will also be of great benefit to the millers of North Dakota if they take hold of the advantage offered. They can make whiter and better flour of the fife and blue stem wheats raised in this State than can be made from any other wheat raised, and they should profit by this decision by selling their product in the Eastern States."

Imported Food Stuffs Held Up Better than Other Imports.

In Nearly Every Line of Imported Manufactured Materials Depression in United States Brought Lower Range of Prices. Food Stuffs an Exception.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

December 24, 1908.

Falling prices for imports and rising prices for exports are declared, by the annual report of the Chief of the Bureau of Statistics of the Department of Commerce and Labor, to be a characteristic of the foreign trade of the United States in the fiscal year 1908.

Foodstuffs do not share, as a rule, in the decline in values, either as to imports or exports, which is characteristic of manufacturers' materials. The average import price of coffee in 1908 was 7.6 cents per pound, against 7.9 cents in the preceding year; of raw sugar not above No. 16 Dutch standard in color, 2.38 cents per pound, against 2.11 cents in the preceding year; and of tea, 17.3 cents per pound, against 16.11 cents per pound in 1907; while in manufacturers' materials nearly all lines show a decided falling off in value as compared with the year before.

On the export side, corn shows an average export price of 64.7 cents per bushel, against 53 cents in 1907; wheat, 99.3 cents per bushel, against 79 cents in 1907; bacon, 10.5 cents per pound, against 10.6 cents per pound in 1907; and lard, 9.1 cents per pound in 1908, against 9.2 cents per pound in the preceding year.

HOLT.

Western Bellflower apples average \$1.50 per box. The demand is fair.

they now have on hand. I will also try to get the hearing set for Fargo. While Secretary Wilson gives the millers six months to dispose of the product now on hand and states that no prosecutions will be recommended, he does not guarantee them immunity from prosecution, and after a reasonable time I will try and prevent the shipment of bleached flour to North Dakota." "The decision," said Prof. Ladd, "was as I expected it to be, as I could not see where the millers had any chance of winning out in the hearing from the evidence presented. It is the most important

PATENTS

obtained on inventions and designs. Trade marks, prints and labels registered.

R. W. BISHOP
ATTORNEY AT LAW

908 C St., N. W., Washington, D. C.



FLI-STIKON THE FLY RIBBON

The Greatest Fly Catcher in the World
Retail at 5c. \$4.80 per gross
The Fly Ribbon Mfg. Co., New York
Order from your jobber



THE BLOOKER FLAVOR

is something fine. You enjoy the primary exhilaration, but you send your enjoyment 'way up when you begin to appreciate the food-worth

American Depot, No. 46 Hudson Street, New York

PURE CALIFORNIA FRUITS

We put up every season California fruits in the form of jams, marmalades and preserves. In these there is nothing but the fruit named on the label and pure granulated sugar. We have at this time the following varieties in one-pound glass jars, and in half-gallon stone crocks, at \$4.25 a case for 2 dozen glass jars, or \$4.40 a case for one half-dozen stone jars; ORANGE, GRAPEFRUIT, BLACKBERRY, PLUM, FIG, GRAPE (glass only), TOMATO (glass only), APRICOT (stone only), freight paid to you in 5 case lots. Try 5 cases and if it isn't all right, we'll pay your money back.

H. P. D. KINGSBURY, Redlands, California.

(Where the oranges come from.)

They Are Worth Having

and nearly every merchant knows it. Simplest way of keeping accounts. FORBES

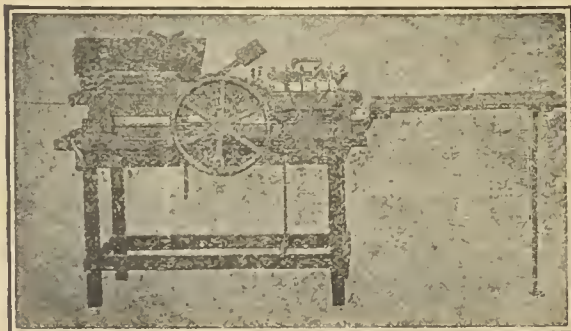
INDEXED COUPON BOOKS



Your name on books and coupons. Prompt delivery by express F. O. B. destination. Save you time, trouble, forgotten charges, and ninety-five per cent. of book-keeping. Hold annoying customers in check. Good for either cash or credit business. Sales last year increased 100,000 books. Thousands using them. Samples free. Ask for them.

J. P. FORBES
FORBES BUILDING
COSHOCKTON, OHIO

The Only Complete BUTTER CUTTING and PRINTING Machine in the World



MADE IN THREE SIZES

The only machine that prints, gauges weights absolutely fine and takes care of all parts.

No hand press or other devices needed.

SEND FOR CATALOGUE

AMERICAN BUTTER CUTTING MACHINE CO.

21 Jay Street

New York City, N. Y.

Borrowing from Your Bank Account.

I didn't hustle much last week, but I did happen in one good-sized general store not far from Philadelphia. I wanted the proprietor to make a noise like an order, but he wasn't buying anything until after the first of the year.

Seeing that nothing was doing in the business line I punished him by unloading some conversation on him.

"Well, how's the year treated you?" I asked him.

"Oh, it's been a pretty good year," he said. "Not quite as good as it ought to have been, maybe, but still I can't complain. There's one thing about it, though, that I don't like—my stock shows too much increase over a year ago. It seems as if I have to say that every year. I can't seem to keep the stock down to clean, hard pan."

"How much stock have you got here?" I asked him.

"I can't tell exactly," he said, "but it would come close to \$5,000."

"And how much business do you do?"

"I did about \$25,000 this year," he said.

"Too little business or too much stock," I suggested. "You certainly oughtn't to have to invest \$5,000 in stock to do \$25,000 worth of business."

"I know I oughtn't," he replied, "and I don't. A lot of that stock is dead—ain't moving at all. I'll bet a dollar I could do as much business on half the stock. The trouble is how to get it down and then keep it down. I've been in business here twelve years. Some of that stuff dates back to my first year."

"Ever tried to push it out?" I asked.

"Oh, I've occasionally made some effort," he answered. "But it don't seem to work. It seems to pile up faster than it goes out."

I told this fellow that I knew a great swad of cases like this. I've been in a whole lot of general stores, and I know what I'm talking about when I say that

not one out of ten has a live stock clean through. I know one store that does only \$20,000 worth of business on a \$7,500 stock! Think of it! This store is for sale. Are eager buyers stepping on each other's feet to get it? Answer, no.

The great tendency in a general store is for the stock to pile up on you. Same tendency in a grocery store, too, but it's worse in a general store, because there's a lot more lines.

We talked the thing over a while, and then I told this man what some of the best general storekeepers I know do.

"They never let a thing stay with 'em more than a year," I said. "Take one case I know of in particular. The man I mean had the same trouble you do. He'd buy a lot of stuff, and some of it would lag behind and dribble by dribble it mounted up until he was being just about choked to death with dead stuff. He was doing a crack-a-jack business yet never seemed to have any money."

"Finally he took a tumble and he made up his mind that right after January 1st every year he'd have a round-up and the lazy part of the stock would have to git up and git. Every year since that he's carried that out. He has a special sale or a rummage sale or a bargain sale—I don't know what he calls it—every January, and all of the dead stock has to go. If he can't sell it—though he tells me he usually can, for something—he gives it away. You know there are a lot of things whose room I'd rather have than their company."

A live merchant told me only a week or so ago that he could sell anything during January.

"At a price," I added.

"Sure; that's what I mean," he replied. "The people are looking for bargains, and a lot of 'em wait to buy a whole lot of things until after the holidays, when reductions are sure as shooting. Then there's a whole lot of Christmas money to be spent, and the smell of the bargain does the rest. Yes, sir, I can sell anything in January and February. I may not make much money on it, understand; in fact I may make nothing—I may lose. But I can get rid of it and get some of my money back, anyway. That's better than giving the stuff shelf room year after year."

Nailing a Lie

For many years we have known that attempts were being made to confuse us with so-called "retail mail order houses," and to carry the impression that we sell to persons who are not merchants.

Preferring to believe that this was done through an honest lack of knowledge of our business, we have until now kept silence.

We have reluctantly come to believe that, in some instances at least, the offense is committed with deliberate intent to deceive and we shall therefore speak plainly.

When we say "We sell to merchants only" we mean it in the broadest possible sense: We deal only with storekeepers who buy and sell the lines we handle.

Anyone who says we knowingly sell goods or send catalogues to anyone but legitimate merchants, says that which is false in every particular.

We doubt whether any other wholesale concern in the country goes to so great pains and expense to limit its dealings and its catalogues to merchants entitled to buy at wholesale.

It would be as absurd for us to accept orders from consumers, as it would be for you merchants to buy of the retail mail order houses.

If any traveling salesman, or anyone else, ever again insinuates that we sell to anyone but merchants, we beg that you will show him this article and challenge him to cite one particular instance in support of his claim.

If in the future, your good sense, not less than our good faith, is insulted by the repetition of this falsehood, you will do us a favor if you will write us the facts.

Butler Brothers

Exclusive wholesalers of general merchandise. New York, Chicago, St. Louis, Minneapolis, with complete sample houses at Baltimore, Omaha, San Francisco and Dallas



There never was anything truer than that. Just think of the general storekeeper who has the \$5,000 stock. He says he can do the same business on half as much—that means he has \$2,500 dead stuff on his shelves, getting deader every minute. Say that that averages up an investment of \$1,000 a year for the twelve years he's been in business—he's lost \$720 in interest alone! And the principal getting less and less every year!

Great hen, how can he be comfortable?

I know what I'd do, all right. I'd go over everything in my store on the first day of January. Everything that had been tried on the dog and made the dog sick I'd yank out and put by itself, and when I had the store cleaned out I'd have the hottest special sale I could cook up. Before it was over all the truck would have melted out and I'd have some money to show for it anyway.

Takes nerve. Sometimes you've got to cut deep. Not always, though. A friend of mine who does this bought in February one year a lot of dishes. They were some sort of a bum English pattern that was supposed to be hot stuff. I saw 'em—never saw anything so ungodly ugly in all my life. He paid \$18.75 for the dinner sets and tried to sell 'em for \$30.

Couldn't sell a set. Nobody could swallow 'em. He put the price down and down—nothing doing. Finally one January he made up his mind to kick 'em out

at any old price and he marked 'em down to \$6 and sold most of 'em to a dago boarding house.

After holding on two years! But wasn't it better to have \$6 in cash than \$18.75 running up interest on you?

Everything in your store is a loan from your bank account. The longer it loafs there the more interest you pay and the more chances you lose to be doing things with the principal.

I'll bet ten thousand dollars I'm right.

THE STROLLER.

Getting Nearer to Producing All Our Sugar.

Nearly a Fourth of Sugar Consumed Here Last Year Was Home-made, and Nearly a Fifth Was from Our Own Islands. Sixty-one Per Cent. from Abroad.

Special Correspondence of "Grocery World and General Merchant."

Washington, D. C.,

December 24, 1908.

The average citizen of the United States consumes half his own weight in sugar every year, and the sugar bill of the country aggregates a million dollars for every day of the year.

These assertions are justified by a statistical statement just prepared by the Bureau of Statistics of the Department of Commerce and Labor, showing a total consumption of from 6 to 7 billion pounds a year, the total for the latest year, 1907, being 7,089,-

667,975 pounds. Calculating this enormous total at the average retail price of 5¼ cents per pound we get a total of \$372,000,000 as its cost to the consumer, or more than a million dollars for each of the 365 days of the year. Dividing this total of 7,089,667,975 pounds by the 1907 figures of population we get an average consumption for 1907 of 82⅔ pounds per capita.

One-fifth of this enormous total of 7,000,000,000 pounds, speaking now in very general terms, is produced at home, one-fifth is brought from our own islands, and the remaining three-fifths from foreign countries. Speaking more accurately, the Bureau of Statistics statement shows that 21.3 per cent. of the sugar consumption of the country in 1907 was of home production, 17.7 per cent. from our own islands, and the remaining 61 per cent. came from foreign countries. The home product amounted to 1,511 million pounds, that brought from the islands 1,254 million pounds, and that from foreign countries 4,367 million pounds. Of the 1,511 million pounds produced at home, 544 millions was produced from cane and 967 millions from beets. Of the 1,254 million pounds brought from our own islands, 408 millions was from Porto Rico, 821 millions from Hawaii, and 25 millions from the Philippines. Of the 4,367 millions pounds brought from foreign countries, 3,236 millions was cane sugar from Cuba, 732 millions from other cane sugar countries,

and 398 millions beet sugar produced in Europe. Meantime 43 million pounds were exported, leaving the total consumption at home, as above indicated, over 7 billion pounds.

The increase in the production of beet sugar in the United States has been very rapid in recent years. A decade ago, in 1897, the production of beet sugar was about 84 million pounds, against 644 million pounds of cane sugar. Five years later, in 1902, the beet sugar production was 369 million pounds, against 729 million pounds of cane sugar; in 1907, beet sugar production was 967 million pounds, against 544 million pounds of cane sugar, the beet sugar production of 1907 being greater than that of cane sugar in any year in the history of the country.

HOLT.

What One California Grocer Did With Cream of Wheat.

The firm of Wilkes, Pearson, Knutzen Co., one of the largest retail grocery firms of Stockton, Cal., writes the "Advocate" on the Cream of Wheat controversy as follows:—

Regarding the stand of the Cream of Wheat Co. we feel this should be given all the publicity possible, and if the grocers use their influence and instruct their salesmen as they should, they should be able to cut out this article entirely. Since reading of the attitude taken by the Cream of Wheat people, we have ceased selling this article entirely, as have also several of our competitors in business here. Concerted action along these lines will soon have the desired effect.

Yours truly,

WILKES, PEARSON, KNUTZEN CO.



CRUISER BRAND

HIGH-GRADE CANNED GOODS



CRUISER BRAND Tomatoes, selected from choicest New Jersey stock, finest goods packed, extra weight cans, averaging 2 lbs., 12 ozs., we challenge competition. Price, per doz., \$1.15

CRUISER BRAND Corn, choicest New York State stock, Fancy Grade, a fine corn, guaranteed to please. Price, per doz.,85

CRUISER BRAND Small Sifted Peas. Extra choice quality, early packing, small and tender. Price, per doz., 1.65

CRUISER BRAND Telephone Sugar Peas. This is an extra fine quality large sugar pea, Telephone variety, one of the most popular peas in the market. Price, per doz., 1.40

CRUISER BRAND Early June Peas. An extra quality Early June Pea, sifted and of fine flavor. Price, per doz., 1.10

CRUISER BRAND Stringless Beans. Extra choice quality, young and tender, and packed for the finest trade. Price, per doz., . . . \$1.50

CRUISER SMALL LIMA BEANS. These are a choice variety small Lima Beans, about the size of your thumb nail. They are selected and packed with great care, being strictly high grade. Price, per doz., . . 1.45

CRUISER SUCCOTASH. A choice dish, being strictly high grade. Made of the choicest varieties of Corn and Lima Beans. Price, per doz., 1.25

CRUISER WHITE WAX STRING BEANS. This is an extra quality Golden Wax Stringless Bean. Finest variety of its kind and highly recommended. Price, per doz., 1.40

KIRK, FOSTER & CO.

WHOLESALE GROCERS 209

NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Window Dressing for Grocers

In this department from now on will appear each week suggestive articles regarding the proper use of the retail grocer's window. An endeavor will be made to deal with the subject practically, in other words, to show grocers how they can turn their windows into a money-making feature of their business. Subscribers are invited to make free use of the department by submitting both queries or suggestions.

A Holiday Display of Groceries.

This window (originally taken from the "Merchants' Record and Show Window"), altered to suit our window and our line of goods, made a swell display, the best, I think, in this part of the town.

The arch, which constituted part of the background, was made of the sides of boxes; the whole was covered with heavy wrapping paper, put on while wet, which

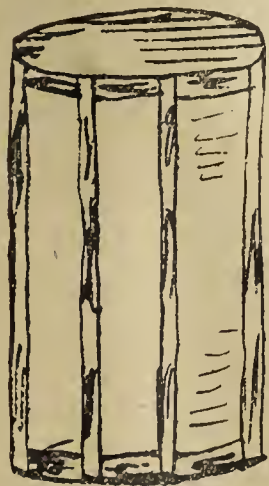
space was stacked a pyramid of nuts.

The remainder of the display was composed principally of fancy bottled and canned goods, dates, figs, raisins, currants, etc., which was arranged at the base of the arch and on the floor of the window.

The bottom and sides, by the way, were covered with cotton covered with diamond dust. The



caused it to stretch when it became dry. The columns were each made from two wooden circles of equal size nailed to the edges. See illustration below:—



The arch was covered with white cheese cloth; pink cheese cloth was plaited from the rear of the window to the arch in the form of a sunburst, and in this

arch was trimmed with dark green festooning.

CHARLES W. LOOP.

Northeast corner Dauphin and Gratz streets, Phila., Pa.

With Fierce Denunciation Missouri Ousts Standard Oil Co. from Doing Business Within Her Borders.

The Waters-Pierce Oil Co., of St. Louis, a mask of the Standard, is ordered dissolved, and the Standard Oil Co., of Indiana, and the Republic Oil Co., another mask, are ousted from the State of Missouri and forbidden ever again to do business in the State, by a decision handed down on Tuesday last by the Supreme Court of Missouri. In addition, each company is fined \$50,000. The decree against the Waters-Pierce Co. is tempered by the proviso that it may continue in

business if, by January 15, 1909, it can show to the court that it has taken steps to operate as an independent concern and has satisfied the judgment against it. The other companies are given until March 1, 1909, to wind up their affairs in the State. The court finds that the companies conspired: 1. To regulate and fix prices to retail dealers. 2. To control and limit the trade in the refined products of petroleum. 3. To control and limit and prevent competition in the buying and selling of these products. 4. To deceive and mislead the public into the belief that they were separate and distinct corporations pursuing independently their business as legitimate competitors. In the principal opinion Judge Woodson says: "This record abounds in instances where this unlawful combination has withered the energies of competitors, blighted individual investments in legitimate business, driven small and honest dealers out of business for themselves and have made them 'hewers of wood and drawers of water' for the Trust; and has reduced the price of petroleum and at the same time has raised the cost of the various finished products thereof to the great detriment of the producers of the raw material and to the consumer of the manufactured products thereof."

MAGAZINE NOTES.

Anstey Out-Ansteyed.

Not since F. Anstey penned his famous story "Vice Versa" has a more amazingly fantastic tale been evolved than Grace MacGowan Cooke's new novel, "The Flight of Robert Sevier," in the January "Lippincott's." Sevier is the professor of chemistry at Unaka College, and in love with the daughter of the president thereof. He has happened on a most marvelous discovery—a fluid which, when injected into a living body, renders that body so light that it will float through the air. He decides that the matter must be kept quiet until he has perfected his invention, so that it may be under perfect control, and with this in view he conducts his experiments in secret—or tries to. Then his troubles begin. He is almost locked up as a lunatic, nearly forced into wedlock with a hag of the mountains, and gets into a number of other harrowing predicaments. In the end, however, his invention enables him to rise above his troubles and take with him the lady of his choice. A rarely good humorous story is "The Flight of Robert Sevier," and the man or the woman who can read it without laughter is surely fit for "treason, stratagems and spoils."

There are some excellent short stories in this issue, besides several notable special articles, including one on Whistler, by Harrison S. Morris. "Walnuts and Wine" is even funnier than usual this month.

BUTTER CO

ROLLED OATS

In barrels and bags

GRANULATED AND TABLE YELLOW

CORN MEAL

In bags

ASK YOUR JOBBER

James & Washington, Philadelphia Agents
Buffalo Cereal Co., Buffalo, N. Y., Manufacturers

THE GROCERY MARKETS

Tea.

There has been a fair demand for tea during the past week; in fact rather an unusually good demand considering the season. Prices show no change in any grade, neither do general conditions. The market is in every respect unchanged from last week.

Coffee.

The market for Brazil coffee has been inclined to be a little bullish during the past week. Options have advanced from the recent low point 20 to 25 points and actual coffee about $\frac{1}{8}$ cent. The rumored duty on coffee is not taken seriously by anybody, the general belief being that it will not be considered good politics by the party in power to adopt any such course. Speculators, however, have utilized the duty talk, but with very little result. The actual demand for coffee is very quiet, owing to the holiday season. It should broaden after January 1st. The statistical position, however, is against any bullish movement, and the market is apt to move within narrow limits. Mild coffee is about steady and unchanged. Java and Mocha are steady and unchanged.

Sugar.

The raw sugar market is rather weak. Cuban holders are pushing new crop sugar for sale at a low price—much below the European quotations—although the season has really not yet opened. This is taken to mean a very large crop, and this is having its influence upon the market. Refined sugar declined another 10 points during the week and is in fair demand.

Syrup and Molasses.

Glucose declined another ten points during the week. The recent series of sharp declines in glucose probably have some competitive cause. Compound syrup declined 1 cent per gallon and is in fair demand. Sugar syrup is steady to firm and in moderate demand. Molasses is scarce and good grades have advanced 3 cents per gallon in New Orleans.

Fish.

The fish market is dull, though mackerel have developed more firmness during the week. This has not meant any actual advance, though some New York holders

are a little higher in their ideas. The cause of firmness at a dull season is the growing realization that stocks are light and that the low prices which have been ruling have not stimulated the demand. Cod, hake and haddock are unchanged and quiet. Salmon is in moderate request at unchanged prices. Sardines of all grades and varieties are dull and unchanged in price.

Canned Goods.

Tomatoes are still showing some weakness, and plenty can be bought at 67½ cents. Unless the demand springs up far beyond the present volume, there seems to be no hope for tomato prices. Corn is dull at ruling prices. Peas are unchanged and quiet. Peaches are unchanged and dull. Apples are quoted at \$2.50 for anything good in New York State gallons, and the demand is light. California canned goods are quiet and inclined to be easy. Small Baltimore canned goods are dull and unchanged.

Dried Fruits.

Prunes are unchanged on last week's quotations and very dull. Peaches show no change, but are dull. Apricots are scarce and high; demand fair. Currants are selling actively at full prices, but will soon have a lull. Raisins show no improvement and prices are still easy. Citron has not had the demand it should have had at this season; prices are unchanged. Dates and figs active and unchanged.

Beans and Peas.

Domestic pea beans are easier and quite dull. Imported pea beans are nominally maintained at previous quotations, but the demand is only moderate. Marrows are also weaker, speaking of domestic, but imported marrows are still on a basis nearly as high as domestic. The demand is light. California limas are unchanged and dull. Split yellow peas are unchanged and in fair demand. Green and Scotch are scarce and firm and have advanced again to \$2.20 to \$2.30 respectively.

Butter.

The supply of butter is very light. The receipts have fallen off during the week, and the active demand for all grades has advanced prices 1 cent per pound both on solids and prints. The demand is better than a year ago, while the supply is somewhat

Window-Dressing Articles Wanted

For several months the "Grocery World" has been looking for the right man to take charge of its "Window-Dressing Department" and contribute a good, suggestive weekly article. We have tried several, but none was exactly what was wanted.

We will now attempt to get these articles from our subscribers, probably every one of whom has some technical knowledge of window-dressing. What we want is articles clearly describing window displays that can be made by the average retailer; not necessarily new or original—in fact, those which have been used successfully are perhaps preferable to all others.

For all acceptable articles, the "Grocery World" will pay an average price of \$5 each. All matter sent in under this arrangement should be addressed to the "Window-Dressing Department." If drawings are also sent they should be made throughout in black ink (not pencil).

lighter. Stocks of high grade storage butter are decreasing very fast and a firm market can be looked for for some time to come.

Eggs.

The receipts of new-laid eggs are very light and are meeting with a ready sale at an advance of 3 cents over prices of a week ago. There is an active consumptive demand, and it looks like continued high prices and a light supply for some days to come, unless the weather turns soft.

Cheese.

The cheese market is steady and unchanged. There is only a fair consumptive demand, though normal for the season, and the market is firmly held. Stocks of storage cheese are light, and as the storage cost was high, holders are firm in their ideas.

Provisions.

No change has occurred in anything in the provision line during the past week. All cuts of smoked meats are exceedingly dull and in ample supply. The same description applies to both pure and compound lard, barrel pork, canned meats and dried beef.

Poultry.

The extraordinary demand for turkeys upset all expectations concerning the market during the week and caused prices to reach 28 cents, which breaks all records. In spite of large receipts, the demand reached out for more and during the few days before Christmas an actual scarcity developed which caused prices to advance 5 cents over the week before. Fowls, ducks and geese were also in good demand, and in

some cases prices advanced one cent per pound.

Produce.

Potatoes, York State, 85 to 90 cents per bushel; Scotch, \$2.65 per sack, demand fair; sweets, prime, 50 to 60 cents per basket; culls, 35 to 40 cents per basket, demand fair; carrots, 30 cents per basket, demand poor; York State (Danish) cabbage, \$2.10 to \$2.25 per barrel, \$28 to \$30 per ton, demand fair; yellow turnips, 15 to 20 cents per basket; white, 12½ to 15 cents per basket, demand fair; beets, 2½ to 3 cents per bunch, demand good; yellow onions, 40 to 50 cents per basket; white pickling, 70 to 75 cents per basket, demand good; Florida salad, \$2.50 per basket; horse-radish, \$3 to \$3.50 per barrel, demand fair; watercress, \$2.50 to \$3 per barrel, demand poor; Pennsylvania celery, 8 to 10 cents per bunch; California and Kalamazoo, 65 to 75 cents per bunch, demand good; parsnips, \$1.25 to \$1.50 per barrel, demand fair; pumpkins (Boston squash), \$1.25 to \$1.50 per barrel, demand poor; Pennsylvania spinach, \$1.50 to \$1.75 per barrel; Southern, \$1 to \$1.25 per barrel, demand poor; oyster plants, 2½ to 3 cents per bunch, demand poor; hothouse radishes, 3¼ to 4 cents per bunch, demand fair.

Green Fruit.

Apples, kings, \$4.50 to \$5 per barrel; Baldwins, \$3.75 to \$4 per barrel; Hulbertsons, \$3.75 to \$4 per barrel; Northern Spy, \$3.75 to \$4 per barrel; Bellflower, \$1.50 to \$1.75 per box; Ben. Davis, \$2 to \$2.25 per box; Jonathan, \$2.50 to \$3 per box, demand fair; bananas, large, \$1.35 to \$1.75 per

bunch; 8-hands, 90 cents to \$1.15 per bunch; 7-hands, 65 to 85 cents per bunch; 6-hands, 50 to 60 cents per bunch, demand good; red, choice, \$2 to \$4 per bunch, demand fair; oranges, California, \$2 to \$2.25 per box; India River, \$4 to \$5 per box, demand good; tangerines, \$3.25 to \$3.50 per box, demand good; lemons, California, \$3 to \$3.25 per box; Messina, \$2.50 to \$2.75 per box, demand fair; pineapples, \$2 to \$2.25 per crate, demand fair; limes, 80 cents per hundred; Florida grapefruit, \$3 to \$3.50 per box, demand fair.

Nuts.

Peanuts, green, choice, $3\frac{1}{2}$ cents per pound; fancy, 5 cents per pound; jumbo, 6 cents per pound; roasted, choice, 85 cents per bushel; fancy, \$1.25 per bushel; jumbo, \$1.45 per bushel, demand fair; almonds, paper shell, 14 cents per pound; soft shell, 13 cents per pound; Brazils, $8\frac{1}{4}$ cents per pound; filberts, $9\frac{3}{4}$ cents per pound; pecans, 11 cents per pound; walnuts, 11 cents per pound; mixed nuts, 10 cents per pound, demand poor.

INDIVIDUAL MARKET REPORTS.

Coffee.

We refer to our last report of the 14th ultimo. The receipts at Santos during November were very heavy, but since the beginning of this month a sharp falling off has been encountered. Our estimate of $12\frac{1}{4}$ million bags for Rio and Santos combined remains unchanged.

The deliveries from port stocks in Europe and United States during November this year reached record-breaking figures, amounting to a little over $1\frac{3}{4}$ million bags. Nevertheless, the total deliveries since the first of July are still 260,000 bags behind those of last year, which deficiency, however, may easily be made up, and it is fair to expect that the world's deliveries for the current crop year will be fully as large, if not larger than they were last year.

The "visible supply" statement made up by our exchange as of the 1st inst. shows a decrease of about 50,000 bags, whilst it should have shown an increase of about 100,000 bags.

The oft-repeated £15,000,000 sterling loan of the State of Sao Paulo will shortly be offered for public subscription with the guarantee of the Federal Government, which was recently authorized by the legislative bodies of Brazil. The coffee held by the State of Sao Paulo is in this wise financed for a series of years. There is, therefore, no danger of its being

thrown overboard suddenly and without warning. On the other hand, we understand that the Sao Paulo Government is bound, by agreement with the underwriters to this loan, not to purchase any more coffee, and that the coffee given as collateral for this bond issue is to be liquidated in the course of the next ten years. It is to be expected that favorable opportunities will be availed of whenever they present themselves, in order to lighten these enormous holdings, but artificial means to support or advance the market in the interim will probably be dispensed with.

It is our opinion that the article will be allowed to find its natural price level on the basis of supply and demand. We consider the trade conditions at the present time to be exceptionally sound despite the liberal purchases made by Europe and United States during the last few months, which are evidenced by the arrivals of Brazil coffees in the United States during November in excess of 900,000 bags, with afloats of 657,000 bags. Arrivals in Europe of Brazils during the same month 1,300,000 bags, and afloats to Europe of about 700,000 bags.

The trade in these countries can easily take care of much larger quantities, having carried about $2\frac{1}{4}$ million bags more than at present, when the valorization scheme loomed up as a great disturber of legitimate mercantile pursuits. What is most required by the trade is assurance of non-interference by the Government, which, having learned the uselessness of its past efforts, should allow the article henceforth to work out its own cure.

With confidence once restored, wonderful progress may be experienced in the distribution of the article, which for two years past has been of a hand-to-mouth character.

Confidence, however, cannot be fully restored until the trade is officially informed what role the Government holdings are to play in the future, until an authoritative statement is given out as to when, at what price and in what manner these holdings are to find their way into legitimate trade channels. The more frankness is shown in this respect, the better it will be for everybody, from the Government down to the smallest roaster.

Under ordinary circumstances the price ruling at present for desirable qualities of Santos coffee would be considered fairly low, but the uncertainty prevailing with regard to the eventual liquidation of the Government holdings prevents many dealers from stocking up. Consumption, however, is going on the same as before, and we believe this year's entire crop will be used up before

the next crop is ready for shipment.

Present indications are that the next crop will be several million bags in excess of the requirements for consumption. The Centro do Commercio do Cafe, of Rio, which has always been remarkably correct in its forecasts, estimates the growing Rio crop at 4 to $4\frac{1}{2}$ million bags.

Mild coffees, influenced by the sagging tendency of Brazils, were neglected during the usually active autumn months, and we have to record a general reduction of values due to this cause and in part also due to the desire of some holders to clean up before the arrival of new crop, which will soon make their appearance in this country. The crop of mild sorts will exceed that of last year by about 500,000 bags, which ought to bring their values even nearer to the parity of Brazils than is now the case.

HENRY NORDLINGER & Co.
New York, N. Y.

Baltimore Canned Goods.

Nothing of more than ordinary interest occurred in the canned goods market here during this week. There was further buying of tomatoes for deferred shipment to be invoiced after January 1st, and the canners gather encouragement therefrom. Those orders came from markets widely separated, and the selling prices for the deliveries wanted ranged from $2\frac{1}{2}$ to 5 cents per dozen above the prices for the same quality for spot delivery. It is expected that there will be increased buying of tomatoes on that basis, as the movement appears to be spreading. For immediate shipment the market is dull for tomatoes, and there were no new developments this week concerning them. Everyone seems to be postponing the buying of them for prompt delivery until after the 1908 business is closed and inventory time has passed. In the other lines of vegetables the only item of interest is the stronger feeling in baked beans, which have been stiffening up during the last three weeks because of higher prices for the dried beans for canning purpose. There is a very small stock of peas left in the hands of the canners in this section, quite small for this time in the year, and we look for some movement in them before long. Corn will find more friends while the new year is still young.

In fruits there was no demand this week worth mentioning. The small assorted orders coming in every day included a few peaches, pears, apples and berries, but none of those articles show any changes in prices as compared with the week before. The stocks of all kinds of fruits left in the hands of the Baltimore

MANY GROCERS

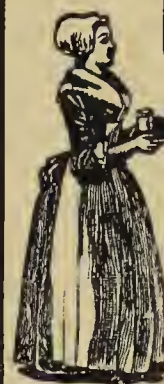
Find it pays them to read the "good stuff" in

The Advertising World
Columbus, Ohio

Sample free, or four months' trial for 10 cents

Our registered guarantee under National
Pure Food Laws is Serial No. 90

Walter Baker & Co.'s
Chocolate
& **Cocoa**



Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

Read the Point In Large Type

Here's the proposition of
James T. Shinn's Liquid
Rennet in a nutshell:—

1. It is the cleanest rennet made.
2. It coagulates milk in 2 to 5 minutes.
3. It will not spoil.
4. Every bottle is guaranteed.
5. Jobbers everywhere indorse it.

And last, but not least—
this is in large type because
it's a large point—it pays 100
per cent. profit. Costs \$1.50,
sells for \$3.00.

Shinn & Kirk
1400 SPRUCE ST., PHILA., PA.

canners are very much below the average quantity held here around this date.

The mild, open winter has enabled the canners of cove oysters to buy the raw article at low prices, which has allowed them to make very attractive figures on the new pack, and they are worth immediate attention because any sudden change to cold, freezing weather would cause higher prices almost immediately. Look after them now.

THOS. J. MEEHAN & Co.
Baltimore, Md.

MARKET NOTES.

Florida cues range from \$3 to \$3.50 per basket, and the hothouse \$1.50 per dozen. The demand is fair.

Florida tangerines range from \$3 to \$4 per strap and are in good demand. The quality is excellent.

Florida salad ranges from \$1.50 to \$2.50 per crate and is actively selling. The quality is good.

Florida pineapple oranges are coming forward now and are ranging from \$3 to \$4.50 per box. Ordinary Florida oranges range

from \$2 to \$3. The quality of the present receipts is good and the demand excellent.

Bermuda white potatoes range from \$5.50 to \$6 for No. 2s and \$7 for No. 1s. The demand is light.

Florida peas range from \$2.50 to \$3 per basket and the demand is fair.

Sausage and Scrapple.

Your trade will be hunting sausage and scrapple after this week; why not give them something that they can enjoy? You should know that all of Burk's products will appeal to the most finicky stomach. Why not get in a supply of absolutely pure goods that will enhance your reputation in your neighborhood; nothing will do that more quickly than a full line of Burk's goods prepared by Louis Burk, Girard avenue and Third street, Philadelphia.

After the Holiday Season

turn your attention to codfish—the Talisman Brand—put up by Swift & Company. You will get pure Georges Cod in all kinds of packages from glass to wood. One of their specialties is fresh Cod Steak; this is packed fresh in Newfoundland, cooked ready to eat cold, or as a salad; can also be heated. Try it yourself; you will be anxious to have your customers know about it. Everything under the Talisman brand is pure and clean and conforms to the pure food laws.



The Corn Products Refining Co. has notified the trade that at the end of 1909, if during that year they have bought from no other company, they will receive a rebate of 15 points on all goods bought during 1908. This is the same plan that has been in force for some time.

There has been general complaint among the trade this season over the fact that prunes, stored raisins and peaches have not kept so well in storage this year as usual. Some peculiarity in the weather during the growing season is held responsible.

Almost 10,000 bad eggs were seized at the Pennsylvania Railroad freight station at Delaware avenue and Walnut street on Tuesday by Special Agent Cassidy, of the Pure Food Commission. The eggs were consigned

to C. Lazar, in New York, and were shipped by Lome Lazar, of this city. The name Lazar aroused the suspicions of Cassidy, as the brother of the shipper was arrested only a few weeks ago in connection with the prosecution of Reuben & Co. for the same offense. A sample of the eggs were obtained and found to be unfit for food by Prof. Charles Lawall, chemist of the Pure Food Commission. Libels were prepared by United States District Attorney Thompson and Mr. Swartley and served. The owner of the eggs later refused to claim the property. There is also a warrant out for his arrest.

On January 1st all Pacific Coast railroads advance freight rates 10 cents per 100 pounds. This will advance the price of all California products sold in the East.

Florida tomatoes average \$4 per crate and are in good demand. California tomatoes are scarce and average \$1.25. Hothouse tomatoes range from 20 to 25 cents per pound and are wanted.

EXHIBITS—they are still coming. **SPACES**—only a few left. If you want to get into the **AMEN CORNER** address **214-215 Ledger Bldg.,**

Philadelphia, Pa., Executive Offices of the

Philadelphia Pure Food Show

AND

EXHIBITS OF HOUSEHOLD REQUISITES

At SECOND REGIMENT ARMORY, Broad St. and Susquehanna Ave., Philadelphia, Pa.

MARCH 1 TO 6, 1909

This will be the biggest and most interesting exhibition of the kind ever held. There will be daily demonstrations of all kinds of cooking by cooks of all kinds, from the Eskimo to the French Chef. Many important new ideas will be shown, and

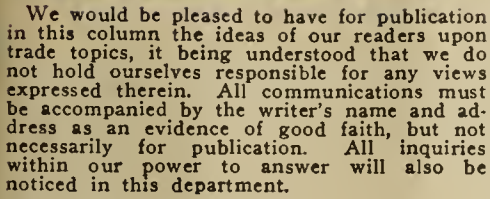
NO GROCER CAN AFFORD TO MISS IT

The manufacturers are doing this, Mr. Grocer, to create a demand for the products on your shelves—spending thousands of dollars to **help you.**

PENNSYLVANIA PURE FOOD EXPOSITION COMPANY

COL. J. W. RITCHIE, Manager

Daily Band Concerts and Vocal Renditions by the Best Talent.



IN WRITING TO ADVERTISERS KINDLY MENTION "GROCERY WORLD AND GENERAL MERCHANT"

WANT DEPARTMENT

Advertisements in this department occupying fifty words or less will be inserted or subscribers free. Answers may be addressed to the GROCERY WORLD when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. To non-subscribers the price is 50 cents per issue.

WANTED.

WANTED—Grocery and specialty salesmen, traveling in every part of United States, to solicit subscriptions. Write for particulars, "Grocery World," Philadelphia. tf

WANTED.—Second-hand National Cash Register that prints sales slips, and two butcher blocks. Must be A 1. State price and condition. Address Jacob T. Shils, Atlantic City, N. J. 25

FOR SALE.

FOR SALE.—Fat can, in use only short time. Absolutely fly proof. Will sell cheap. Hugh Murphy, 2330 Pine Street, Philadelphia, Pa. 1

FOR SALE.—Two Welsbach arc lights, complete. Will sell cheap. Bauer & Harrison, 620 N. 2d Street, Philadelphia, Pa. 26

FOR SALE.—General store, selling \$15,000 yearly, at Modena, Pa., on P. & R. R. Will sell at inventory. Stock about \$2,500, fixtures \$500. Store room 30 x 45 feet. House connected; will lease for term of years. Address, W. W. Meredith, Modena, Pa. 26

FOR SALE.—In Edmeston, N. Y., a small stock of drugs and drug fixtures. Owner will sell cheap and on most easy terms. Cause for selling: owner is not a licensed druggist. Prospective buyers call on or address. T. T. Vrenne, Edmeston, N. Y. 26

FOR SALE.—1000 lb. safe, never used much, for \$50, cost \$75. Five show cases, square, 4 feet to 6 feet in length, about 10 inches to 12 inches high, cheap. One set Fairbanks counter scales, with scoop, good as new, capacity 26 lbs., \$10, cost \$16. A large store coal stove, \$10. Also set of angle lamps, consisting of one hanging double lamp, four wall lamps and one large angle street lamp, all for \$16, good as new, cost \$22 few months ago. S. E. Rhine, Millerstown, Pa. 1

FOR SALE.—One Stanley Steamer Runabout Automobile; cost when new \$1,100; been remodeled; will take \$125. One Acme Peanut Roaster; cost new \$17.50; will take \$5. One old (Antonius Stradivarius, Cremonensis Faciebat Anno 1721 A.D.) Violin, with above inside of back; will take \$175; good music and an old relic. A. T. Morse, Canton, Pa. 26

FOR SALE.—In Bergen Co., N. J., stock and fixtures of a first-class general store, including two delivery wagons, two sleighs, harness, etc. Building contains large storage rooms, eight (8) living rooms, barn and three-quarter acre ground. Fruit trees in abundance. Present owner also runs wagon to station for the accommodation of passengers and express. The only store in a village of 300-400. Rent, \$22.50 per month. Price, \$1,200. A rare opportunity for live man. Address "B. H.," care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa. 26

FOR SALE.—A grocery store—stock and fixtures—in good neighborhood near Eleventh and Germantown Avenue. Stock is clean, fresh and well selected. Will sell cheap. Owner is engaged in other line. Address "Z. Z.," care "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa. 2

FOR SALE.—Stimpson Peerless No. 5 Coffee Grinder. Perfect condition. In use six months. Ball bearing ratchet handle, invisible balance wheel. Occupies only 21 inches square floor space. Will grind two pounds of coffee per minute with one-half the exertion of old style mills. A \$75 mill for \$35. Napoleon Favreau, 54-56 Willow Street, Cohoes, N. Y. 26

FOR SALE.—Two Perfection rotary meat chippers in good order. \$4.50 each—cost \$14 each. Also six Enterprise chippers, \$1 each—good order. Counter platform scales, weigh 300 lbs., good order, \$4. Nearly new Howe scale, large brass scoop—scoop holds 15 lbs. sugar—cost \$12, will sell for \$5.

Five automatic chewing gum machines, \$1 each. C. E. Allinson, Burlington, N. J. 26
FOR SALE.—Cheap, one Bishop Babcock Co. soda fountain, with two iron clad tanks. In first-class condition and good as new, having been used only two months. Will sell on easy terms or dating. One Stimpson Computing Scale. One 1/4 H. P. motor, direct current and one No. 7 coffee mill. Inquire W. A. Bosserman, York, Pa. 1

FOR SALE.—Grocery, meat and provision store, also manufacturer of provisions, in Chester County, about 25 miles from Philadelphia. Doing \$15,000 yearly—one-half cash and one-half credit business which is good. Stock of about \$1,000. Fixtures to be sold at an appraised value, about \$600. This store has netted the owner above all

FOR SALE.—The large display printed posters that have made Philadelphia cut price grocers and butchers successful and are sure to increase your business. Send for a sample and catalogue. They will not cost you a penny. J. B. McCullough, 1113 S. Broad Street, Philadelphia. tf

BUSINESS OPPORTUNITIES.

EVERY ONE A GOOD CHANCE.

No. 400.—In Ocean County, N. J. Summer resort, but good winter population also. General store, 40 x 75 feet. Doing \$30,000 yearly, half cash, balance strict 30 days. Present stock \$5,000, but can be reduced to \$2,500 without impairing business. Uses two teams. Net clear 10 per cent. Balance of building divided into flat and offices, profitably rented. Owner retiring from business and will sell at inventory.

No. 404.—Near Tioga Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$425 weekly, half cash. Stock, \$900. Clean net profits, 15 per cent. Dwelling connected for sale or rent. Owner has Government position and cannot give attention. Will sell at inventory. Will take around \$1,400 for stock and fixtures and around \$2,000 for the property. Full investigation.

No. 407.—In West Philadelphia. Groceries and provisions. Size, 16 x 30 feet. Does \$200 weekly. Stock \$300. No team. Net profits above everything, 15 per cent. Real estate for sale or rent, as wanted. Owner is blind and cannot attend to business and will sell at inventory. This is a clean, steady little store and will suit man and wife. Will take about \$500.

No. 408.—Germantown, Philadelphia. Groceries, meats and provisions. Established 14 years. Size, 18 x 25 feet. Does \$400 weekly, two-thirds cash. Stock about \$500. Uses one team. Good house and stable connected. Net profits 15 per cent., as charges are low. Real estate for sale or rent. Owner has farm and wants to work it. Fixtures and team, \$300; stock inventory. Will take around \$800.

No. 410.—In West Philadelphia. Groceries, meats and provisions. Store 18 x 55 feet. Does \$24,000 yearly, all good trade. Stock about \$1,200. Uses two teams. Clean, net profits, 8 per cent. No dwelling. Fixed charges low. Owner going to leave city and will sell at inventory. Splendid chance of increasing business. Teams need not be bought.

No. 411.—In North Philadelphia. Groceries, meats and provisions. Size, 17 x 40 feet. Does \$400-\$450 weekly, three-quarter cash. Good dwelling connected. Stock, \$1,500-\$2,000. Could be reduced to \$1,200. Uses no team. Nets 10 per cent. profit. Real estate for sale or rent.

No. 412.—In Northwest Philadelphia. Groceries, meats and provisions. Size, 20 x 40 feet. Does \$600-\$700 weekly. Stock, \$700. Good dwelling connected. Business two-thirds cash, balance weekly and monthly. Uses one team. On account of character of trade sold, net profit is 15 per cent. Owner has been in business 25 years and wants to retire. Will sell at inventory. Will take around \$1,500.

No. 415.—In North Philadelphia. Good section. Groceries and provisions. Store 16 x 22 feet. Does \$250 weekly, three-quarters cash. Stock, \$500. Net profits, 15 per cent. Real estate for sale or rent. Busi-

ness thoroughly profitable but owner wishes to retire. Will sell fixtures at \$200, stock at inventory. Take about \$600. Splendid chance for adding meats. Present owner has trusted clerk whom he will put in partnership with buyer who has \$500.

No. 423.—In Montgomery Co., Pa., town of 4,000. Groceries and provisions. Store, 23 x 45 feet. Does about \$22,000 per year; two-thirds cash, balance weekly and monthly. Stock about \$2,000. One team. This business is one of the oldest stands in the county and is only sold because the present owners are not acquainted with the business. Price, inventory. Very fullest investigation.

No. 424.—In Delaware Co. suburb, seven miles from Philadelphia. General store. Size, 33 x 49 feet. Does \$33,000 per year; half cash, balance weekly and monthly. Stock, \$1,500. Uses four teams. Netted 11 per cent. last year and is a splendidly profitable business, notable because the stock is extremely small for a general store doing this much business. Good dwelling connected. Price, inventory. Sickness cause of selling.

No. 430.—Also on Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 30 feet. Does \$250 per week, nearly all cash. Stock carried is only \$150, as most of it is meats, which are quickly turned over. Net profits 25 per cent. Owner wishes to give up business and will sell at inventory.

No. 431.—On Germantown Ave., Philadelphia. Groceries, meats and provisions—mostly meats. Store 20 x 40 feet. Regularly does \$500 weekly and \$800 in busy season, two-thirds cash. Stock carried, \$800. Net profit 20 per cent., because sales are largely meats. Good dwelling connected sale or rent. Owner wishes to go to the country and will sell at inventory.

No. 433.—In Cumberland County, Pa., town of over 10,000. Grocery. Store 18 x 40 feet. Does \$400 per week, 90 per cent. cash. Stock \$1,200 to \$1,500. No team. Delivery costs \$5 weekly. Business actually nets 10-11 per cent. Fixed charges small and business in a thoroughly healthy condition. Owner wishes to study law and very anxious to sell. Established nearly three years ago. Price, inventory. This is a rare chance.

No. 436.—On Germantown Ave., Philadelphia. Grocery and provisions. Store 25 x 60 feet. Does \$30,000 yearly, half cash. Stock carried, \$10,000; but can be reduced one-half. Caters to fine, high class trade, used to paying high prices. Net profits, 20 per cent. Uses three horses and five wagons. Business solid, prosperous and very profitable, but owner wishes to retire. Real estate for sale or rent. Price, inventory.

No. 438.—In West Philadelphia. Groceries, meats and provisions. Size, 20 x 70 feet. Does \$250 per week, all cash. Stock \$1,000. No team. Business nets good profits, but owner going into lumber business. Good dwelling. Price, inventory; will take around \$2,000.

No. 439.—In West Philadelphia. Groceries, meats and provisions. Store 20 x 30 feet. Does \$550 to \$600 per week, three-quarters cash, balance weekly credit. Stock, \$400. Net profits, 10 per cent. Good dwelling connected. Owner has other business and will sell fixtures at \$1,200, including \$375 cash register and team. Stock at inventory.

No. 450.—North Philadelphia. Groceries, meats and provisions. Size, 20 x 30 feet. Does \$600 to \$700 weekly, two-thirds cash. Stock \$700. Nets 12 per cent. and is in thoroughly prosperous condition. Owner retiring from grocery business and will sell at inventory. Take about \$1,500.

No. 451.—In West Philadelphia. Groceries, meats and provisions. Corner—three show windows. Size, 18 x 36 feet. Does \$250 weekly, three-quarters cash. Stock \$600. Net profits 15 per cent. Good dwelling. Fixed charges low. Owner compelled to sell on account of health. Price for fixtures, including team, \$400. Stock at inventory.

No. 452.—In West Philadelphia. Meats and provisions (have just added canned goods). Size, 16 x 26 feet. Does \$300 weekly, all cash. Stock \$400 to \$600. Clears \$40-\$50 weekly above all expenses. Good dwelling. Owner going in auto business and will sell at inventory. Take about \$1,500.

No. 453.—In Washington, D. C. Size, 20 x 80 feet. Does \$25,000-\$30,000 yearly, practically all cash. Stock about \$3,000. One team. Makes good profits and is one of the cleanest businesses in Washington. Owner has another store and will devote all his time to that. Price, inventory. Some of the largest fixtures belong to the building and go with the rent.

In all of these the cause of selling is good, and the fullest investigation courted. Every one paying.

WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

THIS STORE NETS \$5,500 A YEAR.
Owner of an old-established grocery store in South Jersey, convenient to Philadelphia, is in bad health and wishes to retire. Will sell stock and fixtures at inventory. Store did \$50,000 last year, every cent collected. Stock averages \$2,500 and makes net profit of \$5,000 to \$6,000 a year. Uses two teams. Fixed charges low. Good dwelling connected. Real estate must be sold, but large mortgage can be left. Books will be shown for the last ten years. This grocer is rated at \$20,000 and the stand is one of the best in South Jersey. The business can easily be increased.

421 WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

WANTED—TIOGA OR GERMANTOWN GROCERY STORE.

We have a client anxious to make immediate purchase of a grocery store in the vicinity of Tioga or Germantown. Will buy anything between \$1,500 to \$4,000, but store must be live, active, prosperous stand.

406 WARNER & CO.,
927 Arch Street, Philadelphia, Pa.

HELP WANTED.

WANTED.—Two high-class tea salesmen for Southern States. Address, Tea Department, American Coffee Co. of New Orleans, Ltd., New Orleans, La. tf

FOR RENT.

FOR RENT.—"The Famous" store building, 215 Market Street, Harrisburg, Pa. 18,000 square feet floor space. One of the choicest business locations in the city. Four-story brick building, with plate glass front and finished basement, equipped with elevator, counters, shelves, cash carrier system, etc., all ready for business. Ideal location and opening for up-to-the-minute city grocery. Will lease for five years' term from January 1, 1909. Address, for particulars, Miller Bros. & Baker, Harrisburg, Pa. 26

FOR RENT.—A rare opportunity. The right man can rent a splendid store stand not encumbered with old and unsalable goods. It is now enjoying a large and profitable trade and has been doing a successful business for over seventy-five years. Located in the heart of the cement region. Address, "Opportunity," the "Grocery World and General Merchant," 927 Arch Street, Philadelphia, Pa. 26

MISCELLANEOUS.



MR. GRO-SIR WHY NOT make your own collections with our wonderfully effective, quick and simple system. Debtors settle direct with you. Five cents often covers the whole expense of collecting an old account. Can be used in all lines of credit business anywhere in the United States with astonishing results. Complete outfit mailed on 30 days' free trial. It will cost you only \$2, if satisfactory. May we send you full description?—FREE. American G. Collecting Agency, Castorland, N. Y. Send for a copy of "The Creditor's Journal"—it's free. tf

DO YOU WANT TO SELL YOUR BUSINESS?
We find buyers for grocery and general store businesses—nothing else. We are specialists in that and we know what we are about.
In the term "grocery stores" we include butter and egg stores, tea and coffee stores, green groceries and anything else in the same line.
If you want to sell your business, we have a customer. If you want to buy one, we know where something is that we're sure will suit you.
Write, call or telephone.
WARNER & CO.,
927 Arch Street, Philadelphia, Pa.
Phones, Bell Filbert 2500,
Keystone, Race 746.

BALTIMORE PRICES-CURRENT

Corrected Weekly by ANDREW REITER & CO., Wholesale Grocers, Baltimore, Md.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ROASTED COFFEES.

Packed in paper-lined fancy bags or paper-lined sugar barrels.	Per lb.
"A" Java.....	.26
"B" Java.....	.24
"C" Java.....	.24
A-Java and Mocha Blend.....	.24
B-Java and Mocha Blend.....	.22
"A" Mocha.....	.24
"B" Mocha.....	.22
"C" Mocha.....	.20
Laguayra (Washed Caracas).....	.18
"A" Maracaibo.....	.18
"B" Maracaibo.....	.17
"A" Santos.....	.16
"B" Santos.....	.15
"C" Santos.....	.14
Peaberry Santos.....	.14
"A" Rio.....	.12
No. 1 Rio.....	.11
No. 2 Rio.....	.09
Lipton Special Mocha and Java, 1 lb. cans.....	.27
Lipton Perfection, 1 lb. cans.....	.20
Battleship, 1 lb. packages, any quantity.....	.15
Log Cabin, 1 lb. packages, 100 to case.....	.14
Arbuckle's, 100 lbs. to case.....	15.00
King Bee, 100 lbs. to case.....	15.00
Seven Day, 100 lbs. to case.....	15.00

TEA.

	Per lb.
No. 25 Gunpowder.....	.24
No. 28 Gunpowder.....	.35
Best Gunpowder.....	.45
No. 25 English Breakfast.....	.20
No. 28 English Breakfast.....	.33
Best English Breakfast.....	.40
No. 25 Moyune Gunpowder.....	.33
No. 28 Moyune Gunpowder.....	.38
Best Moyune Gunpowder.....	.50
No. 25 Imperial.....	.33
No. 28 Imperial.....	.35
Best Imperial.....	.50
No. 25 Oolong.....	.28
No. 28 Oolong.....	.35
Best Oolong.....	.45
Young Hyson.....	.35
Japan.....	.35
Heno ½ and ¼ lb. packages.....	.50
Silver Moon.....	.27
Silver Bell, 1 lb. packages.....	.25
Salada (Ceylon and India Tea).....	
Green, Black and Mixed, ½ and ¼ lb. packages, 10 lb. to box.....	.45
Green, Black and Mixed, 10c. packages, 5 doz. to box.....	.90

DRIED AND EVAPORATED FRUITS.

	Per lb.
Apples—	
Evaporated, 50 lb.....	.08
Evaporated, 1 lb. packages, 4 doz.....	.08½
Dried, 50 lbs.....	.05½
Peaches—	
Standard, 50 lbs.....	.06½
Choice, 50 lbs.....	.08
Extra Fancy, 25 lbs.....	.10
Apricots—Evaporated	
Standard, 25 lbs.....	.09
Choice, 25 lbs.....	.11
Currents—	
Package, 36.....	.07¾
Bulk, 25 lbs.....	.07½
New Figs—	
Box, 10 lbs.....	.11
Mats, 1 lb.....	per doz.
Citron—	
American Brand, 10 lb.....	.15
American Brand, 25 lb.....	
Dates—	
Package, 80 1 lb.....	.06¾
Stuffed, 1 lb.....	per doz.
New Prunes—	
30-40, 25 lbs.....	.09¾
40-50, 25 lbs.....	.08¾
50-60, 25 lbs.....	.07¾
60-70, 25 lbs.....	.07¼
70-80, 25 lbs.....	.06¾
80-90, 25 lbs.....	.06¼
90-100, 25 lbs.....	.05¾
100-120, 50 lbs.....	.04½
Raisins—	
3 Crown, 50 lbs.....	.07
2 Crown, 50 lbs.....	.05½
London Layers, clusters, 20 lbs., per box.....	1.75
London Layers, 20 lbs., per box.....	
Seedless Sultana, 50 lbs.....	.07½
Seeded, 36 1 lb. packages.....	.07½
Sultana, 36 1 lb. packages.....	
Sultana, bulk, 25 lbs.....	
Thompsons Bleached Sultana, 50 lb. bxs.....	

BEANS, PEAS, Etc. Per bush.

	Per bush.
New York Hand-picked, about 2½ bushel to bag.....	2.50
Imported Beans, about 200 lbs. to bag.....	2.35
Rangoon Beans, about 200 lbs. to bag.....	2.15
Green Peas, dried, about 165 lbs. to sack.....	2.35
Black-Eyed Peas.....	2.25
California Lima Beans, about 80 lbs. to sack.....	.05½
Imported Lima Beans, about 90 lbs. to sack.....	
Split Peas, 210 lbs.....	7.45
Less quantity.....	.03¾
Lentils, about 100 lbs. to sack.....	.04
White Marrowfat Peas.....	2.10
Fava Beans.....	.04½

CANNED FISH.

Salmon—	
Clover Leaf, 1 lb., flat, 4 doz.....	2.10
Clover Leaf, ½ lb., flat, 4 doz.....	1.25
Sockeye, 1 lb., flat, 4 doz.....	2.10
Seward, 1 lb., tall, 4 doz.....	1.45
Jockey, 1 lb., tall, 4 doz.....	1.50
Buster Pink, 1 lb., tall, 4 doz.....	1.00
Arctic Belle, 1 lb., flat, 4 doz.....	.95
Argo, 1 lb., tall, 4 doz.....	1.50
Sockeye, ½ lb., flat, 4 doz.....	
Raindeer, 1 lb. tall, 4 doz.....	1.45
Hawkeye, ½ lb., flat, 4 doz.....	1.00
Lobsters—	
Gold Label, picnic size, 4 doz.....	
Beaver, 1 lb., flat, 4 doz.....	
Star, ½ lb., 8 doz. in case.....	1.50
Star, ¼ lb., flat, 4 doz.....	2.45
Gold Label, ½ lb., flat, 8 doz.....	
Beaver, ½ lb., flat, 8 doz.....	
Clams—	
Gold Label Brand, 1 lb., tall, 4 doz.....	1.10
Herring Roe—	
Old Virginia 2s, 2 doz.....	1.50
Mackerel—	
Mackerel in sauce, oval.....	
Oysters—	
Standard, 5 oz., 2 doz.....	.80
Sardines, in Oil—	per case.
½ oil, 100.....	
Gold Label, ½ oil, 100 cans.....	6.50
Standard, ½ oil, 100.....	8.50
½ lb., oil, with key, 100.....	8.75
Epicurian, ½ oil, fancy cartons, 100 cans.....	4.50
Mustard Sardines—	
Gold Label, 100 cans.....	6.50
Standard, 100 cans.....	3.65
Leon D'or Brand, 100 cans.....	4.50
Mustard Sardines—	
Gold Label, 60 cans.....	4.50
Mustard, 50 cans.....	2.95
Harbor Brand, 43 cans.....	3.75
Imported Sardines—	
½ Oil, Martell Brand, 100 cans.....	16.00
½ Oil, Marie Elizabeth, boneless, 100 cans.....	
½ Oil Imported—	
Martell, 100 cans.....	9.75
North Cape, Smoked, 100 cans.....	8.50
Grisetta, with key, 100 cans.....	9.00
King Oscar, 100 cans.....	

CANNED VEGETABLES.

	Per doz.
Baked Beans—	
Pin Money, 3s, sauce, 2 doz.....	1.50
Pin Money, 2s, sauce, 2 doz.....	1.15
Pin Money, 1s, sauce, 4 doz.....	.85
Pin Money, 3s, plain, 2 doz.....	1.45
Wagner's, 1s, tall, 4 doz.....	.48
Wagner's, 3s, plain, 2 doz.....	1.03
Wagner's, 3s, sauce, 2 doz.....	1.08
Excursion, 3s, sauce, 2 doz.....	.85
Saratoga, 2s, 2 doz.....	.60
Corn—	
Pin Money, Shoepeg, 2s, 2 doz.....	.85
Standard Shoepeg, 2s, 2 doz.....	.80
Standard, 2s, 2 doz.....	.70
Belmont Cream, 2s, 2 doz.....	.90
Winnor Brand Kernelled Corn, 2 doz.....	
Peas—	
Foot & Co., extra sifted, 2 doz.....	1.25
Belle Brand, 2 doz.....	.85
Little Fellow, 2s, 2 doz.....	
Rob Roy, 2s, 2 doz.....	
Pin Money, petits pois, 2 doz.....	1.50
Pin Money, standard early June, 2 doz.....	.95
French, extra fins, 100 in case, per case.....	18.50
Pin Money Combination—	
2s, 2 doz.....	.85
Kidney Beans—	
2s, 2 doz.....	.75
Lima Beans—	
Derby, soaked, 2s, 2 doz.....	.80
Standard, 2s, 2 doz.....	1.00
Little Darling, 2 doz.....	1.30
Pumpkins—	
3s, 2 doz.....	.90
No. 10.....	.06¼
String Beans—	
2s, 2 doz.....	.65
Pin Money Vegetables—	
2s, 2 doz., 12 kinds in can.....	.85
Sweet Potatoes, 3s, 2 doz.....	.87½
1s Pulp, for soup.....	.42
Succotash—	
2s, 2 doz.....	.95
Tomatoes—	
Pin Money, whole, 3s, 2 doz.....	.90
Standard, 3s, 2 doz.....	.85
No. 10, ¼ doz.....	2.35
Fair Quality, 3s.....	.80
2s, 2 doz.....	.65

SUGAR.

We do not handle imported sugar.	
Dominoes, 5 lb. packages.....	7.45
Cut loaf.....	5.90
Powdered.....	5.25
XXXX, powdered.....	5.45
Cubes.....	5.35
Fine Granulated, American.....	4.75
Fine Granulated, 100 lb. sacks.....	4.75
Confectioners' A.....	4.70
No. 1, A.....	4.65
Light Yellow.....	4.40
Fine Granulated, 2 lb. bags.....	5.05
Fine Granulated, 5 lb. bags.....	4.95

CANNED FRUITS.

	Per doz.
Apples, 3s, 2 doz.....	.75
Blackberries, 2s, 2 doz.....	.75
Blueberries, 2s, 2 doz.....	.95
Cherries, 2s, 2 doz.....	.80
Gooseberries, 2s, 2 doz.....	1.00
Pie Peaches, 3s, 2 doz.....	.90
Pears, 3s, 2 doz.....	.95
Sliced Pineapples, 2s, 2 doz.....	1.25
Singapore Pineapples, 1½s, chunks, 4 doz.....	1.25
Singapore Pineapples, 10c. chunks, 4 doz. in case.....	.95
Grated Pie Pineapples, James, 3s, 2 doz.....	.90
Raspberries, 2s, 2 doz.....	
Strawberries, 2s, 2 doz.....	.95
Standard Peaches, Sunset 3s, 2 doz.....	1.90
California Apricots, 2 doz.....	1.90
California Cherries, 2 doz.....	2.60
California Peaches, 2½s, 2 doz.....	2.35
Wheeler Peaches, 3s, 2 doz.....	1.25
Sliced California Peaches, 1s, 4 doz.....	1.85

SALT.

	Per sack
Fine Table, Large Sack.....	.90
Kiln Dried.....	1.00
Fine Table, bushel sacks.....	.35
Fine Table, ½ bushel sacks.....	.22
Ground Alum, 140.....	.63
	Per bbl.
Fine Dairy, 2s, 140 to bbl.....	2.60
Fine Dairy, 3s, 140 to bbl.....	2.58
Fine Dairy, 4s, 70 to bbl.....	2.35
Fine Dairy, 5s, 60 to bbl.....	2.40
Fine Dairy, 8s, 33 to bbl.....	2.18
Fine Dairy, 10s, 28 to bbl.....	2.15
Worcester, 2½s, 115 to bbl.....	4.00
Worcester, 5s, 60 to bbl.....	4.00
Worcester, 10s, 80 to bbl.....	3.75
	Per case
Snow Flake, 48 10c. packages.....	3.10
Snow Flake, 86 15c. packages.....	3.75
Colonial, 36 5c. packages.....	1.30
Rock Salt.....	per cwt.
Shaker, 2 doz. in case.....	per case

MOLASSES AND SYRUPS.

	Per gal.
St. Clair, N. O.....	.37
Kingsland, N. O.....	.35
Julian F. Bradshaw's Molasses, No. 44.....	.33
Cheapside Molasses.....	.27
Black Strap Molasses.....	.18
Gilt Edge Syrup.....	.30
Gold Medal.....	.30
King Syrup.....	.30
Orange Brand Syrup.....	.32
Orange Brand, 2½s cans, 2 doz.....	2.20
No. 6 Amber Syrup.....	.28
California Amber Drips, 2s cans, 2 doz.....	1.75
California Amber Drips, 2½s cans, 2 doz.....	2.00
California Amber Drips, 3s cans, 2 doz.....	2.30
California Amber Drips, ½ gal. cans, 1 doz.....	2.05
Calvert Brand Pure Porto Rico.....	.22

CONDENSED MILK.

	Case.
Baby, 1 doz. glass jars.....	1.90
Challenge, 4 doz.....	3.85
Eagle, 4 doz.....	6.25
Magnolia, 4 doz.....	4.00
Red Cross, 4 doz.....	4.15
Star, 4 doz.....	4.20
Dime Brand, 4 doz.....	3.60
Lion, 4 doz.....	4.25
Premium, 4 doz.....	3.75
Hires' Silver, 4 doz.....	4.00
Square, 4 doz.....	

EVAPORATED CREAM.

	Case.
Gold, double size can, 4 doz.....	3.75
St. Charles, 4 doz.....	3.90
Our Pet, large size, 4 doz.....	3.10
Our Pet, baby size, 6 doz.....	2.65
Peerless, small size, 6 doz.....	2.70
Peerless, large size, 4 doz.....	3.10
Columbia, 4 doz.....	3.20
Silver Cow, 6 doz.....	
Van Camps, 4 doz, in cans.....	per can

MATCHES.

	Per gross
Blue Hen, 200s, 1 gross.....	1.60
Coast, 5 gross.....	.85
Globe, 100s, 5 gross.....	.95
Doric, 1 gross.....	.95
Home Safety, 65s, 5 gross.....	.45
Vulcan Safety, 50 gross.....	.50
Bird's Eye, 500s, 100 packs.....	per case
Brass Box, 50s, this is a regular spring top, vest pocket, durable match box.....	1.10
Search Light, 100s, 5 gross.....	1.00
Search Light, 500s, 1 gross.....	4.50
Fast Mail, 100s, 1 gross.....	1.00
Bull's Eye, 5 gross.....	1.00
Little Star, 40s, 5 gross.....	.40
Pet, 100s, 5 gross.....	.80
Chips, 200s, 3 boxes to package and 50 packages to case, especially for coast trade and damp climate.....	per case
Black Diamond, 500s, 100 in case.....	per case

RICE.

	Per lb.
Best Head, bbls. or 100 lb. sacks.....	.06¾
No. 2 Head, bbls. or 100 lb. sacks.....	.05¾
No. 3 broken, bbls. or 100 lb. sacks.....	.03½
Japan, 100 lb. sacks.....	.04¾
Patna, 100 lb. sacks.....	.06¼

LAUNDRY SOAP.

	Bars.	Box.
Acorn.....	120	2.45
*Pearl White Floating.....	60	2.40
Ark.....	100	2.00
Babbitt's.....	100	8.75
5 box lots freight paid, with 1½ box "1776" or 100 cakes Best Soap free.....		4.25
10 box lots freight paid, with 3 boxes "1776" or 200 bars Best Soap free.....		4.20
Buffalo Oleine.....	60	2.40
Washday.....	120	2.00
*Bee.....	100	3.90
*Big Schooner.....	100	3.75
*Fels-Naptha.....	100	4.00
Hoefner's Tiger Borax.....	100	8.75
*Fairy Oval.....	100	4.00
*S. A. Gambrill, Oleine.....	60	2.40
*Globe Oleine.....	60	2.40
*Ivory, 6 oz.....	100	4.00
*Ivory, 10 oz.....	100	7.00
*Kirkman's.....	100	8.75
*Kirk's Oleine.....	60	2.25
*Lenox.....	100	3.00
*Lifebuoy.....	50	2.00
*Fairbank's Tar.....	100	3.75
*Magic Cleaner.....	100	
*Octagon.....	100	3.90
*Philadelphia Oleine.....	60	2.40
*P. & G. Oleine.....	72	3.00
Premium.....	100	3.75
*Santa Claus.....	100	3.15
*Star.....	100	3.00
*Sunlight.....	100	4.00
*Sunshine.....	120	2.45
Star Oleine.....	60	1.75
*Sunny Monday.....	100	4.00
*White Cloud.....	100	3.90
*Wonder Worker.....	100	4.00
Wonder Worker Chips.....	4 doz.	2.08
Lon.....	100	
*Snowberry.....	100	3.90
Best Blue.....	80	3.40
*Hoefner's Ammonia.....	100	3.95
*P. & G. Naptha.....	100	3.85
Duck.....	100	8.85
20 Mule Borax.....	100	
Rib.....	100	1.95
U. S. Mail.....	100	3.00
Hustler.....	120	2.30
Brag.....	66	2.55
Export Borax.....	100	3.90
C. & C. Oleine.....	60	2.00

TOILET SOAP.

	Bars.	Box.
Flash, for the hands.....	100 cans	6.50
Grand Pa's, small size.....	100	3.85
Grand Pa's, small size.....	50	1.95
Grand Pa's, large size.....	60	3.25
Sweet Malden.....	1 doz.	.40
Brown Windsor, Violet, Golf, Turkish Bath, Elder Flower, Dairy Queen and Rose.....	1 doz.	.40
Mottled Castile, 36 lb.....	per lb.	.08
White Castile, 36 lb.....	per lb.	.10
Conti, imported Castile, 36 lb.....	per lb.	.13
Oat Meal.....	per doz.	.4

NEW YORK PRICE-LIST

NOTE.—Prices are those prevailing on date of issue. Corrected Weekly. Invariably F. O. B., New York.

-1-

MOLASSES.

Porto Rico Molasses—	Per gal.
Fancy, bbls.....	.42 @.45
Choice, bbls.....	.38 @.40
Good, bbls.....	.26 @.30
Fancy, qt. jars.....per doz.	1.20
New Orleans Molasses—	
Fancy Open Kettle—New Crop.....	.42 @.44
Fancy.....	.38
Choice.....	.36
Prime.....	.29
No. 10, ½ doz. in case, in tins.....Per doz.	4.75
No. 5, 1 doz. in case, in tins.....	2.75
No. 3, 2 doz. in case, in tins.....	1.50
No. 2, 3 doz. in case, in tins.....	1.00

PURE SYRUPS.

Gilt Edge Drips, in bbls.....	.33
Robin Hood, in bbls.....	.28
Various Grades, in bbls.....	.18 @.19
Lyle's Golden Drips, 2 lb. tins, 2 doz. in case.....Per case	1.90

SALT FISH.

Mackerel.

Gross Weights	350	160	77	20
Count (about) to bbl.	200 lb.	100 lb.	50 lb.	8 lb.
Bloater, Norway.....	None			
No. 1, Norway.....	None			
No. 2, ".....	None			
No. 3, ".....	325-350	25 00	13.05	6.65
No. 4, ".....	400-450	22.00	11.55	5.90
Fancy Shore				
Bloaters.....	95-105	30.00	15.55	7.90
No. 1, shores.....	160-175	26.00	13.55	6.90
No. 1, New Cape				
Shores.....	110-115	15.00	8.05	4.15
No. 1, New Cape				
Shores.....	160-170	16.00	8.55	4.40
No. 1, New H' fax.....	160-170	15.00	8.05	4.15
No. 2, New Iri-h.....	325-350	17.00	9.05	4.65
No. 2, New Irish.....	350-400	16.00	8.55	4.40
No. 2, New Irish.....	400-450	15.50	8.30	4.28

Boneless Codfish.

	In box.	Per lb.
White Seal, Middles, Finest Georges.....	40 lb.	.12½
Prize Strips, Middles, Finest Georges.....	40 lb.	.09¾
Prize Strips, Middles, Finest Georges.....	20 lb.	.10
Satin Middles, Fancy.....	40 lb.	.09½
Brilliant Strips.....	40 lb.	.08½
Brilliant Strips.....	20 lb.	.08¾

Herring.

New Medium, Scaled.....	Per box	.15½
Skinned and Boneless, 10-lb. boxes.....	Per lb.	.14
Star Boneless, large tins, 1 doz. in box.....	Per doz.	1.50
Star Boneless, Dime tins, 2 doz. in box.....	Per doz.	.90

TEAS.

Oolong (Formosa & Foochow)—	Per lb.
Fair to fancy.....	.18 @.75
Japan—	
Fair to choicest.....	.20 @.45
Basket Fired Japan—	
Fair to choicest.....	.22 @.45
Japan Dust—	
Fair to good.....	.12 @.15
Young Hyson—	
Fair to fine.....	.17 @.50
Hyson—	
Fair to choicest.....	.16 @.35
Gunpowder—	
Fair to choicest.....	.19 @.60
Imperial—	
Fair to choicest.....	.32 @.60
English Breakfast—	
Fair to choicest.....	.17 @.55
Ceylon and India—	
Fair to fine.....	.20 @.55

ROASTED COFFEES.

Sumatra—	Per lb.
Mandheling, fancy.....	.34
Old Government, best.....	.27
" choice.....	.25
" prime.....	.23
" good.....	.23
Mocha—	
Genuine Arablan.....	.26
Windsor Blend.....	.23

-2-

Maracaibo—

Cucuta, best.....	.17
" choice.....	.16
" prime.....	.15
" good.....	.14
Laguayra—	
Caracas, finest.....	.18
" choice.....	.16
Peaberry—	
Santos, fancy.....	.16
" choice.....	.15
" fine.....	.14
Rio, fancy.....	.15½
" choice.....	.14½
" fine.....	.13½
Santos—	
Best.....	.15
Choice.....	.14
Prime.....	.13½
Good.....	.12½
Fair.....	.11½
Rio—	
No. 1, golden.....	.15
No. 2.....	.14
No. 3.....	.13
No. 4.....	.12½
No. 5.....	.12
No. 6.....	.11½
No. 7.....	.11

SPICES.

Whole, bags or bbls—			Per lb.
Allspice.....			.08
Cassia buds.....			.28
Cinnamon, select grade.....			.12
" Batavia.....			.25
" Saigon.....			.50
Cloves, Zanzibar.....			.14
" Amboyna.....			.24
" Penang.....			.30
Ginger, African.....			.10
" Jamaica, bleached.....			.22
Nutmegs, 75@ 80s.....			.25
" 110s.....			.20
Black Pepper, Singapore.....			.09
" shot.....			.10
White Pepper, Singapore.....			.14
Red Peppers.....			.12
Pure Ground,	Bbls.	Boxes	4-oz. tin
Highest Grade—	and	6, 10,	cans, 2 & 4
	½-bbls.	15-lb.	doz. case
	Per lb.	Per lb.	Per doz.
Allspice.....	.10	.12	.71
Cinnamon.....	.16	.19	.92
Cinnamon, Saigon.....	.60	.62	2.42
Cloves.....	.18	.20	1.00
Ginger, Borneo.....	.14	.16	.82
Ginger, Jamaica.....	.24	.27	1.23
Mace.....	.62	.65	2.48
Mustard.....	.16	.19	.94
Nutmegs.....	.23	.25	1.15
Black Pepper.....	.10	.12	.70
White Pepper.....	.16	.19	.94
Cayenne, Red Pepper....	.18	.20	1.00
Paprika, Hungarian.....			
Red Pepper.....	.30	.34	1.44
Assorted Spices.....			.88

CANNED GOODS.

Vegetables.

Asparagus—	Per doz.
Mammoth, white, 2½s, California....	4.50
Medium, green, 2½s, California....	3.25
Tips, green, 1s.....	1.85
" white, California, 1s.....	3.75
Beans, Baked—	Plain. Sauce.
Sunbeam, 4 doz., No. 1.....	.70 .80
" 4 " " 2.....	1.10 1.15
" 4 " " 3.....	1.45 1.45
Van Camp, 4 " " 1.....	1.00 1.00
" 4 " " 2.....	1.50 1.50
" 4 " " 3.....	1.85 1.85
Snider's, 4 " " 1.....	.90 .90
" 4 " " 2.....	1.40 1.40
" 4 " " 3.....	1.80 1.80
B. & M., 4 " " 1.....	.65 .70
" 4 " " 3.....	1.50 1.70
Beans, Lima—	
Royal Scarlet, tiny, 2 doz., No. 1.....	1.10
Sunbeam, small, N. J., No. 2.....	1.50
Valley Field, medium, N. J., No. 2.....	1.00
Our Chef, medium, N. Y., No. 10.....	6.75
Beans, Stringless—	
Royal Scarlet, fancy, No. 2.....	2.10
Robin Hood Refugees, No. 2.....	1.35
Lehigh Valley, N. Y., No. 2.....	1.00
Sunbeam, fancy, No. 2.....	2.00
Acmes, small, Refugees, No. 2.....	1.25
Red Jacket, whole, No. 10.....	4.25
Boyers, string, No. 2.....	.70
Peas—	
Smallest sifted, 2s.....	2.10
Extra sifted, 2s.....	1.60 @1.75
Sifted, 2s.....	1.15 @1.35
Telephone, 2s.....	1.25
Sweet wrinkled, 2s.....	1.40 @1.60
Standard Early June, 2s.....	1.00 @1.10
Soaked, 2s.....	.75 @.80

-3-

Succotash—

Extra fancy Maine, 2s.....	1.40
Fancy Maine, 2s.....	1.10 @1.25
Extra standard, 2s.....	.95 @1.00
Pumpkin—	
Fancy, 3s.....	1.10 @1.20
" gals.....	2.40
Squash—	
Fancy, 3s.....	1.20
Tomatoes—	
5½ in. cans, fancy New Jersey.....	1.60
5½ in. cans, extra standard New Jersey.....	1.40
5-in. cans, standard New Jersey.....	1.15
Standard Maryland, No. 3.....	.95 @1.00
2-lb. cans.....	.75 @.80
Standard New Jersey, gals.....	2.75
Extra standard Maryland, gals.....	2.50
Glass jars, qts.....	2.75
Beets—	
Fancy Strawberry, 3s.....	1.40 @1.60
Cut, 3s.....	1.10 @1.15
Sweet Potatoes, 3s.....	1.15
Sauer Kraut, 3s.....	.95 @1.10
Spinach—	
Standard Maryland, 3s.....	1.15 @1.40
Fancy New Jersey, 3s.....	1.40 @1.65
Gals.....	4.75 @5.00

FRUITS.

California.

Apricots—	Per doz.
Extra, 2½s.....	2.25
" standard, 2½s.....	1.75
Standard, 2½s.....	
Gals.....	5.25 @6.25
Cherries—	
Extra, white, 2½s.....	2.75
" standard, white, 2½s.....	2.40
Standard, white, 2½s.....	2.35
Extra standard, gals.....	7.50 @9.25
Bartlett Pears—	
Extra fancy, 2½s.....	3.25
" 2½s.....	2.40
" standard, 2½s.....	2.40
Standard, 2½s.....	2.00
Plums, Egg or Gage—	
Extra fancy.....	2.75
" standard, 2½s.....	2.00
Standard, 2½s.....	1.75
Gals.....	5.50 @7.00
Peaches—	
L. C., extra fancy, 2½s.....	3.25
" " 2½s.....	2.75
Crawford, extra fancy, 2½s.....	2.75
" " standard, 2½s.....	1.85

Eastern.

Pears—	
Fancy New York, 2s.....	1.75
" " State, 2½s.....	2.90
Standard, 2s.....	1.50
Pineapples—	
Sliced or grated, 2s.....	2.25 @2.40
" 1s.....	1.10 @1.20
Pie, grated, gals.....	3.00
Singapore, 1½s.....	1.15 @1.25
Plums, egg, 3s.....	
" gage, 3s.....	
Apples—	
Gals.....	2.25
Strawberries—	
Fancy, 2s.....	3.00
Extra, 2s.....	1.85
Raspberries—	
Red, fancy, 2s.....	2.75
Standard, 2s.....	

FISH.

Lobster—	
Flat, 1s.....	5.00
" ½s.....	2.50 @2.75
Kipperd Herring—	
1s.....	1.50
Alaska Salmon—	
Pink, 1s.....	1.10
Medium Red.....	1.25 @1.30
Choice Red, 1s.....	1.40 @1.50
Columbia River Chinook Salmon—	
Flat, ½s.....	1.25 @1.30
Tall, 1s.....	2.00
Flat, 1s.....	2.20
Oval, 1s, steaks.....	3.00
Sardines—	
Domestic, ¼s, oil, 100 tins.....	3.35 @6.00
" ¾s, mustard, 50 tins.....	2.65 @4.25

DRIED AND EVAPORATED FRUITS.

Seeded Raisins—	Per lb.
Fancy, 1-lb. cartons.....	.09
Smyrna Sultana, fancy, 6 crown, 30 lbs.....	.14
Smyrna Sultana, choice, 4 crown, 30 lbs.....	

-4-

Cleaned Sultanas—

Smyrna, fancy, 1-lb. cartons.....	.15
" choice, 1-lb. cartons.....	
California, 1 lb. cartons.....	
Loose Raisins—	
Valencia, 4 crown, 28 lbs.....	
California, 4 crown, 50 lbs.....	.07½
" 3 crown, 50 lbs.....	.07
" 2 crown, 50 lbs.....	.06½
Figs—	
Baskets, 1 and 2 lbs.....	15 @.18
Layers, 2¼ in., 10 lbs.....	
2½ in., 12 lbs.....	
2¼ in., 12 lbs.....	.08
2-in., 12 lbs.....	
Currants—	
Fancy, 1-lb. cartons.....	.1
Cleaned, choice, 1-lb. cartons.....	
Bulk, choice, 50 lbs.....	.08¾
Natural, choice.....	.06¾
Citron—	
According to quality.....	.14½@.17
Lemon Peel—	
According to quality.....	.11½@.13
Orange Peel—	
According to quality.....	.11½@.13
Fard Dates—	
60 lbs., bulk.....	
1-lb. pkgs., 30-lb. case.....	.10
Persian Dates—	
60 lbs.....	.04¾
Prunes, California, 25-lb. boxes—	
Epineuse, 20@30.....	.12
30@40, choice.....	.08½
40@50, ".....	.08
50@60, ".....	.07½
60@70, ".....	.07
70@80, ".....	.06½
Choice, 50-lb. box—	
60@70, 80@90.....	
70@80, 90@100.....	
Fancy, 25-lb. boxes—	
40@50.....	.11½
50@60.....	.10¾
60@70.....	.10
70@80.....	
Oregon, 25-lb. boxes—	
30@40.....	.08
40@50.....	.07½
Apples—	
Fancy, 50 lbs.....	.12
" 1-lb. cartons.....	
Prime, 50 lbs.....	.08
Choice, 1-lb. cartons.....	.11
Peaches—	
Fancy, peeled, 25 lbs.....	.09½
" unpeeled, 25 lbs.....	.08½
Extra choice, Muir.....	.08½
Apricots—	
Royal, extra fancy, 25 lbs.....	.14
" fancy, 25 lbs.....	.11¾
" choice, 25 lbs.....	.09¾
Moorpark, fancy, 25 lbs.....	

NUTS.

Almonds—	
Jordan, shelled, large, 28 lbs.....	.48 @.52
Valencia, 28 lbs.....	.33
Flot, shelled.....	
In shells—	
California, paper shell, 80 lbs.....	
French Princess.....	.17½
Tarragona, 120 lbs.....	.15
Hard Shell, 100 lbs.....	
Brazils—	
New, large, 180 lbs.....	.10
Filberts—	
Turkish.....	
Sicily, 130 lbs.....	.10
Jumbo, Naples, 110 lbs.....	
Long, Naples, 110 lbs.....	.13
Pecans—	
Polished, 80 lbs.....	.11 @.14
Louisiana, paper shell.....	
Walnuts—	
Chili, 1907 crop.....	.12
Grenoble, 220 lbs.....	.15
Marbots, 110 lbs.....	
Cornes, 110 lbs.....	
Mixed Nuts—	
Strictly fancy, 25 lb. boxes.....	.16
Extra choice, 25-lb. boxes.....	.13 @.14½
Choice, 125-lb. bags.....	.11 @.12½

IMPORTED GROCERIES.

Imported Sardines, 100 in case—	Per case.
Reduced, ¼s, boneless.....	
" ½s, with bones.....	7.00@22.00
French, ¼s, boneless.....	
" ½s, with bones.....	17.00@22.00
High, ¼s, boneless.....	24.50@27.00
½s, boneless.....	15.00@40.00
French Vegetables, 100 in case—	
Peas—	
According to quality.....	11.00@20.00
Mushrooms—	
½s, according to quality.....	16.00@35.00
¼s, according to quality.....	15.00@20.00
String Beans—	
According to quality.....	12.00@17.00
Lima Beans—	
According to quality.....	18.00@20.00
Brussels Sprouts.....	12.00@16.00
French Macaroni, cartons, 25 lbs.....lb.	.08@.09½

Grocery World and General Merchant Prices--Current.

CORRECTED WEEKLY. DECEMBER 28, 1908.

Any subscriber to the "GROCERY WORLD AND GENERAL MERCHANT" who is unable to purchase at the following prices will confer a favor upon this journal by communicating with this office, it being understood that all prices are subject to market fluctuations.

ADVANCES.		DECLINES.		ADDITIONS.		WEIGH AND MEASURE EVERYTHING YOU BUY. Standard Weights per Bushel.	
	Column.		Column.		Column.		
Dressed Poultry.....	25	Sugar.....	1			Marrow Beans.....	60 lbs.
Live Poultry.....	25	Fresh Fish.....	20			Medium Beans.....	60 "
		Provisions.....	24			Pea Beans.....	60 "
						Red Kidney Beans.....	58 "
						Hominy.....	56 "
						Pease.....	60 "
						Barley.....	48 "
						Potatoes.....	56 "
						Flaxseed.....	58 "
						Onions.....	55 "
						Shellbarks.....	48 "

	COL.		COL.		COL.		COL.
Alarm Cash Drawer.....	18	Pie Fruit.....	8	Drugs, Grocers'.....	26	Ink.....	20
Alum.....	26	Sardines.....	9			Insect Powder.....	26
Ammonia.....	3	Meats.....	9	Eggs.....	16	Ironing Wax.....	32
Ammunition.....	6	Soups.....	10	Essence of Coffee.....	5		
Axle Grease.....	3	Catsup.....	11	Extracts.....	27	Jams.....	26
		Cereal Specialties.....	17			Jars and Jar Rubbers.....	6
Bags, Paper.....	23	Cereal Coffee.....	20	Fancy Groceries.....	16	Jellies.....	25
Bag and Twine Holders.....	18	Cheese.....	16	Farinaceous Goods.....	17	Junket Tablets.....	27
Baking Powder.....	3	Chocolate and Cocoa.....	11	Figs.....	20		
Barley.....	17	Chewing Gum.....	27	Fish, Canned.....	8	Ketchup.....	11
Bath Brick.....	32	Cider.....	27	Fixtures.....	18		
Beans.....	17	Clothes Pins.....	34	Flour.....	17	Lamp Goods.....	20
Blacking, Shoe.....	4	Cocoa Nut.....	13	Fly-paper.....	17	Lard.....	24
Bluing.....	6	Codfish.....	19	Food, Bird.....	32	Lemons and Oranges.....	24
Borax.....	26	Coffee.....	5	Fruit Butters.....	25	Lentils.....	17
Brooms.....	33	Essence.....	5	Fruits, Domestic, Dried.....	20	Licorice.....	26
Brushes.....	35	Chicory.....	5	Foreign, Dried.....	20	Lime.....	20
Buckwheat Flour.....	17	Coffee Mills.....	18	Gelatine.....	18	Live Poultry.....	25
Bung Boreers.....	17	Cooking Herbs.....	6	Gravel, Bird.....	32	Lye and Potash.....	21
Butchers' Sundries.....	25	Condensed Milk.....	12			Macaroni.....	18
Butter Dishes.....	34	Condensed Mince Meat.....	21	Herring.....	15	Mackerel.....	19
Butter.....	6	Corn Meal.....	17	Hominy and Grits.....	17	Maple Syrup.....	33
Butter Color.....	26	Corn Starch.....	31	Honey.....	33	Matches.....	21
		Cottolene.....	16	Horseshoe.....	20	Meat.....	24
Camphor.....	26	Crackers, Cakes, etc.....	13	Milk, Evaporated.....	12	Mince Meat.....	21
Candies.....	10	Crescent Mapleine.....	33	Molasses.....	33		
Candles.....	6	Cutters, Tobacco.....	18				
Canned Goods.....	7						
California Fruits.....	7	Dates.....	20				
Vegetables.....	7	Delicatessen.....	14				
Fish.....	8	Dressed Meats.....	24				

-1-		-2-		-3-		-4-	
SUGAR.		PACKAGE TEAS.		AMMONIA.		BLACKING—Shoe.	
Confectioners' Lozenge, XXXX.....	4 90	Lipton's Teas—	Per lb.	McCormick & Co., Banquet brand, Ceylon, Blended, etc.—	Per lb.	Rumford Baking Powder:—	
" Powdered.....	4 80	Ceylon and India, No. 1.....	.45	1-lb. canisters, 8-lb. boxes.....	.45	5c. tins, 4 doz.....	per doz. .45
" Crown A.....	5 20	Ceylon and India, No. 2.....	.40	1-lb. " 12-lb. ".....	.45	10c. can, 2 doz. in box.....	per doz. .90
" Crystal A.....	4 85	Ceylon and India, No. 3.....	.35	1-lb. " 10-lb. ".....	.45	1-lb. cans, 2 doz. in case.....	per doz. 1.25
" Coarse Granulated.....	5 10	Black and Green, No. 1.....	.45	1-lb. " 10-lb. ".....	.50	1-lb. cans, 1 doz. in case.....	per doz. 2.50
Eagle Tablets.....	6 15	Black and Green, No. 2.....	.40	McCormick & Co., Bee brand—	Per lb.	Royal, roc. size, 4 doz.....	.26
Crystal Dominoes.....	7 17½	English Breakfast, No. 1.....	.45	1-lb. lithographed cans, 20-lb. boxes.....	.53	" 1/2 lb., 4 doz.....	1.30
Cut Loaf.....	5 63½	English Breakfast, No. 2.....	.40	1-lb. " 10-lb. ".....	.55	" 1/2 " 2 ".....	2.40
Patent Cubes.....	4 95	Formosa Oolong, No. 1.....	.45	1-lb. " 10 and 20-lb. bxs.....	.57	" 1 " 1 ".....	2.65
Powdered.....	4 80	Formosa Oolong, No. 2.....	.40	Travellers pocket canister, 4 doz.....	.80		
Extra Fine Granulated.....	4 70	Sun-Flower, roc. sample size, 36 in carton, all three grades.....	per doz. .90				
Coarse Granulated.....	4 70	Caricol Blend, Martindale & Co.:-	Per lb.				
Granulated.....	4 70	5-lb. Silver Sacks.....	.22				
Fine Granulated.....	4 70	1-lb. Silver Sacks.....	.22½				
" In 50-lb. bags packed 2 in 100-lb. bag.....	4 75	1/2-lb. Silver Sacks.....	.23				
" In 25-lb. bags packed 4 in 100-lb. bag.....	4 75	1/4-lb. Silver Sacks.....	.23½				
" In 10-lb. bags packed 10 in 100-lb. bag.....	4 85	1/8-lb. Silver Sacks.....	.25				
" in 5-lb. bags packed in bbls.....	4 90	Spring Garden Tea—					
" in 5-lb. bags packed in 100-lb. bags.....	4 90	100 lb. barrels.....	per lb. net .18				
" in 2-lb. bags packed in bbls.....	5 00	5 lb. silver bags.....	" .19				
" in 2-lb. bags packed in 100-lb. bags.....	5 00	1 lb. silver bags.....	" .19½				
" in 2-lb. cartons in cases.....	4 90	1/2 lb. silver bags.....	" .20				
" in 2-lb. paper packages in cases.....	4 90	1/4 lb. silver bags.....	" .21				
Confectioners' A.....	4 55						
1—Keystone A.....	4 50						
2—American A.....	4 45						
3—Centennial A.....	4 40						
4—California A.....	4 35						
5—Franklin B.....	4 30						
6—Keystone B.....	4 25						
7—American B.....	4 20						
8—Centennial B.....	4 15						
9—California B.....	4 10						
10—Franklin Extra C.....	4 05						
11—Keystone Extra C.....	4 00						
12—American Extra C.....	3 95						
13—Centennial Extra C.....	3 90						
14—California Extra C.....							
15—Franklin C.....							
16—Keystone C.....							

-3-		-4-	
BAKING POWDER.		SHOE DRESSING.	
Sea Foam Baking Powder—		Mason's.....	.75
1/2 lb., 4 doz. in case.....	.95	Acme, 1 doz.....	1.15
1/2 lb., 2 doz. in case.....	1.70	Blxby's Royal Polish, 1 doz.....	.75
1 lb., 1 doz. in case.....	3.40	Blxby Jet Oil Polish.....	.80
Davis' O. K., 1/2-lb., 4 doz.....	.45	Brown's Shoe Dressing, 1 doz.....	.80
Davis' O. K., 1/2-lb., 3 doz.....	.90	Brown's Army and Navy, 1 doz.....	.80
Davis' O. K., 1-lb., 2 doz.....	1.65	Boyer's French Dressing.....	.65
Davis' O. K., 5-lb., 1/2 doz.....	7.20	" Oil Polish.....	.75
Cleveland's, 10-c. size, 4 doz.....	.84	Admiral Russet Combination.....	.70
Cleveland's, 1/2-lb., 4 doz.....	1.23	Admiral Shoe Dressing.....	.70
Cleveland's, 1/2-lb., 2 doz.....	.88	Whittemore Bros. & Co.:-	
Leslie's, 1/2-lb. cans, 1 or 2 doz. cartons, 4 doz. cases.....	.45	Gilt Edge Polish, black.....	1.00
Leslie's, 1-lb. cans, 1 doz. cases.....	.90	Boston Waterproof, black.....	1.00
Leslie's, 5-lb. cans, 6 cans in case.....	1.12	Boston Jr. Waterproof, black, 10-cent size.....	.85
Sea Gull, 6 oz., glass, 4 doz.....	.45	Elite Combination, Baby, black.....	.85
Parrot and Monkey, 4 doz.....	.45	Elite Combination, large, black.....	2.00
Rumford's Yeast Powder:—		Superb Patent Leather Paste, large.....	.75
4 oz. glass, 2 doz.....	.82½	Champion, black, friction polish.....	2.00
6 oz. glass, 2 doz.....	1.07	Champion Jr., black, friction polish.....	.85
6 oz. glass, 4 doz.....	1.04	French Gloss, black, self-polishing.....	.75
6 oz. glass, 6 doz.....	1.03	Royal Gloss, black, self-polishing.....	.75
6 oz., 1 gross, in bbl.....	12.25	Dandy Combination, russet.....	2.00

-4-	
AXLE GREASE.	
Frazer's, 15 lb. pails.....	.80
Frazer's, boxes, 1/4 gross.....	9.25
Mica, 1/4 gross.....	8.40
Peerless, 1/4 gross.....	4.50
Paragon, 1/4 gross.....	5.50

TEA.	
Japans—Basket-fired.....	20 @ 35
Japans—Pan-fired—Common to fair.....	20 @ 23
Fine.....	24 @ 28
Choicest.....	30 @ 38
Formosa—Superior to Fine.....	18 @ 20
Choice to Extra.....	22 @ 35
Choicest.....	40 @ 50
Formosa—Common, cargo.....	14 @ 16
Good, medium.....	17 @ 22
Superior.....	23 @ 28
Fine.....	30 @ 35
Choicest.....	@ 40



Who Admits It?

¶ **Electro-Silicon** is admittedly the leading metal polish in this country to-day. Who admits it? Its sales admit it. We challenge any other manufacturer to show 60 per cent. of the sales that **Electro-Silicon** can show.

¶ This hasn't been accident, or luck, you know. Neither has all of it been advertising. The power of **Electro-Silicon** to do its work better than the others—that is the chief reason why it has the largest sale in the land.

¶ Why not sell the powder everybody knows about—the powder that never brings back any complaints—the powder that has always paid a satisfactory profit—the powder that will protect your reputation as a dealer in established things?

¶ In short, the powder packed in the yellow box with the red lady on the lid.

The Electro-Silicon Co.
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NEW YORK, N. Y.

A Specialty for the Fancy Grocer

If you are the fancy grocer of your town you ought to be selling

SOMERSET CLUB COFFEE

the finest, highest-grade and highest-price coffee that can be produced. Your competitor will have no chance with the select trade if **you** sell **SOMERSET CLUB**.

**WE WILL GIVE YOU
THE SOLE AGENCY**

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Shapleigh Coffee Company
BOSTON, MASS.

Victor, Sterling, Delmonico Blend and Somerset Club Coffees

Do You Handle Artificially Preserved Foods?

The United States Bureau of Chemistry says they are injurious, and the Government will sooner or later stop their sale. Pure foods are the only safe kind.

HEINZ

**57 VARIETIES
PURE FOOD PRODUCTS**

are absolutely pure. There is not a drop of preservatives or coloring matter in any of them, and they are safe under any food law. Your protection is on the label.

Anything that's **HEINZ** is safe to sell.

H. J. HEINZ COMPANY
PITTSBURG NEW YORK CHICAGO LONDON

She Always Went Back

"I occasionally try some of these much-advertised soaps," said a lady to one of our customers the other day, "but I always came back to **Babbitt's Best**. In many years I've never found anything that suited me so well."

Think of the grocer who filled all that lady's orders for **Babbitt's Best**. No talk—no persuasion—no explaining—no work. Simply filling orders that the soap itself gets.

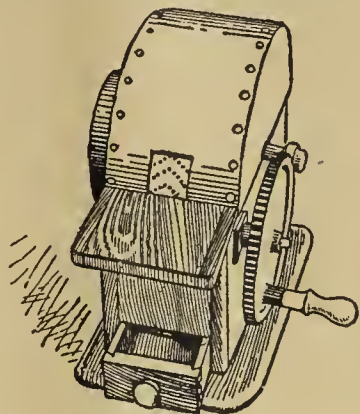
And at a profit, too—don't forget that.

MADE BY
B. T. BABBITT
NEW YORK

HORSE RADISH GRATERS

Great Time
Saver and
Easily Cleaned

Price Special
\$5.50



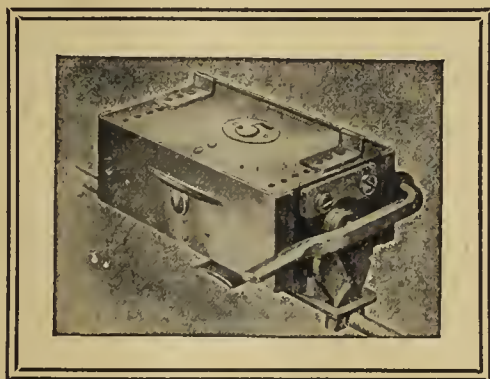
Tea and Spice
Caddies all
Styles
Scales, Mills
and
Refrigerators

Write for illustration catalogue.

H. F. HEACOCK, 51 N. Second Street, Phila., Pa.

LAMSON ELECTRIC CABLE CASH CARRIERS

GIVE PROTECTION, QUICK SERVICE AND ECONOMY



Write for Booklet E

LAMSON CONSOLIDATED S. S. CO.

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SELECTED WHITE RICE
POPPING CORN
C/S 50/10 oz. Pkgs.
C/S 100/10 oz. Pkgs.
C/S 24/20 oz. Pkgs.
C/S 48/20 oz. Pkgs.
ASK FOR PRICES

YOU can pay MORE
for ANTIEDILUVIAN
brands, but you can't
buy popping corn giving
better yield and
satisfaction to consumers than

"Brad's Tip Top" and "I-X-L"

PHILADELPHIA DISTRIBUTERS

Birdsong & Co., 36 N. Delaware Ave.



The Dog May Bite

Honestly, you will be much more likely to succeed by pushing **Hotel Astor Coffee** than by pushing a blend of your own.

We have been in coffee blending for many years. Obviously, we must know more about it than you do. And then **Hotel Astor Coffee** has been tried on the dog—the hardest dog to please in the United States—the patrons of the most exclusive hotels of New York City. The dog pronounced it good at once, and with the stamp of weighty approval upon it we offer it to you.

When you blend your own coffee the dog you try it on is your own customers—that's risky; the dog may bite.

A perfect blend of superfine coffee. For the very finest trade.

B. Fischer & Co.
190 Franklin Street, New York
31 S. Front Street, Philadelphia

Silver.....	4.15
Queen... ..	4.00
Premium.....	3.85
Blue Ribbon ..	3.85
Gold, tall.....	3.75
Gold, family...	3.15

Brazil, 70	5-cent packages.....	2.50
"	35 10-cent	2.50
"	38 5-cent and 16 10-cent packages....	2.50
"	18 20 cent packages.....	2.50
	Per lb.	
"	Shred, in pails, 20 lbs.....	.10
"	" in boxes, 25 lbs.....	.09 $\frac{3}{4}$
"	" in barrels, 135 lbs.....	.09
Table Talk, Thread,	in pails, 20 lbs.....	.10
"	" in boxes, 25 lbs.....	.09 $\frac{3}{4}$
"	" in barrels, 135 lbs.....	.09
Premium, 60	$\frac{1}{4}$ -lb. packages, 15 lbs. to case	.23
"	30 $\frac{1}{2}$ -lb. " 15 "	.22
"	30 $\frac{1}{4}$ -lb. and 15 $\frac{1}{2}$ -lb. packages,	
15 lbs. to case.....		.22 $\frac{1}{2}$
Dunham's,	$\frac{1}{4}$ s and $\frac{1}{2}$ s, 15 lbs.....	.27
"	$\frac{1}{4}$ s and $\frac{1}{2}$ s .....	.26 $\frac{1}{2}$
"	$\frac{1}{4}$ -lb. packages, 5 and 15 lbs. ....	.28
"	$\frac{1}{4}$ s, 5-lb. cartons .....	.28

Franklin Baker Co's—	Per bag
Porto Rico, Jumbo, 80s.....	4.00
San Blas, 100s.....	3.50

A. Exton & Co.—	Bbls.	Bxs.
Butter Crackers.....	.08	.08 1/2
Oyster08	.08 1/2
Wine Scroll.....	.10	.10 1/2
Cracker Dust.....	.08	.08
Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 barrels and upwards.		
S. Ivins' Son—	Bbls.	Bxs.
Assorted Jumbles.....	.07 1/2	.08
Brown Edge Water.....		.10
Butter Thin.....		.12
Clover Mixed.....		.08
Cocoanut Ripple.....		.10
Cooke Mixed.....	.08 1/2	.09
Butter Toast.....	.07 1/2	.08
Flg Bars.....		.10
Frosted Spiced Wafer.....		.09
Fruit Cookies.....	.08 1/2	.09
Fruit Gem.....		.08
Graham Wafer.....		.10
Grandma Cookies.....	.08 1/2	.09
Honey Jumbles, XX.....	.09 1/2	.10
Iced Charter Oak.....		.09
Iced Ginger Tablet.....		.08
Iced Honey Jumbles.....	.09 1/2	.10
Iced Penn Treaty.....	.07	.07 1/2
Iced Vedette Wafer.....	.07 1/2	.08
Lemon Bar.....	.08 1/2	.09
Man-in-the-Moon08
Milk Lunch.....	.07	.07 1/2
Orange Cookies.....	.07 1/2	.08
Quaker City Mixed.....	.07 1/2	.08
Salted Strips.....	.08 1/2	.09
Saltines.....		.12
Soda Biscuit XXX.....	.06	.06 1/2
Soda Biscuit XXXX.....	.06 1/2	.07
Spiced Wafers.....	.07 1/2	.08
Sunshine Cookies.....	.07 1/2	.08
Water Crackers Star.....	.06 1/2	.07
Package good—		Per doz.
Animals.....		.50
Butter Thin.....		1.00
Gingerettes.....		1.00
Gold Medal Soda (small).....		.50
“ “ “ (large).....		.90
Graham Wafers.....		1.00
Ivinettes.....		.50
Milk Lunch.....		1.00
Our Ginger Snaps.....		.50
Pink Tea.....		1.00
Sugar Snaps.....		.50
Saltina Biscuit.....		1.00
Freight paid on 3 boxes to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts.		

Stone Pots, small size, 2 doz. in case, per doz.	1.15
“ “ with Horse radish, p.dz.	1.15
Stone Pots, large size, 1 doz. in case, per doz.	1.75
“ “ with Horse-radish, p.dz.	1.75
Wein Senf, in bbls.....per gal.	
“ 1 gallon stone jars.....per jar	.75
“ 5 gallon kegs.....per keg	2.50
Prepared Mustard, in bbls.....per gal.	
“ “ in 15 gallon kegs... “	
“ “ in 10 “ “	
“ “ in 5 “ “	.25-.40
“ “ in 2 gallon pails...per pail	.75
“ “ in 1 “ “	.40
Prepared Special, with spoon, 2 doz. in case, per doz.	.95
“ Sifting top, 2 doz. in case....per doz.	.46
“ with Horse-radish, 2 doz. in case, per doz.	.95

Emmenthaler Swiss Cheese, Selected tub.....	.25
" " " " " loaf26
Sap Sago, 3 to a lb.....cask, per lb., .18, less22
Roquefort Cheese, 12 in case, per lb., .32½35
Parmesan, loaves about 30 lbs....loaf, 31. cut,32
Edam Cheese, 12 in casecase, 9.00, single,80
" " " " " "per lb.26
" " " " " "per case	3.75
Camembert, in wood boxes.....per doz., 2.75-2.85	
Sap Sago, grated, ready for use, 10-oz. bottles,	
" " " " " "per doz.	1.45
Parmesan, grated, ready for use, large bottles,	
" " " " " "per doz.	
Parmesan, grated, ready for use, small bottles,	
" " " " " "per doz.	1.75
Olmutter Hand Cheese, 100 in box.....	2.25
Eidelweiss, Romatour and Bier-Kase...per doz.	4.00
American Swiss, No. 1.....loaf, .16 cut,19
" " Square loaves, No. 1, about	
25 lbs. each.....per lb.16
Limburger Cheese, No. 1.....box, .16;	
½ box, 16; less.....	.17
Muenster Cheese.....per lb.13
Brick Cheese, No. 1....."16
English Dairy Cheese....."17½
Pineapple (Picnic size), 6 in box.....per box	3.00
" (Gem size), 6 in box....."	e.25
Royal Luncheon Cheese—	
Dinner size, 1 doz. in caseper doz.	4.50
Lunch size, 2 " " " " " "per doz.	2.40
Picnic size, 2 " " " " " "per doz.	1.35
Trial size....."	1.00
MacLaren Imperial Cheese, Club size..per doz.	1.00
" " " " " No.1 " " " "per doz.	2.40
" " Roquefort " large " " " "per doz.	2.95
" " " " " small " " " "per doz.	1.45
Fromage de Brie, M. C. C., 1 in box....per box	1.55
" d'Isigny, 6 " " " " " "per box	1.55
Wm. Tell braad, 12 in box....."	1.40
Neuchatel (Cow brand), 25 in box....."	1.00
Star Cream, or Phila., 12 " " " "per doz.	e.00
Miniature Cream, or Phila., 12 in box....."	1.00
Hand Cheese, 8 doz....."	1.35
" " " " " " " " " " " "per doz.70
" " " " " Thuringer....."85
Farmer Hand Cheese, 4 oz. in box ... "	1.45
Schutzen Cheese, 12 in box....."	1.25
American Mountain Cheese (Alpen Kase), 50	
1-lb. packages.....per lb.18

Westphalia Ham (marked weight).....	per lb.	.45
Wiener Würstel, 16 in tin.....	per doz.	4.75
“ 8 “.....		e.75
Carlsbad Speck (Imported Bacon).....	“	.32
Imported Cervelat Sausage (Rolf's).....	per lb.	.45
Imported Frankfurters.....	per doz.	3.75
Goose Breast, imported, marked weight, per lb.		.65
Pate de fois Gras, small size.....	per doz.	3.00
American Holsteiner...by bbl. 12; less, per lb.		.14
“ Landjager, short.....	“	.24
“ “ long.....	“	.24
“ Mortadella, Dry.....	“	.25
“ Knackwurst, 25 in box, per box,		\$4.75.....
“ Cervelat (E), 50 and 100-lb. boxes,	per doz.	2.40
“ 21½; less.....		.23
“ Cervelat, Blue Ribbon, 50 and 100-	lb. boxes, .20; less.....	.21
“ Cervelat, Crescent, 50 and 100-lb.	boxes, .17; less.....	.18
“ Cervelat, Tip Top, 50 and 100-lb.	boxes, .14; less.....	.16
“ Cervelat, E. Gothaer, 50 and 100-lb.	boxes, .23½; less.....	.25
“ Salami (E), 50 and 100-lb. boxes,	.20; less.....	.22
“ Salami, Blue Ribbon, 50 and 100-lb.	boxes, .18½; less.....	.20
“ Salami, G. A. P., 50 and 100-lb.	boxes, .16½; less.....	.18
“ Tongue Sausage.....	per lb.	.18
“ Smoked Braunschweiger Liver Sau-	sage.....per lb.	.15
“ Lachs Ham.....	“	.28
“ Petit Delicatess Frankfurters, plain,	per doz.	1.00
“ Petit Delicatess Frankfurters, with	Sauer Kraut.....per doz.	1.00
“ Lebanon Beef Bologna.....	per lb.	.15
“ Paprika Speck.....	“	.18
Mettwurst, half-round.....	“	.16
Liver Sausage (Special), truffle, goose, or sar-	dellen.....per lb.	.15
Smoked Thüringer Blutwurst.....	“	.28
“ Pfefferwurst.....	“	.18

	Per doz.
Lamb Tongues (Derby Brand), pint glass jars.	4.75
" " quart glass jars.	5.75
" " 10-oz. jars.....	2.50
Calves' Head, in round tins.....per doz.	1.65
Pickled Meats, in glass..... "	1.00
(Tripe, Ox-Heart, Beef Salad, Pig's Feet.)	
Beef Salad, in glass..... "	1.00
" " pints.....	
" " quarts.....	
Lamb Tongues, in glass.....	1.60

			Kegs of Pails.
Holland—			
Mixed, "Y. M.,"	$\frac{1}{2}$ bbl.....	5.50	.60-.75
Milkers, "Y. M.,"	$\frac{1}{2}$ bbl.....	6.50	.75-.85
Mixed, standard, bbl.....			
	$\frac{1}{2}$ bbl.....	5.50	6.50
Milkers, standard, bbl.....			
	$\frac{1}{2}$ bbl.....		
Scotland—			
Mixed, large, fulls, bbl.....			
" " "	$\frac{1}{2}$ bbl.....		8.00
Milkers, " "	bbl.....		
" " "	$\frac{1}{2}$ bbl.....		8.00
Marlnirte Herring, imported, about 40 in pail.....			1.25
Roll Herring, imported, about 25 in pail.....			1.00
Spiced Herring, imported, about 40 in pail.....			1.00
Norway Stockfish, dry.....			per lb
Matjes Herring.....			per pail

	Per tin.
Round tins, with key, pint20
" " quart35
" " 2 quart50
" " 4 quart	1.10

Roll Mops, 4 quart tin.....	1.10
" 2 quart tin.....	.60
" quart tin.....	.50
Brat-Haring, 4 quart tin.....	1.10
" 2 quart tin.....	.60
" quart tin.....	.40
English Sprats, 36 bunches.....	per box
Kruger's Roll- and Brat-Haring, oval tins,	
	per doz.
	2.50

Imported fish, Wallkoff brand.....	per keg	.75
“ 10-lb. pails.....	per pail	.55
“ 15-lb. pails.....	“	1.05
Cut Spiced Sardines, 10-lb. pail.....	“	.75
“ 5-gal. keg.....	per keg	2.75
Russian Sardines, in glass jars.....	per doz.	2.25

Original package	per ½ bbl.	5.50
Repacked in 5-lb. pails.....	per pail	.60
“ 10-lb. pails.....	“	1.10
“ 5-gal. kegs	per keg	2.75
“ ½ lb. flat tins	per doz.	.95
“ ¼-lb. tall tins	“	1.50
“ 1-lb. tall tins	“	2.00
Fancy kegs, keg.....		.80
“ ½ keg42
“ ¼ keg32
“ ⅛ keg20

Original packages, 1902.....	per anker	16.00
Repacked, kegs, about 8 lbs.....	per keg	3.25
“ pint jars.....	per doz.	6.00
“ large tumblers.....	“	2.25
“ small tumblers.....	“	1.25

	Per doz
1-lb. tins.....	19.50
½-lb. tins.....	10.50
¼-lb. tins.....	5.50
⅛-lb. tins.....	2.75

60-gal. casks, about 2000	per cask	
50-gal. bbls., about 1200	per bbl.	
15-gal. keg, about 500	per 100	
10-gal. keg, about 300	"	\$1.00
5-gal. keg, about 150	"	
10-lb. pail, about 50	per pail	

60-gal. casks.....	per cask	
48-gal. bbls.....	per bbl.	6.50
10-gal. kegs.....	per keg	2.40
5-gal. kegs.....	"	1.25
10-lb. pails.....	per pail	

Dampfnusse (Pfeffernusse).....per lb.	18
Spitzkugeln....."	25

Small Basler Lebkuchen, 6 in pkg...	per bundle	.30
Basler Lebkuchen, No. 1, 6 " "	" "	.50
" " No. 2, 6 " "	" "	.75
" " No. 3, 6 " "	" "	1.00
Amandines, 9-lb. tins.....	per tin	5.25
" " small tins.....	" "	.50

Mixed Pickles and Chow-chow, 5-gal. keg.....	2.50
" " 10-gal. keg. ...	4.50

German Egg Potatoes, original bags, 110 lbs.,	per bag	2.75
Green Kern	per lb.	10 1/2
Potato Flour	"	.08
German Dried Pears	"	.14
Dried Mushrooms	"	.60-1.00
Juniper Berries	"	.08
St. John's Bread	"	.05
Bay Leaves	"	.06-.08

30 2-lb. tins.....	per case	6.50
15 4 lb. tins.....	"	6.50
6 10-lb. tins.....	"	6.50

Freight prepaid on two-case lots.

	Per doz.
Nearby, candled and selected, 30-doz. crates..	.36
Western.....	29-.35

New York, full cream, new, fancy, 40-lb. bxs.	.14 1/2
" " " 1st's, 40-lb. boxes	12 1/2-.14
Picnic, full cream, new, fancy, 20-lb. boxes.....	.15 1/2

Almond Staple Paste, 5 lb. cans	per lb.	.28
Anchovies, in oil, $\frac{3}{4}$ bottles.....		4.50
“ “ $\frac{1}{4}$ bottles.....		3.25
Anchovy Paste, fancy	per doz.	4.75
“ “ plain.....	“	3.75
Bouillon, Burnham, pints, 2 doz.....		3.75
“ “ $\frac{1}{2}$ pints, 2 doz.....		2.00
Capers, Nonpareil, $\frac{1}{2}$ gal. kegs.....		1.50
“ “ quart, glass	per doz.	8.25
“ “ bottled, $\frac{3}{4}$ size	“	2.40
“ “ “ $\frac{1}{2}$ size	“	2.00
“ “ “ $\frac{1}{4}$ size	“	1.20
Canton Ginger, large pots, 6-jar cases, per case		4.65
“ “ medium, 12-jar cases..	“	5.00
“ “ small, 24 jar cases	“	4.75
Cherries in Maraschino, glass, 1 doz. case.....		7.00
Clam Chowder, Burnham, 1 lb., 4 doz.....doz.		.90
“ “ “ 3 lb., 2 doz.....		2.20
Currie Powder, pints.....	per doz.	3.50
“ “ 4 oz.....	“	2.25
“ “ 2 oz.....	“	1.50
French Peas, extra fins	per case	16.00
“ “ fins.....	“	14.00
“ “ Moyer's.....	“	12.00
Hill's Irish Oatmeal, 14-lb. tins, 10 per case...		12.00
Huntley & Palmer's Petit Beurre Biscuit.....lb.		.19
“ “ Dinner Biscuit	“	.31
“ “ Breakfast Biscuit	“	.34
Packed 7 lbs. and 5 lbs. in a can.		
Red Pepper, ring, pints.....	per doz.	1.25
“ “ $\frac{1}{2}$ pints.....	“	.60
Salt, stone jars, 4 doz.....		1.75
Extract of Beef, Morris', 4 oz.....	per doz.	6.50
“ “ 2 oz.....	“	3.55
“ “ Anker's, 120 vials.....		4.00
“ “ 4 oz.....	per doz.	4.00
“ “ 8 oz.....	“	7.25
“ “ 16 oz.....	“	13.50

Theodore Marquet Mushrooms—		27.50
First choice.....		26.00
Choice, 100 tins	per case	22.00
Extra, 100 tins	"	28.00
Hotel, 100 tins	"	19.00

Truffles, 1/2 lb.....	per tin	.30
" 1/8.....	"	.55
" 1/4.....	"	1.15
" 1/2.....	"	2.25
Shrimps, pickled, small size.....		1.15
" Dunbar's, 2 doz.....	per doz.	2.25

Figs in Cordial, Dunbar's, 1 doz.....	"	5.75
" Bishop's, 1 doz	"	6.50
Crystallized Ginger, 1-lb. tins.....	"	4.00
" 1/2-lb. tins.....	"	2.25

Lime Juice, Rose's	"	3.60
Victor Rose Water.....	"	2.25
" Peach Water.....	"	2.25
Pitted Olives	"	5.25

Armour's Solid Extract of Beef—		Per doz
Size 2 jars, 1 dozen in case		4.45
" 4 " 1 "		8.20
" 8 " 1 "		15.90
" 16 " 1/2 "		29.75

Armour's Fluid Beef Extract—			
Size 4 bottles, 1 dozen in case.....			4.45
“ 8 “ 1 “			8.20
“ 16 “ 1/2 “			16.00

Armour's Beef Extract and Vegetable Tablets—		
1 dozen small boxes, 12 tablets each.....		e.25
1 " medium " 36 "		6.00
1 " large " 72 "		12.00

Armour's French Bouillon—		
Size 4 bottles, 1 dozen in case.....		4.00
" 16 " 1 "		24.00

Armour's Asparox—	
Size 4 bottles, 1 dozen in case.....	\$ 5.50
" 12 " " "	7.20
" 5 " " " per bottle	1.50

" e fancy jugs	per jug	1.50
Armour Tomato Boullion—		
Size 4 bottles, 1 dozen in case.....		2.50

" 12 "	"	7.20
" 5 "	"per bottle	3.50
" 6 fancy jugs.....		per jug	2.50

Don't Buy a Cheap Wagon



If you do, you'll remember this advice. A cheap wagon looks nearly as well in the factory as our "J. M.," but oh, what a difference in six months!

The "J. M." wagon is the best delivery wagon made. Only the finest materials go into it, and they're put together right, too.

If we haven't what you want, though we probably have, we'll build it for you.

FULTON & WALKER CO. TWENTIETH and FILBERT STS. PHILADELPHIA, PENNA.

WASHBURN-CROSBY CO'S

Gold Medal Flour



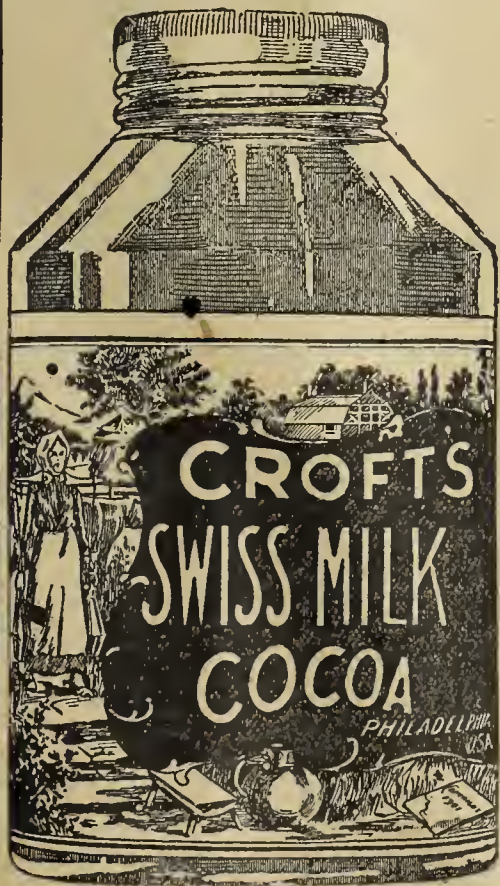
Now Sold by Philadelphia Jobbers

IN
FIVE POUND SACKS

Samuel Bell & Sons

Distributing Agents PHILADELPHIA, PA.

Bought Simply. Because She Liked the Glass Package



It's odd what little things make sales sometimes. A grocer told us the other day that the day before a woman had bought a jar of Croft's Swiss Milk Cocoa simply because she liked the novelty of the glass package. She didn't ask any questions about the peculiar characteristics of the cocoa; she liked the glass jar and bought.

There is a point in that for grocers who study the public—the useful novelty is usually the seller.

Croft's Swiss Milk Cocoa, the only cocoa packed in glass, has a smoother flavor than any other cocoa made. That is because our exclusive process of making takes out certain substances that other manufacturers leave in.

Will you mention the "Grocery World" when you write?

40 cents a pound

Packed in ½-lb. jars, 6 and 12-lb. boxes

CROFT & ALLEN CO. PHILADELPHIA, Pennsylvania . .

The Grocer's Power

We make a superfine line of Macaroni, Spaghetti, Noodles and Pastels, but we don't try to *make* you sell them.

We give you credit for brains—brains to select goods—brains to sell them. You can *influence* your customers. That's why you are in business.

Wouldn't it be foolish for us to ignore your power and waste advertising trying to make people *demand* that you sell our goods? We go the other way about it. We spend our advertising money *for* you, not *against* you by giving you Universal Coupons with every case of our goods. You can exchange them for many useful articles. It pays to pull together.

The

Freihof

Vienna Baking Company

Philadelphia, Penna.

-17-

FLOUR.

	Per bbl.
King Midas	6.60
Gold Medal	6.35
Millbourne	6.35
On Top	6.50
Ceresota	6.60
Pillsbury's Best	6.40
Taylor's Fancy	5.65
Semper Idem	5.00
Pride of the West	5.40
Sunbeam	5.25
Quaker City	6.00

Self-Raising Flour.

Franklin, 30 packages	3.75
Hecker's Superlative, 32 packages	5.12

Pancake Flour.

Aunt Jemima, 36 packages	2.85
Hecker's Flapjack, 24 packages	2.10
Uncle Jerry, 40 packages	2.85
Franklin Mills, 30 25	3.55

Buckwheat Flour.

Hecker's, 64 packages	4.50
" 32 packages	4.50
Fancy, 100-lb. sacks	3.20

FARINACEOUS GOODS.

	Per bag.
Corn Meal—	
White, granulated, 100 lbs.	2.15
Yellow, granulated, 100 lbs.	2.15
" table, 100 lbs.	2.10
Western, yellow, granulated, 100 lbs.	1.90
Quaker, Best, 1 and 3 doz.	
Farina—	
Hecker's, 24 is.	1.50
Schumacker's, 24 packages	1.15
Beans—	
California Lima, about 80 lbs.	0.51 1/2
Marrows, fancy, N. Y. State, grain bags	2.50
Choice, grain bags	2.40
Medium, grain bags	2.37 1/2
Pea, fancy, grain bags	2.47 1/2
Red Kidneys	2.50
Peas—	
Green	2.15
Scotch	2.35
Split, yellow	2.10
" green	3.30
Lentils—	
ooooo, 110-lb. bags	0.31 1/2
Less quantity	0.41 1/2
Shaker Corn—	
Fancy, barrels	0.51 1/2
Less quantity	0.53 1/2
Hominy—	
Lea's Breakfast, 10 packages	1.60
" Pearl, 100 lbs.	2.35
Schumacker's Breakfast, 10 pkgs. to case	1.40
Western Pearl, 100-lb. bags	1.85
" Grits, 100-lb. bags	1.85
Barley—	
OO	4.50
No. 3, 100 lb. bags	2.40
Noodles—	
Smith's, 30 10-c. packages	1.90
" assorted, 5 and 10-c.	1.90
Golden Egg, 5 and 10-c.	1.55
" 5-c.	1.55
" 10-c.	1.55
Royal Crown, 4 doz. 5c.	1.40
Royal Crown, 2 doz. 10c.	1.10
Oatmeal—	
B, Victor, 200 lbs.	6.55
B, 100-lb. kegs	3.50
Oaten Goods—	
Avena, 18 packages	1.43
Banner Oats, 20 packages	4.30
Mother's, 18 packages	1.62 1/2
" 10 packages, large	2.10
Quaker, 18 small size	1.45
" 20 large size	4.35
Rolled Oats—	
Avena, 180 lbs.	6.00
" 90 lbs.	3.15
Standard, 180 lb. bbls.	5.65
" 90-lb. bags, fresh	2.65
Sago—	
Fine, bags about 160 lbs.	0.93 3/8
Less quantity	0.94
Admiral, pearl, 24s.	0.97 1/2
Tapioca—	
Instantaneous, 50 is.	0.97 3/8
Colburn's Hasty, 36 packages	0.97 1/2
Minute, 1/4 gross	2.75
Flake, about 125 lbs.	0.41 1/2
" less quantity	0.43 1/2
Pearl, 150 lbs.	0.93 3/8
" less quantity	0.93 3/8

CEREAL SPECIALTIES.

Ralston Breakfast Food, 36 2s.	4.50
Egg-O-See, 36 packages	2.70
" Corn Flakes, 36 packages	2.70
Mapl Flake, 36 packages	3.65
Post Toasties, 36 packages	2.70
Shredded Whole Wheat, 50 packages	5.00
" 25 packages	2.60
Cream Wheat, 36 packages	4.50
Wheatlet, 30 packages	4.60
Wheatena, 36 packages	3.25
Grape Nuts, 24 packages	2.70
Pettijohn's Food, 18 packages	1.70
Quaker Puffed Rice, 36 packages	2.65
" Wheat Berries, 36 packages	1.85
Triscuit, 30 packages	2.50
Vitos, 36 2-lb. packages	4.25
Kellogg's Toasted Corn Flakes 36 packages	2.80
Zest, 24 packages, 15-c. size, with china	2.25

-18-

H-O Company—

	Per case
Force, 20s	2.00
Korn-Kinks, 36s	1.45
Presto, small, 18s	1.60
Presto, large, 10s	2.25
Flour, self-raising, small, 18s	1.60
Flour, self-raising, large, 12s	2.10
Buckwheat, small, 18s	1.70
Buckwheat, large, 12s	1.70
Pancake, 18s	1.60
H-O (steam cooked oatmeal), 12s	1.55
Pawnee Oats, regular size, 18s	1.50
Pawnee Oats, family size, 10s, without chinaware	1.95
Pawnee Oats, family size, 10s, with bowls	2.25
Pawnee Oats, family size, 10s, with assorted chinaware	2.30
Hominy, 18 2s	1.15
Hominy, 10 5s	1.50
Cornmeal, 18 2s	1.15
Cornmeal, 10 5s	1.50
Cornstarch, 18 1s	1.00
Tapioca, 18 1s	1.40
Farina, 18 1s	1.10

GELATINE AND PREPARED DESSERTS.

	Per doz.
Kuox's Sparkling	1.12 1/2
" Acidulated	1.12 1/2
Cox's, large	1.57 1/2
" small	.95
Plymouth Rock, pink or white	1.20
Nelson's	1.35
" small	.95
Bromangelon, assorted, 3 doz.	.87 1/2
Jell-O, assorted flavors, 2 doz.	.87 1/2
Jell-O Ice Cream Powder, 2 doz.	.97 1/2
Jellycon, 1 doz.	.87 1/2
" assorted flavors, 3 1/2 doz.	.87 1/2
Chalmer's, shredded	.92 1/2
" granulated	.92 1/2
Mothers', small, 1 doz.	.45
" large, 1 doz.	.90
Cooper's	.85
Tryphosa	.95
Gelatine, McKinley's	.85
Wetmore's, double refined, 36 10-c. packages	2.70
Pudding, assorted, 2 doz.	1.60
D-Zerta Jelly, assorted, 2 doz.	.90

MACARONI.

	Per lb.
Larosa Alphabets, square, 25 pkgs.	0.53 1/2
" Elbows, square, 25 pkgs.	0.53 1/2
" Macaroni, long, 25 pkgs.	0.53 1/2
" Spaghettis, long, 25 pkgs.	0.53 1/2
" Vermicelli, square, 25 pkgs.	0.53 1/2
" Macaroni, bulk, 25 pkgs.	0.53 1/2

FIXTURES.

H. F. Heacock—		
Scales, No. 1, Tin Scoop, 10.00	Brass	14.00
Scales, No. 2, Tin Scoop, 7.00	Brass	9.00
Scales, No. 3, Tin Scoop, 6.00	Brass	7.00
Scales, No. 4, Tin Scoop, 5.00	Brass	6.00
Less 30 per cent. discount.		
600-lb. Platform Scale		12.00
Tea Caddies, Red, No. 52		14.00
Tea Caddies, Red, No. 53		10.00
Tea Caddies, Red, No. 54		8.00
Tea Caddies, Red, No. 55		5.00
Scoops, Galvanized, Flour		.30
Scoops, Galvanized, Sugar		.25
Scoops, Galvanized, Starch		.15
Tobacco Cutters		1.25
Alarm Money Drawers		1.50
Bag and Twine Holders		.75
Barrel Covers, 21 in.		3.50
Barrel Covers, 19 in.		3.00
Cheese Cutters		15.00
Bung Bore, No. 2, 1 1/2 to 2 in.		1.50
Coffee Mills, No. 7		10.00
Coffee Mills, No. 9		16.00
Coffee Mills, No. 18		45.00
Less 25 per cent. discount.		

Counters.

No.	Length.	No. of Drawers	Each.
6 1/2	3 feet, 8 inches	9	15.00
8 1/2	4 feet, 10 inches	12	20.00
10 1/2	5 feet, 12 inches	15	25.00
12 1/2	6 feet, 14 inches	18	28.00
14 1/2	7 feet, 16 inches	21	31.00
16 1/2	8 feet, 18 inches	24	35.00
18 1/2	9 feet, 20 inches	27	40.00
20 1/2	10 feet, 22 inches	30	45.00
Capacity of Drawers. 40 to 60 lbs. each.			

Scoops.

Indestructible, No. 4	per doz.	9.00
" No. 5	"	12.00
" No. 6	"	15.00
Ex. Galvanized Steel Blades, No. 3	per doz.	4.20
" No. 4	"	5.40
" No. 5	"	7.20
X Quality, No. 3	"	2.60
" No. 4	"	3.00
" No. 5	"	3.40

-19-

SMOKED FISH, CODFISH AND MACKEREL.

Shredded Cod.

Beardsley—	
Dime cartons, 2 doz. in case	per doz. .90
Tins, Keyed (Jewel), 2 doz. in case	" .90
Large cartons or tins, 2 doz. in case	" 2.00
Dime Tumblers, 2 doz. in case	" .90
Bulk, 15 lbs.	per lb. .15

Thredded Fish.

Thistle, 24 packages	.65
Swansdown, 2 doz.	per doz.
Osprey, 2 doz.	"
Swift & Co.—	
Talisman brand, 20-lb. boxes	per lb. .10 1/2
" cartons	per case 1.50

Fresh Codfish Steak.

Swift & Co.—	
Talisman brand, 24 1-lb. tins	per case 3.80

New Mackerel.

	Count (about) to bbl.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	42.00	21.60	10.95	2.35
Ex. Norway, No. 2	270-290				
Ex. Norway, No. 3	325-375	20.00	10.60	5.50	1.25
Ex. Norway, No. 4	410-460	15.00	8.10	4.25	1.00
Ex. Bloaters, XXX	90-95	40.00	20.60	10.45	2.25
Ex. Bloaters, XX	100-110	38.00	19.60	10.00	2.15
Ex. Shore, No. 1	130-150	35.00	18.10	9.25	2.00
Shore, No. 1	140-160	30.00	15.60	8.00	1.75
Large Shore	110-130				
Extra Irish, No. 2	350-380	15.50	8.35	4.58	1.03
Medium Irish, No. 2	400-450	14.50	7.85	4.13	.97
Small Irish, No. 2	475-525	14.00	7.60	3.90	.95
Small Irish, No. 3	550-650	13.50	7.35	3.77	.93
New Medium Shore	160-180				
New Large Shore	110-130				
Large, No. 2	210-220				
Cape Shore	160-180	16.00	8.60	4.50	1.05

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Lab. Split, Lg. No. 1	8.00	4.60			
Lab. Split, Lg. No. 2					
Shore, Round, Large					
Shore, Round, Med	6.00	3.60			
Ocean Whitefish	5.00	3.10	1.75	.45	
Shad, No. 1, Mess, new	13.00	7.10	3.75	.88	.74
Shad, No. 2, Mess, new	11.00	6.10	3.25	.78	.68
Haddock, Pickled	6.00	3.60			

Dressed Boneless Fish.

Favorite, Cod, 40 lbs.	.08
Our Choice, 40 lbs.	.07
Gilt Edge, 40 lbs.	.06
Favorite Middles, 60 lbs.	.12
Swift & Co., Talisman brand Codfish—	
12 3s, wood boxes	.15 1/2
12 2s, "	.15 1/2
24 1s, "	.16
10-lb. boxes	.15
15-lb. "	.15
Cakes, 24 in fancy box	per case 2.80
" 10-lb. cartons	per carton 1.20
24 jars, fancy box	3.10
12 "	1.65
Strips, 40 size, boxes	.10
" 20 "	.10 1/2
Middles, 40 size, boxes	.12
" 20 "	.12 1/2

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.	.07
Snow White, 1-lb. bricks, 20 lbs.	.08
Favorite Cod, 2-lb. bricks, 40 lbs.	.08 1/2

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz. in case	1.50
" small size, 2 doz. in case	.90
Small Tumblers, 2 doz. in case	.90
Large Jars, sealed, 2 doz. in case	1.50

Loose Codfish.

Extra Large Georges Cod	.09
Large Bank	.08
Medium Bank	.07
Pollock	.05
Hake	.04 1/2
In original cases, 450 lbs., 1/4 c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .17
Small Extra Scaled Herring	" .17
Boneless Herring, fancy 10-lb. boxes	per lb. .12
Smoked Salmon, whole fish	.27
Cromarty Bloaters, 50s	per box 1.10
" 100s	" 2.20
Swift & Co.—	
Talisman brand Boneless Herring, in glass, 15c. size, 24 vacuum jars	2.95
Talisman brand Boneless Herring, in glass, 10c. size, 24 screw-top jars	1.80

Sliced Halibut.

Swift & Co., in glass, 24 jars	3.10
" 24 cartons	2.10

-20-

FRESH FISH.

	Per lb.
Halibut	.12
Salmon	.15
Sheephead	.12
Red Snapper	.10
Codfish	.05
Large Hake	.07
Haddock	.06
Black Bass	.12 1/2
Sea Bass	.12 1/2
Butter Fish	.08
White Fish	.15
'Cisco	.08
Blue Pike	.08
Flounder	.08
Nova Scotia Herring	.04 1/2
Smelts	.12
Perch	.06
Cat Fish	.14
Whittings	.03

OYSTERS.

Prime	per bbl. 5.00	6.00
Culls	" 3.50	4.50
Prime	per M. 8.50	10.00
Culls	" 4.00	5.00
Medium, selects, opened	per gal. 1.40	
Extra, selects	" 1.80	2.00

CLAMS.

Clams	per M. 6.00	9.00
Necks	" 5.00	

DOMESTIC AND FOREIGN DRIED FRUITS.

Apples—	
Extra choice, ring cut, 50 lbs.	.06 1/2
" 5 and 10-lb. lots	.06 3/8
Fancy N. Y. State, 25 lbs.	.09
Fancy N. Y. State, 48 1-lb.	.08 1/2
Choice N. Y. State, 50-lb. boxes	.07
Apricots—	
Extra Choice Royals, 25 lbs., new	.10
Choice Royals, 25 lbs., new	.09 1/2
Oak Brand, fancy	.12 1/2
Cherries—	
California, unpitted, 25 lbs.	.11 1/2
Pennsylvania, pitted, red and black, 25 lbs.	.16 1/2
Currants—	



"Exton" Flavor Made "Exton" Fame

Sixty-one years ago we started to tickle the taste of oyster eaters with the best Oyster Cracker made. It took purest materials, scientific baking and clean handling.

We have *built up the best sale* because we *kept up the best quality*.

You can sell "EXTON" OYSTER CRACKERS better than crackers of no certain quality—customers appreciate a store where even the Oyster Crackers are the BEST.

A. Exton & Company
TRENTON, N. J.

Pioneer Bakers of the Celebrated Trenton Oyster Crackers
Stamped "EXTON"

"The Best Known and Known as the Best"

Can be obtained from all Philadelphia Wholesale Grocers, or Reeves, Parvin & Co.,
Distributing Agents, 116 South Delaware Avenue, Philadelphia.

ANOTHER "BEST" FOR YOU

ZIPPS Flavoring Extracts

Branded "U. S. P."

¶ You want all the BRANDS you can get that are the BEST IN THEIR LINE. In extracts that means **ZIPPS**. They are made from fresh, natural fruit and have unequalled flavoring power. Guaranteed under any and all **food laws**, past, present or future.

Pure

Reliable

Satisfactory

The Zipp Manufacturing Co.

ESTABLISHED 1885

CLEVELAND, OHIO



McMenamin's Deviled Crabs

are made from the sweet white meat of selected crabs caught right here in Hampton Roads—cooked, picked, deviled and canned as soon as they leave the water. They

Have the Fresh Sea Flavor and are Deliciously Seasoned

all ready for your customers to heat and serve in the natural shells which we supply with each case. We spent thousands learning how to make them keep their delicate flavor without preservatives, until we got the secret that makes them

Keep Sweet and Pure in All Climates

You can get your customers to use them at least once a week. We will gladly send you a book showing 20 recipes. You can work up nice business by making them a specialty.

PENNSYLVANIA TRADE supplied by jobbers in Philadelphia, Altoona, East Liberty, Butler, Easton, Hanover, Hazleton, Lewistown, Kane, Johnstown, Lock Haven, Masontown, Pittsburg, Wilkes-Barre, Reading, Phillipsburg, Washington, Allentown, Sunbury, Lancaster, Mt. Carmel, Uniontown and Greensburg. Trade supplied by jobbers everywhere.

Hampton

McMenamin & Company

Virginia

HORSERADISH.

INK.

LAMP GOODS.

LIME.

LYE AND POTASH.

MATCHES.

—22—

MINCE MEAT.

OILS.

OLIVES.

Olive Oil—Imported.

—23—

American Oil.

PAPER.
Wrapping.

Tollet Paper.

Paper Bags.

PICKLED MEATS AND FISH.

POTATO CHIPS.

POPPING CORN.

—24—

PICKLES.

VINEGAR.

PROVISIONS.

Star Hams, regular, 10 to 12 lbs.....	11 1/2
" " 12 to 14 lbs.....	12
" " 14 to 16 lbs.....	12
" skinbacks.....	12 1/2
Shield Hams, 10 lb. average.....	10 1/2
" 12 " 	10 1/2
" 14 " 	10 1/2
" 16 " 	10 1/2
" 18 " 	10 1/2
" skinbacks.....	12
Picnic Hams, 5 to 6 lbs.....	07 1/2
" 6 to 8 lbs.....	07 1/2
Star Smoked Ox Tongues, long cut.....	14 1/2
" " short cut.....	17
Beef Bologna.....	09
Shield Parafined Bologna.....	08 1/2
Berliner Ham.....	10
New Orleans Luncheon Meat.....	10 1/2
Star Cooked Ox Tongue.....	30
John Bower & Co.—	
Honey-cure brand Hams, skinback.....	14
" " large.....	13 1/2
" " medium.....	13 1/2
" " small.....	13 1/2
" Breakfast Bacon.....	12
" " boneless.....	14
Beef, air-dried, regular sets.....	20
" insides and knuckles.....	22
Ham Bologna.....	10
Beef Bologna.....	10
Boiled Hams.....	22
Beef Tongues.....per doz. 8.00-10.00	
Swift & Co.—	
Premium brand Hams, 8 to 10 lbs.....	12 1/2
" " 12 lb.....	12 1/2
" " 14 to 16 lbs.....	12 1/2
" " 18 lb.....	13
" " skinned, 18-20 lbs...	13 1/2
" " boiled, skinned, fat-	
less.....	23
" Bacon.....	18
" Dried Beef, insides.....	21
" Beef Tongues, short cut....	17



Ham without a name is "just ham," and has no uniform quality. It may be good once, but you don't know how it will be the next time.

Your customers can't depend on you if you sell that kind of ham.

SWIFT'S PREMIUM HAMS are uniform—always properly cured, tasty, appetizing. When a woman gets a **PREMIUM HAM**, she wants another like it next time. The only way you can be sure to have all your hams uniformly good is to see that all you sell are **SWIFT'S PREMIUM HAMS**.

Swift & Company, U. S. A.

JOHN BOWER & CO.

GENERAL PROVISION DEALERS
ABATTOIR, PACKING, CURING AND SMOKING ESTABLISHMENT
FACTORY NO. 579

Twenty-fourth and Brown Sts., Philadelphia



CURERS OF HONEY-CURE BRAND
Beef, Beef Tongues, Breakfast Bacon, etc. **HAMS** Pure Kettle-rendered LARD a Specialty
BOILED HAMS AND BEEF TONGUES
XXX AND SUPERIOR MINCE MEAT
U. S. GOVERNMENT INSPECTION OF ALL OUR GOODS



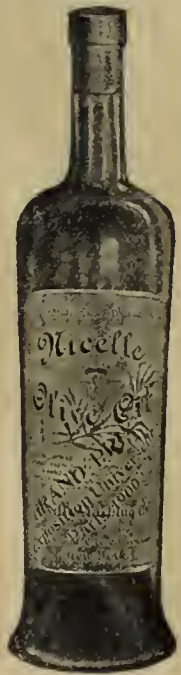
Good Business for You

In asking grocers to handle **Wheatena** we do not approach them as if asking a favor—it is a business proposition as good for the seller as for us.

For **Wheatena** is a thoroughly substantial cereal food. Established as the favorite cereal of thousands of consumers. It sells, and where once introduced continues to sell.

The roasted kernels of hard winter wheat; sterilized by our process and sealed.

The Wheatena Company
Rahway, New Jersey



Be Proud of Your Olive Oil

You may remember the recent tests which the United States Government made into all brands of imported olive oil.

Those tests (Government Bulletin 77, page 55) proved **Nicelle Olive Oil** to be superior to all the other brands tested. **Nicelle Oil** is made and bottled in Nice, France. It is the highest type of pure olive oil producible.

Sell olive oil you can be proud of. There are so many brands you can't.

Nicelle Olive Oil Co.
103-107 HUDSON STREET, NEW YORK



FIRST PREMIUM
AWARDED BY
Centennial International Exposition



Philadelphia

Dear Sirs:

We are proud to be able to say that the enactment of Pure Food Laws made no difference with us in the making of our **CELEBRATED MINCE MEAT**. We have made and marketed it for 66 years as a **PURE FOOD PRODUCT** and would have continued to do so if a Pure Food Law had never been dreamt of. Because of its **GOODNESS**, **ATMORE'S CELEBRATED MINCE MEAT** has always held the field in spite of all competition.

ATMORE & SON.

Canned Oysters You Can Sell

Many grocers who can't sell fresh oysters would sell canned oysters if they could get a brand that really tasted like oysters.

We have never known a brand of canned oysters that came so close to the true oyster flavor as our **Monogram** brand of New York oysters. Absolutely pure, not doctored or preserved in any way whatever. They will satisfy people that would look on ordinary canned oysters as being inferior. Packed in quarts and shipped 2, 3 or 4 dozen to the case. Let us quote you prices.

Merrell - Haviland Oyster Company
BOAT 2, FOOT OF BLOOMFIELD ST.
New York City

-25-

Winchester brand Hams, skinned, all aver..	.11 3/4
" " Picnics .....	.07
" " all averages.....	.10 1/4

LARD AND COMPOUNDS.

	Pure, per lb.	Compound, per lb.
Tierces, about 340 lbs. ....	.10 1/2	.07 3/4
Plain tubs, 50 and 60-lb. cans.....	.10 1/2	.07 3/4
10-lb. tin pails, 60 lbs. ....	.11 1/2	.07 3/4
5-lb. " 60 lbs. ....	.11 3/8	.07 3/4
3-lb. " 60 lbs. ....	.11 3/4	.07 3/4
Armour's—		
Shield Pure, 60-lb. tubs.....	.10 3/4	
Simon Pure Leaf, 35, 55 and 105 .....	.13 3/8	
White Cloud Compound, tubs.....	.07 3/4	
" tierces.....	.07 3/8	
Vegetole, tierces.....	.07 3/8	
" tubs.....	.08	
John Bower & Co.—		
Pure Kettle Rendered, tierces .....	.11	
" " tubs .....	.11 1/2	
" " 3, 5 and 10 lb. cans..	.12	
Swift & Co.—		
Premium brand, tierces .....	.11 3/4	
Silver Leaf brand, tierces.....	.10 3/4	
Jewel, compound, tierces.....	.08	
Cotosuet, tierces.....	.08 1/4	

DRESSED MEATS.

	Per lb.
City Dressed Beef—	
Choice, native.....	.08 - .10
Common.....	.07 1/2 - .08 1/2
Western Dressed Beef—	
Choice, native cattle .....	.08 - .10
Common to fair.....	.07 1/2 - .08 1/2
City Dressed Veal—	
Prime.....	.12
Good to choice.....	.10
Dressed Hogs—	
Pigs.....	.09
Hogs, heavy.....	.09
" 180 lbs.....	.09
" 160 lbs.....	.09
" 140 lbs.....	.09
Dressed Sheep and Lambs—	
Lamb, western, good.....	.11
" culls .....	.09
Sheep, choice.....	.09
" medium.....	.07 1/2

BUTCHERS' SUNDRIES.

Fresh Steer Tongues.....	.70 - .80
Cow Tongues.....	.50 - .70
Calf Heads, scalded .....	.50 - .75
Sweetbreads, veal.....	.60 - .90
" beef.....	.10 - .100
Calf Livers.....	.20 - .25
Beef Kidneys.....	.10 - .100
Beef Livers.....	.06
Ox Tails.....	.50 - .65
Hearts, beef.....	.03 - .05
Rolls, beef.....	.14
Tenderloin, beef, western .....	.20
Fresh Pork, loins, city.....	.10
" " western.....	.10

DRESSED POULTRY.

Dry-pick all poultry. Leave head and feet on and entrails in.	
	Per lb.
Turkeys—	
Western, young hens, 8 to 10 lbs.....	.24 - .26
" young toms, 15 to 17 lbs.....	.24 - .26
Old hens and toms .....	.22 - .23
Common to good .....	.17 - .19
Broilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy .....	.24 - .26
Philadelphia, fresh killed, 3 1/2 to 4 lbs. to pair.....	.24 - .26
Philadelphia, fresh killed, 3 to 3 1/2 lbs. to pair, fancy.....	.24 - .26
Western, 4 to 4 1/2 lbs. to pair, fancy.....	.18 - .20
" 3 to 3 1/2 lbs. to pair, fancy.....	.18 - .20
" fair to good .....	.16 - .17
Fowls—	
Western, fancy .....	.14 - .15
Heavy Roasters, 4 to 5 lbs.....	.17 - .19
Fair to good.....	.15 - .16
Old cocks.....	.10 - .11
Western capons, fancy.....	
" small	
Squabs—	
Prime, large, fancy	3.00-3.50
Mixed.....	2.50-3.00
Dark	1.25-1.50

LIVE POULTRY.

	Per lb.
Spring Chickens, nearby, 1 1/2 to 2 lbs.....	.15 - .17
Large Springers .....	.14 - .15
Fowls .....	.13 - .14
Roosters .....	.09 - .10
Ducks.....	.13 - .15

POULTRY SEASONING.

Bell's Spiced Seasoning—	
Small, or 10c. size, 2 doz.....	.90
" " 1 doz.....	.90
Large, or 25c. size, 1 doz.....	1.80
1-lb. cans, 1 doz.....	4.50
5-lb. cans, 1/2 doz.....	10.00

-26-

SAUER KRAUT.

Extra quality, 52-gal. tierces	8.40
" 15-gal. kegs	3.10
Victory, extra fancy, No. 3, 2 doz.....	.77 1/2
Spring Garden, fancy, No. 3, 2 doz.....	.75
Compass, No. 3, cans, 2 doz.....	.70
Casks, 48 gals., long cut, new.....	8.25
Bbls., 30 gals., long cut, new.....	7.15

PLUM PUDDING.

Richardson & Robins—	Per doz.
Individual size, 1/2 lb.....	.95
Round conical, with key, No. 1, 1 doz.....	2.30
" " No. 2, 1 doz.....	4.10
" " No. 3, 1/2 doz.....	6.30
" " No. 4, 1/2 doz.....	8.15
P. P. Sauce, No. 1, 2 doz.....	1.50
Atmore's Genuine English, seedless—	Per case
Individual, 2 doz.....	2.00
No. 1, cans, 1 doz.....	2.25
No. 2, cans, 1 doz.....	4.00
No. 3, cans, 1/2 doz.....	3.25
No. 4, cans, 1/2 doz.....	3.85

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
No. 32, jars.....	.97 1/2
No. 5, toy pails.....	2.45
American, pure apple, tumblers, assorted slices.....	.88
Schimmel's, No. 10, tumblers.....	.83
National, No. 10, tumblers .....	.72 1/2
" No. 6, tumblers .....	.49
Preserves—	Per lb.
Schimmel's, pure, 30-lb. pails.....	.13 1/2
National, 30-lb. pails.....	.09
Southwark, 30-lb. pails.....	.06
" 4 1/2-lb. toy pails, 1/2 doz.....	4.15
Fruit Butters—	Per doz.
Apple, No. 32, jars .....	.98
" Southwark, No. 3, tins.....	1.00
" No. 5, toy pails.....	2.70
" 30-lb. pails.....	1.08
" 20 lb. crocks .....	.07 3/4
" Schimmel's, 30-lb. pails.....	.06
Prune, 30-lb. pails .....	.07 3/4
Peach, 30 lb. pails.....	.07
Jams—	
Schimmel's, pure, jars, 2 doz.....	1.70
Southwark, assorted, jars, 2 doz.....	.93
Orange Marmalade—	
Hartley's, imported.....	1.80
Schimmel's, pure.....	1.65
Warrock's Guava Jelly—	
1-lb. tumblers.....	4.00
1/2-lb. ".....	2.25
Curtice Bros. Preserves—	
Cherries, jars	4.85
Strawberries, jars	4.60
Raspberries, jars	4.60
Apricots, peeled, jars.....	4.85
Pineapple, jars.....	4.60

DRUGS.

Family Medicines.

Guaranteed Full U. S. P. Strength.

	5c. sz.	10c. sz.	25c. sz.
Essence Peppermint .....	.80	1.85	
Castor Oil .....	.45	.83	1.25
Sweet Oil .....	.40	.73	1.95
Spirits Nitre.....	.45	.85	1.95
Spirits Camphor.....	.45	.85	1.95
Spirits Painters' Commercial.....	.45	.85	1.95
Paregoric.....	.45	.85	1.95
Glycerine.....	.45	.85	1.95
Syrup Squills .....	.45	.85	1.95
Syrup Rhubarb .....	.45	.85	1.95
Syrup Ipecac .....	.45	.85	1.95
Turlington Balsam .....	.45	.85	1.95
Golden Tincture .....	.45	.85	1.95
Tincture Arnica .....	.45	.85	1.95
Balm of Malta .....	.45	.85	1.95
Bateman Drops, rd bots.....	.45	.85	1.95
Godfrey's Cordial, rd bots.....	.45	.85	1.95
Turpentine .....	.45	.85	1.95
Machine Oil.....	.45	.85	1.95
Laudanum, 10c. size		per doz.	.90
" 25c. size		per doz.	1.90
5 per cent. discount in gross lots assorted.			
Alum		per lb.	.03
Borax, powdered, bulk.....		per lb.	.07
" lump, bulk		per lb.	.06
" 20 Mule-Team, pure, 24 1 lb.....		per case	
" " 48 1/2 lb.....		per case	
" " 96 1/4 lb.....		per case	
Butter Color, W. & R.....		per doz.	2.00
Bull's Cough Syrup		per doz.	
Bluestone, bulk.....		per lb.	.08
Copperas.....		per lb.	.01 1/2
Camphor, gum, 1-oz. blocks.....		per lb.	.95
" flakes, 250-lb. bbls.....		per lb.	.02 3/4
" " less quantity		per lb.	.03 1/4
" Tar Balls, 250-lb. bbls.....		per lb.	.02 3/4
" " less quantity		per lb.	.03 1/4
Castoria, Fletcher's.....		per doz.	2.80
" Pitcher's.....		per doz.	.75
Carbonate of Ammonia.....		per lb.	.11
Epsom Salts.....		per lb.	.02
Glauber Salts.....		per lb.	.01 1/2
Glue, ordinary.....		per lb.	.09 1/2
" white.....		per lb.	.20
Gum Arabic.....		per lb.	.50
Haarlem Oil.....		per doz.	.30
Husband's Magnesia.....		per doz.	2.85
Jamaica Ginger, Hires', flasks.....		per doz.	.90
Licorice, P. & S., 5c. stick, imported, " M. & R., 5-lb. boxes.....		per lb.	.23
" " lozenges, 5-lb. boxes		per lb.	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes		per lb.	.24
" root.....		per lb.	.11

-27-

Putty, 25-lb. cans	per 100 lbs.	1.60
" 50-lb. cans	per 100 lbs.	1.55
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	per doz.	.75
Paris Green, 100-125-lb. kegs.....	per lb.	.24 1/2
" 1/4-lb. packages	per lb.	.29
" 1/2-lb. packages	per lb.	.28
" 1-lb. packages	per lb.	.27
Rosin	per gross	.04
Roach Powder, Omega, 4-oz. cans.....	per gross	.80
Roachsalt, 10c. size.....	per doz.	.80
Saltpetre, crystal, about 350-lb. bbls.....	per lb.	.06 3/4
" granulated, about 100-lb. kegs	per lb.	.06 3/4
Sulphur, flour, 175-lb. bbls.....	per 100 lbs.	2.55
" 100-lb. bags	per 100 lbs.	2.35
" less quantity	per lb.	.03 1/2
Venetian Red.....	per doz.	.01
Whiting	per doz.	.02
Goff's—		
Cough Syrup, 25c. size.....	per doz.	1.75
Herb Bitters, 25c. size	per doz.	1.75
Oil Liniment, 25c. size	per doz.	1.75
Sarsaparilla, 50c. size.....	per doz.	3.50
Worm Syrup, 15c. size	per doz.	1.20
Horse and Cattle Powder, 15c. size.....	per doz.	1.20
Dyspepsia Tablets, 10c. size.....	per doz.	.75
Iron Glue, McCormick & Co.—		
No. 5.....	per doz.	.40
No. 10.....	per doz.	.75
Tube V.....	per doz.	.75
McCormick & Co., Bee Brand—		
Insect Powder.....	per doz.	.80
Root Beer.....	per doz.	.80
Talcum Powder.....	per doz.	.75
Triangular Quinine	per doz.	.80
Quinine Capsules	per doz.	.80
W. F. Young's Veterinary Remedies, whole-sale prices—		
Absorbine	per doz.	18.00
" Jr., (Mankind).....	per doz.	9.00
Taroleum, small cans	per doz.	6.00
" large cans	per doz.	16.00
Young's Kidney and Nerve Powders	per doz.	2.00
" Fattening and Condition Drops.....	per doz.	4.00
" Colic and Indigestion Cure.....	per doz.	4.00
Less 2 per cent. cash 10 days. Net 30 days.		
F. O. B. Springfield.		

Druggists' Sundries.

Acid Phosphate, Horsford's.....	per doz.	4.15
Bath Brick, box 25 bricks.....	per box	.60
Sealing Wax	per bbl.	.03
Silver Sand.....	per bbl.	1.25
Tar, pints	per doz.	.75
" quarts	per doz.	1.00
" gallons.....	per doz.	.30
" 1/2 bbls.....	per doz.	3.50
" bbls.....	per doz.	6.00
McCormick & Co.—		
Jockey Animal Food, 3 doz. 1-lb. packages and premiums.....	per case	3.75
U. S. Nerve and Bone Liniment, 25c. size.....	per case	2.00
McCord's Magic Medicine, 25c. size	per case	2.00
" 50c. size	per case	4.00
McCormick's Tasteless Chill Tonic, 25c. size	per case	2.00
McCormick's Watermelon Syrup, 50c. size.....	per case	4.00
Reliable Brand Headache Powders, 10c. size	per case	.75

Extracts and Essences.

McCormick & Co., Bee Brand—				Per doz.
Vanilla, Rose, Pistachio, No. 2 size.....				.90
	No. 3 size.....			2.00
	No. 4 size.....			2.25
Lemon, Almond, Apple, Apricot, Banana, Blackberry, Orange, Peach, Pear, Pine- apple, Raspberry, Strawberry, Violet,	No. 2 size .....			.85
	No. 3 size			1.75
	No. 4 size			2.00
Sauer's Flavoring Extracts—				
No. 1, Lemon and Vanilla.....				.45
No. 2, Vanilla and Rose .....				.90
No. 2, Lemon and assorted.....				.85
No. 4, “				2.00
No. 4, Vanilla				2.25
Assorted cases, Nos. 1 and 2.....				10.80
“ Nos. 1, 2 and 4				11.80
Bulk.....	pts.	qts.	½ gals.	gals.
XXX Vanilla	1.50	3.00	6.00	12.00
XX Vanilla.....	1.25	2.50	5.00	10.00
X Vanilla.....	1.00	2.00	4.00	8.00
Lemon, Ginger, Win- tergreen, Cinnamon, Peppermint, Cloves, Celery.....	1.00	1.60	3.00	6.00
Peach, Rose, Apricot, Violet.....	1.50	2.75	5.50	10.00
Orange, Banana, Pine- apple, Almond, Rasp- berry, Pistache, Nut- meg, Mace, Cherry, Strawberry, Fruit.....	1.25	2.25	4.00	7.50
Tea .....	.. ..	.....	.....	7.00
Kitchen Queen—				Per doz.
Extract Vanilla, No. 25.....				2.00
“ No. 2X .....				.80
“ No. X.....				.45
Extract Lemon, No. 25.....				1.75
“ No. 2X.....				.80
“ No. X.....				.45
Ingersoll's Flavoring Extracts—				
High Grade Vanilla.....				1.75
“ Lemon.....				1.75
Select Vanilla.....				.85
“ Lemon .....				.85
“ assorted.....				.85
“ small size .....				.45

Liquid Rennet and Tablets.

	Per doz.
Blair's Liquid Rennet	1.10
" Rennet Tablets, 3 doz.....	.75
Shinn & Kirk's Liquid Rennet.....	1.50
Hanson's Junket Tablets, 3 doz.....	.73
Union Tablets, 3 doz.....	.45

-28-

CIDER.

Corson's—	Per gal.
Barrels .....	.14
1/2 barrels.....	.16
Kegs .....	.19
Bottled Cider—	Per case
Duffy's 1842 Apple Juice, 1 doz. qts.....	3.50
" " 2 doz. pts.....	4.00
Anchor brand Golden Russet, 1 doz. qts.....	3.75
" " 2 doz. pts.....	4.25
Mott's brand Golden Russet, 1 doz. qts.....	3.75
" " 2 doz. pts.....	4.25

CHEWING GUM.

Adams', counter jars, 100 5c. packages.....	2.75
" boxes, 20 packages.....	.55
Gee Whizz, 72 packs.....	.47
Fleer's Chiclets, 3 lbs., bulk	1.25
Spearmint, 20 packs, 100 pieces.....	.55

RICE.

	Per lb.
Extra Fancy Head, XXXX, 100-lb. bags.....	.07 1/4
Fancy Head, 100-lb. bags.....	.06
Extra choice, 100-lb. bags.....	.05 1/2
Choice, 100-lb. bags.....	.04 1/2
Prime, 100-lb. bags.....	.03 1/2
Japan, fancy, 100-lb. bags.....	.05 3/8
" choice, 100-lb. bags.....	.04 1/4
Java, fancy, polished, 100-lb. bags.....	.05 3/8
B. Fischer & Co.—	

Anker's Bouillon Capsules

It's little sellable specialties like these that fill up the thin places in your profits. Make delicious Beef Bouillon, Beef Tea or Soup. Ten in a box, one to be dropped in a cup of hot water. Everybody buys them.

Sole Manufacturers

ROYAL SPECIALTY CO.

92 Reade St.

NEW YORK

Every substitute you give your patrons is a boomerang. Better give them the original and genuine "Pearl Borax Soap" and have them satisfied.

CHAS. W. YOUNG & CO.

Makers of Soaps of Merit

Philadelphia, Pa.

Established 1877.

Mrs. Williams' Brands

OF

PURE JAMS AND JELLIES

are made from pure fruit and fruit juices and granulated sugar, and are guaranteed under the Food and Drugs Act of June 30, 1906.

TO BE HAD ONLY FROM JOBBERS

Quaker City Preserve Co.

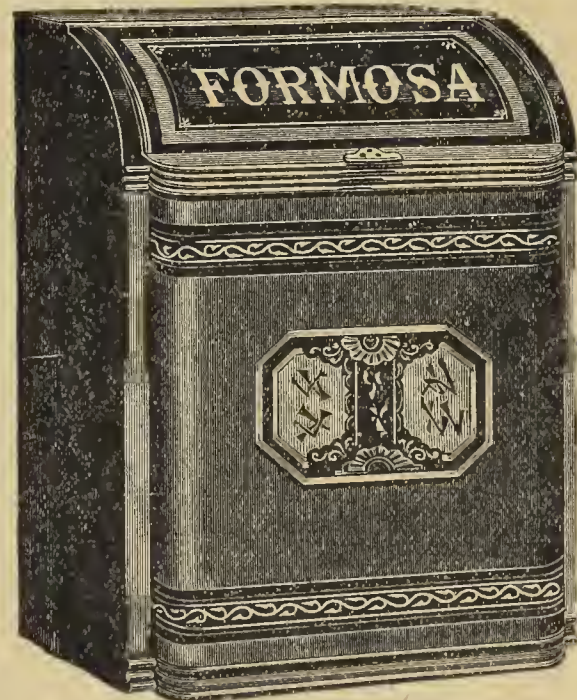
Philadelphia, Pa.

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

TEA, COFFEE and SPICE CANISTERS, BINS and CABINETS

Made of the heaviest tin, tinned steel and sheet iron. Elegant and durable. Tea and Coffee Bins a specialty. Base Delivery Canisters with revolving doors are the best.

We import Chinese Scenery Paper for Tea-store Decoration



TROEMNER'S SCALES and the
"Star" Coffee Mills, Electric Coffee Mills

WRITE FOR CATALOGUE

MORGAN & CORNELL

211 DUANE ST.
NEW YORK

old Mine, rehned, with 1 doz. No. 3 screw-	
top cans, both freight paid.....	.40
old Mine, in bbls.....	.35
ancy, No. 104.....	.30
ancy, No. 105.....	.28
ancy, No. 102.....	.26

We Can Save You Money



This ideal sanitary meat, grocery and provision store was fitted up by us for The James Bell Company, Roberts and Germantown Avenues, Philadelphia. You all know that the world-renowned **RIDGWAY REFRIGERATOR** contains all the latest improvements, and is noted for perfect circulation and A No. 1 insulation—the main features of a good refrigerator; add to this the best material and first-class workmanship and you have the reason why.

WE CHALLENGE THE WORLD

Ridgway Refrigerator Company

E. B. ATKINS, Manager

Office and Salesrooms
615-17-19 N. Broad Street

Factory
3519 N. Lawrence Street
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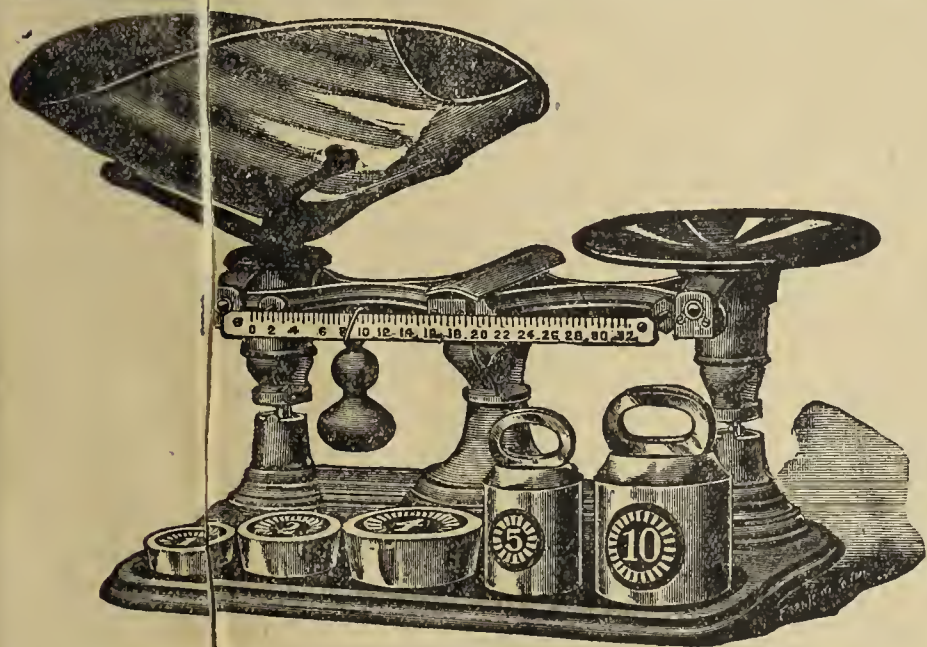
No Loss on Loose Goods



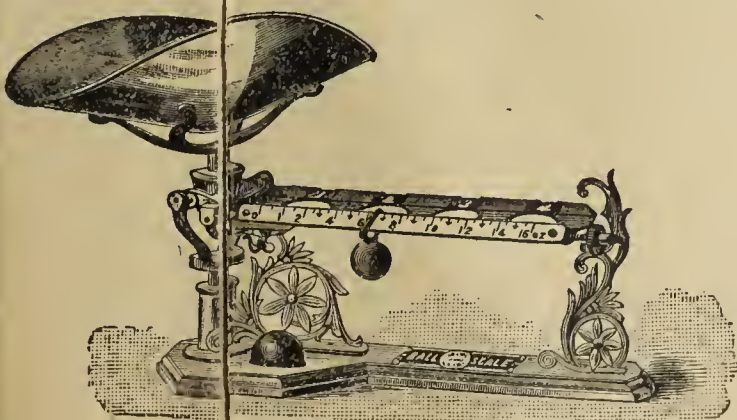
Don't have goods loose and let dirt, bugs and hungry customers eat up half your profits. A store like this saves time hunting for goods that ought to be in sight at all times, pleases customers and disappoints the poor little bugs. Our catalogue shows other stores we have fitted up. Send for it.

WALKER PATENT PIVOTED BIN CO.

18 to 24 S. Seventh Street, Philadelphia, Pa.

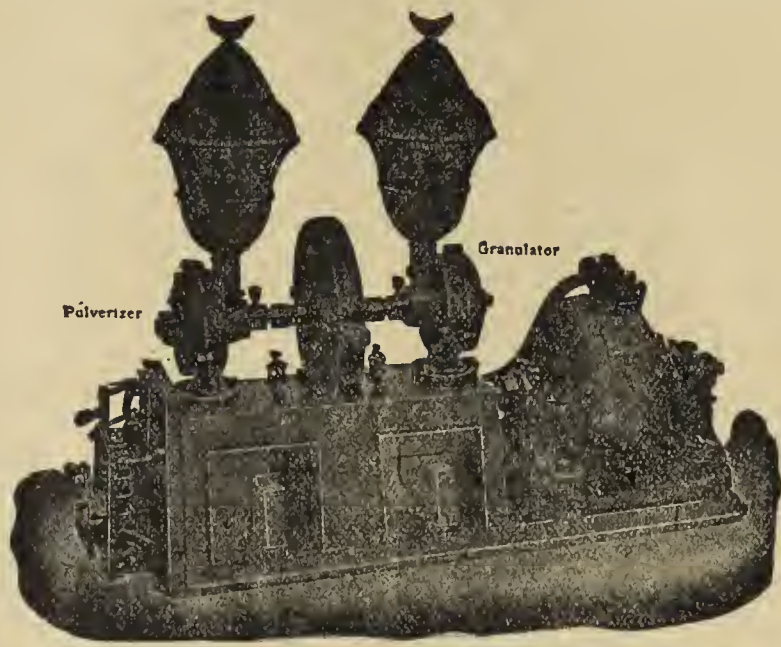


Troemner's No. 151 B, "AGATE" Bearing Scale, sensibility 1-32 oz. Leaves your profit in the bin every time. NO OVERWEIGHT.



Troemner's No. 44, "BALL" Scale

STANDARDS OF EXCELLENCE
USED BY ALL LEADING GROCERS



TROEMNER'S New Electric Coffee Mills

The ONLY successful machine of the kind on the market. PULVERIZING and GRANULATING coffee as it should be done.

FAMOUS "STAR" COFFEE MILLS
STEEL and AGATE BEARING GROCER SCALES
TEA, COFFEE and SPICE CANS and BINS

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No. 911 ARCH STREET

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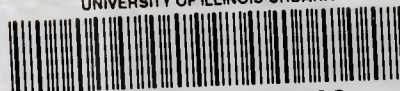
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